

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Leo	Vicki	Andrew
Prem	Vince	Paul
James		Chris
		Justin
		Ed
		Sean
		Isaac
		Todd
		Thomas







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	114316S	2021	Mercedes-Benz	GLC	13	Loaner	NO	\$ 43,490	\$ 43,490	98%	\$7,342	\$4,842
2	P14915	2021	Mercedes-Benz	GLE53C	2	Street/Curb Buy	YES	\$ 96,990	\$ 96,990	99%	\$4,186	\$995
3	114700A	2021	JEEP	WRANGLER	7	Trade on New	NO	\$ 62,990	\$ 62,990	101%	\$6,385	\$4,773
4	114400S	2021	Mercedes-Benz	C300	13	LOANER	NO	\$ 41,900	\$ 41,500	99%	\$2,265	\$2,818
5	P14888	2019	Mercedes-Benz	E53C	43	Street/Curb Buy	YES	\$ 66,922	\$ 66,922	98%	\$12,657	\$3,735
6	11471A2	2021	BMW	X4	39	Trade on Used	NO	\$ 76,900	\$ 76,900	101%	\$2,028	\$2,666
7	P14878	2021	Mercedes-Benz	GLE63C	49	Street/Curb Buy	YES	\$ 139,999	\$ 137,500	99%	\$13,175	\$8,161
8	114722A	2019	LAND ROVER	VELAR	25	Trade on New	NO	\$ 56,500	\$ 56,500	95%	\$4,097	\$2,357
9	T11536S	2021	Mercedes-Benz	GLC	13	Loaner	NO	\$ 45,000	\$ 45,000	94%	\$6,804	\$6,050
10	P14882	2017	Mercedes-Benz	E300	33	Street/Curb Buy	YES	\$ 42,195	\$ 42,195	62%	(\$1,084)	\$2,550
11	P14899A1	2015	Mercedes-Benz	SLK	11	TRADE ON NEW	NO	\$ 30,000	\$ 30,000	96%	\$1,975	\$1,293
12	P14890A	2020	Mercedes-Benz	GLA	37	Trade on Used	YES	\$ 31,877	\$ 31,000	95%	\$209	\$2,150
13	114687A	2020	ACURA	TLX	59	Trade on New	NO	\$ 27,600	\$ 25,695	90%	(\$823)	\$3,162
14	P14884A	2014	Mercedes-Benz	C250	30	Trade on Used	NO	\$ 15,500	\$ 15,500	95%	\$1,688	\$0
15	P14899B1	2019	CADILLAC	XT5	3	Trade on New	NO	\$ 40,900	\$ 40,900	96%	\$4,475	\$0
16	114697A	2019	AUDI	Q7	52	Trade on New	NO	\$ 51,855	\$ 51,855	92%	\$228	\$779
17	114404S	2021	Mercedes-Benz	C300	22	Loaner	NO	\$ 41,000	\$ 41,000	95%	\$3,815	\$1,220
18	P14883	2019	Mercedes-Benz	GLC300	54	Auction/Wholesale	YES	\$ 38,477	\$ 38,477	90%	(\$2,318)	\$4,597
19	114696A	2017	VOLKSWAGEN	JETTA	37	TRADE ON NEW	NO	\$ 14,370	\$ 14,370	92%	(\$136)	\$0
20	P14883	2019	Mercedes-Benz	GLC300	58	Auction/Wholesale	YES	\$ 38,477	\$ 38,477	90%	(\$2,318)	\$4,597
21	114404S	2021	Mercedes-Benz	C300	24	Loaner	NO	\$ 41,000	\$ 41,000	92%	\$3,815	\$1,220
22	P14911	2019	Mercedes-Benz	C300	24	Auction/Wholesale	YES	\$ 35,182	\$ 35,182	93%	\$1,857	\$2,899
23	114719A	2018	BMW	X1	41	Trade on New	NO	\$ 27,955	\$ 27,955	91%	\$389	\$1,762
24	114650B	2014	SMART	ELECTRIC	39	Trade on Used	NO	\$ 9,255	\$ 9,255	91%	\$3,404	\$347
25	114713A	2020	INFINITI	QX60	46	Trade on New	NO	\$ 39,000	\$ 39,000	89%	(\$1,288)	\$1,376
26	R00487A	2017	FORD	F150	49	TRADE ON NEW	NO	\$ 60,855	\$ 60,855	94%	\$1,063	\$4,005
27	P14897	2018	Mercedes-Benz	C300	49	Auction/Wholesale	YES	\$ 28,977	\$ 28,977	88%	(\$2,683)	\$5,369

