

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Robert	Zarif	Nazir
William	Mansoor	Mansoor
		Porter
		Pete
		Esme
		Omar
		Abdullah







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	RML023549	2021	ACURA	RDX	77	Loaner	YES	\$ 41,588	\$ 41,588	91%	\$352	\$4,200
2	RML048650	2021	ACURA	RDX	58	Loaner	YES	\$ 41,230	\$ 41,230	88%	\$1,284	\$4,500
3	KF598306T	2019	MERCEDES-BENZ	GLC	22	Other	NO	\$ 38,717	\$ 38,717	97%	\$2,441	\$5,734
4	LL000154PL	2020	ACURA	RDX	50	LBO OEM/Leasing Co.	NO	\$ 26,934	\$ 26,934	75%	\$1	\$1,215
5	KH654413PR	2019	CHRYSLER	300S	14	ntal Fleet (Enterprise, et	NO	\$ 26,091	\$ 26,091	92%	\$1,558	\$1,352
6	NH519030P	2022	HONDA	CIVIC	8	Street/Curb Buy	NO	\$ 29,663	\$ 29,663	93%	\$2,436	\$2,772
7	LA013472B	2020	ACURA	TLX	24	Trade on New	No	\$ 32,827	\$ 32,827	100%	\$1,761	\$3,318
8	KR174240P	2019	FORD	FUSION	5	Street/Curb Buy	No	\$ 29,395	\$ 29,395	98%	(\$457)	\$0
9	RNL042726	2022	ACURA	MDX	15	Loaner	Yes	\$ 55,488	\$ 55,488	100%	\$1,246	\$0
10	KA015516P	2019	HONDA	ACCORD	7	LBO OEM/Leasing Co.	No	\$ 29,997	\$ 29,997	90%	\$10,820	\$1,339
11	LL004237A	2020	ACURA	MDX	42	Trade on New	No	\$ 40,888	\$ 40,888	93%	(\$1,863)	\$0
12	KZ257664T	2019	Chevrolet	SILVERADO	41	Other	No	\$ 43,362	\$ 43,362	93%	(\$983)	\$1,065
13	KH751790P	2019	HONDA	SI	17	Street/Curb Buy	No	\$ 27,988	\$ 27,988	95%	\$2,027	\$4,325
14	LL008122A	2020	ACURA	RDX	47	Trade on New	Yes	\$ 36,788	\$ 36,788	91%	(\$1,132)	\$2,154
15	KL034045	2019	ACURA	MDX	4	Other	No	\$ 41,995	\$ 41,995	103%	\$0	\$1,099
16	LL009358A	2020	ACURA	RDX	24	Trade on New	Yes	\$ 41,549	\$ 41,549	94%	\$201	\$3,211
17	GB0577220	2016	ACURA	MDX	32	Trade on New	No	\$ 25,687	\$ 25,684	90%	\$290	\$5,967
18	FW152217A	2015	Nissan	ROGUE	34	Trade on New	No	\$ 15,991	\$ 15,991	83%	\$802	\$2,516
19	ML022659A	2021	ACURA	RDX	40	Trade on New	YES	\$ 42,488	\$ 42,488	99%	(\$860)	\$0
20	L0737187TR	2020	MAZDA	CX-5	56	Other	No	\$ 26,188	\$ 26,188	93%	(\$44)	\$2,227
21	RML048758	2021	ACURA	RDX	58	Loaner	YES	\$ 40,388	\$ 40,388	91%	\$2,545	\$4,479
22	KL028106A	2019	ACURA	MDX	39	Trade on New	YES	\$ 39,688	\$ 39,688	94%	(\$451)	\$1,710
23	KL011245P	2019	ACURA	RDX	2	Other	No	\$ 25,388	\$ 25,388	100%	(\$295)	\$5,471
24	RML048789	2021	ACURA	RDX	48	LOANER	YES	\$ 40,388	\$ 40,388	93%	\$675	\$2,490
25	HB004230A	2017	ACURA	MDX	25	Trade on New	No	\$ 29,988	\$ 29,988	94%	\$2,396	\$1,741
26	RML048767	2021	ACURA	RDX	76	LOANER	YES	\$ 40,387	\$ 40,387	93%	\$817	\$2,085
27	KA058864PR	2019	AUDI	A5	18	Street/Curb Buy	No	\$ 32,488	\$ 32,488	100%	\$5,439	\$3,255
28	KL032823P	2019	ACURA	MDX	1	LBO OEM/Leasing Co.	No	\$ 29,306	\$ 29,306	85%	\$43	\$3,517



## Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	31
Avg. Days to Sale	31.6
Avg. Advertised Price (Time of Sale)	\$ 35,448
Avg. Transaction Price	\$ 35,448
Avg. Market Price at 100%	\$ 38,037
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 0
Avg. Front-End Gross	\$ 1,256
Avg. Finance Gross	\$ 2,881
PUVR	\$ 4,137
Total Gross (Units & PUVR)	\$ 128,244
GROI	133%
% with Trade	16%
Avg. Over/Under Allowance	\$4,641



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	William
% Retailed of Non-New Franchise	32%	#DIV/0!	28%
Total # Retail Units	31	0	18
Avg. Days to Sale	31.6	#DIV/0!	36.0
Avg. Advertised Price (Time of Sale)	\$ 35,448	#DIV/