28	P14881	2019	Mercedes-Benz	C300	65	Auction/Wholesale	YES	\$	33,455	\$	33,455	90%	(\$2,647)	\$4,094
29	P14923	2018	Mercedes-Benz	GLS450	10	Auction/Wholesale	YES	\$	52,990	\$	52,990	96%	\$645	\$3,747
30	114711A	2019	Mercedes-Benz	GLC300C	47	Trade on New	YES	\$	45,955	\$	45,955	96%	\$4,639	\$6,185
31	P14925	2018	Mercedes-Benz	GLC300C	8	Street/Curb Buy	YES	\$	45,900	\$	45,900	104%	\$13,601	\$3,466
32	P14916	2020	Mercedes-Benz	GTA	25	Auction/Wholesale	YES	\$	128,000	\$	126,000	97%	\$6,598	\$0
33	P14917	2018	HONDA	CIVIC	24	Street/Curb Buy	NO	\$	23,490	\$	23,490	100%	\$1,089	\$1,335
34	P14907	2018	Mercedes-Benz	C300	40	Auction/Wholesale	YES	\$	30,955	\$	30,955	94%	(\$4,127)	\$3,929
35	R00489A	2019	FORD	RANGER	49	TRADE ON NEW	NO	\$	35,000	\$	35,000	92%	(\$818)	\$0
36	P14918	2020	Mercedes-Benz	E53C	20	Auction/Wholesale	YES	\$	76,800	\$	76,800	100%	\$84	\$1,509
37	114438S	2021	Mercedes-Benz	GLB	6	LOANER	NO	\$	41,035	\$	41,035	93%	\$6,727	\$4,944
38	114707A	2020	Mercedes-Benz	GLC300	40	Trade on New	YES	\$	41,368	\$	41,368	93%	\$134	\$1,943
39	114751A	2018	Mercedes-Benz	GLC300	23	Trade on New	YES	\$	34,500	\$	34,500	94%	\$839	\$0
40	P14840B	2018	Mercedes-Benz	C300	64	Trade on Used	YES	\$	27,944	\$	27,944	89%	(\$3,442)	\$208
41	P14887	2018	Mercedes-Benz	C300	66	Auction/Wholesale	YES	\$	26,844	\$	26,844	90%	(\$1,318)	\$2,215
42	114728A	2020	LAND ROVER	RANGE ROVER	35	Trade on New	NO	\$	116,844	\$	115,922	95%	\$2,932	\$1,100
43	114678B	2019	Mercedes-Benz	GLA	38	Trade on New	YES	\$	30,000	\$	29,625	92%	\$2,153	\$1,081
44	P14899	2019	Mercedes-Benz	GLC	22	Auction/Wholesale	YES	\$	42,490	\$	42,490	90%	(\$2,000)	\$0
45	P14889	2019	Mercedes-Benz	GLC	14	Auction/Wholesale	YES	\$	40,990	\$	40,990	94%	\$57	\$0
46	P14900	2019	Mercedes-Benz	CLA	2	Auction/Wholesale	YES	\$	32,490	\$	32,490	94%	(\$3,500)	\$0
47	11444S	2021	Mercedes-Benz	GLB	17	Loaner	NO	\$	40,650	\$	40,650	96%	\$4,633	\$5,051
48	P14891	2018	Mercedes-Benz	C300	33	Street/Curb Buy	YES	\$	32,944	\$	32,944	93%	\$1,782	\$3,802
49	114650A	2017	FIAT	500	21	Trade on New	NO	\$	13,990	\$	13,990	94%	\$1,255	\$2,877
50	P14853A	2019	NISSAN	ALTIMA	55	Trade on Used	NO	\$	25,000	\$	25,000	90%	(\$832)	\$1,236
51	114322T	2018	Mercedes-Benz	GLA	48	Trade on Used	YES	\$	30,000	\$	30,000	91%	\$4,209	\$5,081
52	114718A	2019	Mercedes-Benz	GLC	24	TRADE ON NEW	YES	\$	37,411	\$	37,411	96%	\$5,547	\$4,263
53	114663A	2021	HONDA	CIVIC	68	Trade on New	NO	\$	24,422	\$	24,422	87%	(\$3,369)	\$1,927

## Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	65
Avg. Days to Sale	32.7
Avg. Advertised Price (Time of Sale)	\$ 43,564
Avg. Transaction Price	\$ 43,426
Avg. Market Price at 100%	\$ 46,658
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 138
Avg. Front-End Gross	\$ 2,362
Avg. Finance Gross	\$ 2,616
PUVR	\$ 4,978
Total Gross (Units & PUVR)	\$ 323,560
GROI	126%
% with Trade	34%
Avg. Over/Under Allowance	\$1,143



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Leo	Prem
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	65	27	27
Avg. Days to Sale	32.7	31.5	34.3
Avg. Advertised Price (Time of Sale)	\$ 43,564	\$ 48,539	\$ 39,440
Avg. Transaction Price	\$ 43,426	\$ 48,291	\$ 39,425
Avg. Market Price at 100%	\$ 46,658	\$ 50,875	\$ 41,816
Avg. Price to Market % (Time of Sale)	93%	95%	94%
Avg. Transaction to Market	93%	95%	94%
Avg. Transactional Discount	\$ 138	\$ 247	\$ 15
Avg. Front-End Gross	\$ 2,362	\$ 3,683	\$ 1,272
Avg. Finance Gross	\$ 2,616	\$ 3,136	\$ 1,995
PUVR	\$ 4,978	\$ 6,819	\$ 3,267
Total Gross (Units & PUVR)	\$ 323,560	\$ 184,111	\$ 88,197
GROI	126%	161%	87%
% with Trade	34%	30%	37%
Avg. Over/Under Allowance	1,143	1,125	1,250



n list, then scroll up to select your staff member for each column.)

James			
100%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
31.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,477	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,304	#DIV/0!	#DIV/0!	#DIV/0!
\$ 46,108	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 173	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,794	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,865	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,659	#DIV/0!	#DIV/0!	#DIV/0!
\$ 51,252	#DIV/0!	#DIV/0!	#DIV/0!
128%	#DIV/0!	#DIV/0!	#DIV/0!
36%	#DIV/0!	#DIV/0!	#DIV/0!
1,000	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Andrew	Paul
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	65	13	6
Avg. Days to Sale	32.7	28.7	29.0
Avg. Advertised Price (Time of Sale)	\$ 43,564	\$ 50,323	\$ 56,915
Avg. Transaction Price	\$ 43,426	\$ 50,102	\$ 56,695
Avg. Market Price at 100%	\$ 46,658	\$ 54,130	\$ 59,302
Avg. Price to Market % (Time of Sale)	93%	93%	96%
Avg. Transaction to Market	93%	93%	96%
Avg. Transactional Discount	\$ 138	\$ 221	\$ 220
Avg. Front-End Gross	\$ 2,362	\$ 3,583	\$ 914
Avg. Finance Gross	\$ 2,616	\$ 3,204	\$ 2,029
PUVR	\$ 4,978	\$ 6,788	\$ 2,943
Total Gross (Units & PUVR)	\$ 323,560	\$ 88,240	\$ 17,655
GROI	126%	170%	64%
% with Trade	34%	38%	17%
Avg. Over/Under Allowance	1,143	-1,000	#DIV/0!



n list, then scroll up to select your staff member for each column.)

Chris	Justin	Ed	Sean
100%	100%	100%	100%
8	10	3	2
30.9	29.7	35.3	27.5
\$ 45,219	\$ 39,749	\$ 64,469	\$ 36,000
\$ 45,219	\$ 39,749	\$ 63,636	\$ 36,000
\$ 46,858	\$ 42,134	\$ 66,605	\$ 37,895
97%	94%	97%	95%
97%	94%	96%	95%
\$ -	\$ -	\$ 833	\$ -
\$ 2,065	\$ 3,472	\$ 7,869	\$ 2,893
\$ 2,250	\$ 3,307	\$ 3,420	\$ 1,179
\$ 4,315	\$ 6,779	\$ 11,290	\$ 4,071
\$ 34,519	\$ 67,788	\$ 33,869	\$ 8,142
111%	207%	181%	148%
25%	30%	33%	0%
#DIV/0!	1,500	3,000	#DIV/0!

Isaac	Todd	Thomas	
100%	100%	100%	#DIV/0!
9	1	13	0
30.8	22.0	44.4	#DIV/0!
\$ 37,503	\$ 42,490	\$ 33,178	#DIV/0!
\$ 37,462	\$ 42,490	\$ 33,032	#DIV/0!
\$ 40,184	\$ 47,211	\$ 36,130	#DIV/0!
93%	90%	92%	#DIV/0!
93%	90%	91%	#DIV/0!
\$ 42	\$ -	\$ 147	#DIV/0!
\$ 1,139	\$ (2,000)	\$ 967	#DIV/0!
\$ 1,689	\$ -	\$ 2,871	#DIV/0!
\$ 2,828	\$ (2,000)	\$ 3,838	#DIV/0!
\$ 25,454	\$ (2,000)	\$ 49,893	#DIV/0!
88%	-77%	94%	#DIV/0!
33%	0%	54%	#DIV/0!
1,250	#DIV/0!	1,000	#DIV/0!



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Vicki	Vince
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	65	21	44
Avg. Days to Sale	32.7	32.0	33.1
Avg. Advertised Price (Time of Sale)	\$ 43,564	\$ 37,863	\$ 46,285
Avg. Transaction Price	\$ 43,426	\$ 37,731	\$ 46,144
Avg. Market Price at 100%	\$ 46,658	\$ 40,977	\$ 48,849
Avg. Price to Market % (Time of Sale)	93%	92%	95%
Avg. Transaction to Market	93%	92%	94%
Avg. Transactional Discount	\$ 138	\$ 132	\$ 141
Avg. Front-End Gross	\$ 2,362	\$ 1,448	\$ 2,798
Avg. Finance Gross	\$ 2,616	\$ 2,790	\$ 2,533
PUVR	\$ 4,978	\$ 4,238	\$ 5,331
Total Gross (Units & PUVR)	\$ 323,560	\$ 88,998	\$ 234,562
GROI	126%	127%	126%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	1,143	1,250	1,100







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	65	33	32
Avg. Days to Sale	32.7	36.5	28.9
Avg. Advertised Price (Time of Sale)	\$ 43,564	\$ 46,756	\$ 40,172
Avg. Transaction Price	\$ 43,426	\$ 46,581	\$ 40,172
Avg. Market Price at 100%	\$ 46,658	\$ 50,075	\$ 42,419
Avg. Price to Market % (Time of Sale)	93%	93%	95%
Avg. Transaction to Market	93%	93%	95%
Avg. Transactional Discount	\$ 138	\$ 174	\$ 101
Avg. Front-End Gross	\$ 2,362	\$ 2,004	\$ 2,730
Avg. Finance Gross	\$ 2,616	\$ 3,006	\$ 2,214
PUVR	\$ 4,978	\$ 5,010	\$ 4,945
Total Gross (Units & PUVR)	\$ 323,560	\$ 165,328	\$ 158,232
GROI	126%	106%	153%
% with Trade	34%	48%	19%
Avg. Over/Under Allowance	1,143	1,143	#DIV/0!



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	65	0	65
Avg. Days to Sale	32.7	#DIV/0!	32.7
Avg. Advertised Price (Time of Sale)	\$ 43,564	#DIV/0!	\$ 43,426
Avg. Transaction Price	\$ 43,426	#DIV/0!	\$ 43,426
Avg. Market Price at 100%	\$ 46,658	#DIV/0!	\$ 46,306
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	94%
Avg. Transaction to Market	93%	#DIV/0!	94%
Avg. Transactional Discount	\$ 138	#DIV/0!	\$ 138
Avg. Front-End Gross	\$ 2,362	#DIV/0!	\$ 2,362
Avg. Finance Gross	\$ 2,616	#DIV/0!	\$ 2,616
PUVR	\$ 4,978	#DIV/0!	\$ 4,978
Total Gross (Units & PUVR)	\$ 323,560	#DIV/0!	\$ 323,560
GROI	126%	#DIV/0!	126%
% with Trade	34%	#DIV/0!	9%
Avg. Over/Under Allowance	1,143	#DIV/0!	1,143



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	65	22	9
% of Retail Units	100%	34%	14%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	32.7	36.5	39.6
Avg. Transaction Price	\$ 43,426	\$ 41,103	\$ 28,204
Avg. Transaction to Market %	93%	93%	92%
Avg. Transactional Discount	\$ 138	\$ 146	\$ 97
Avg. Front End Gross	\$ 2,362	\$ 1,670	\$ 1,445
Avg. Finance Gross	\$ 2,616	\$ 2,288	\$ 1,299
PUVR	\$ 4,978	\$ 3,958	\$ 2,744
Total Gross (Units & PUVR)	\$ 323,560	\$ 87,071	\$ 24,696
GROI	126%	95%	89%
% with Trade	34%	27%	33%
Avg. Over/Under Allowance	1,143	-1,000	1,500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	15	10	0
14%	23%	15%	0%
100%	100%	100%	#DIV/0!
30.1	37.8	13.1	#DIV/0!
\$ 58,873	\$ 44,402	\$ 46,869	#DIV/0!
93%	92%	96%	#DIV/0!
\$ 278	\$ 133	\$ 40	#DIV/0!
\$ 6,483	\$ (819)	\$ 5,771	#DIV/0!
\$ 3,270	\$ 2,597	\$ 3,964	#DIV/0!
\$ 9,752	\$ 1,778	\$ 9,735	#DIV/0!
\$ 87,771	\$ 26,671	\$ 97,351	#DIV/0!
198%	38%	571%	#DIV/0!
44%	53%	10%	#DIV/0!
3,000	1,125	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	65	30	15
% of Retail Units	100%	46%	23%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	32.7	15.2	37.5
Avg. Transaction Price	\$ 43,426	\$ 46,743	\$ 41,243
Avg. Transaction to Market %	93%	96%	91%
Avg. Transactional Discount	\$ 138	\$ 80	\$ 145
Avg. Front End Gross	\$ 2,362	\$ 3,888	\$ 2,194
Avg. Finance Gross	\$ 2,616	\$ 2,568	\$ 2,136
PUVR	\$ 4,978	\$ 6,456	\$ 4,331
Total Gross (Units & PUVR)	\$ 323,560	\$ 193,693	\$ 64,961
GROI	126%	328%	101%
% with Trade	34%	27%	33%
Avg. Over/Under Allowance	1,143	500	1,000



46-60 days	61-90 days	90+ days
15	5	1
23%	8%	2%
100%	100%	0%
51.4	68.0	#DIV/0!
\$ 43,845	\$ 28,817	#DIV/0!
91%	88%	#DIV/0!
\$ 294	\$ -	#DIV/0!
\$ 1,312	\$ (3,143)	#DIV/0!
\$ 3,347	\$ 2,149	#DIV/0!
\$ 4,658	\$ (994)	#DIV/0!
\$ 69,876	\$ (4,970)	#DIV/0!
74%	-18%	#DIV/0!
47%	40%	0%
2,250	1,000	#DIV/0!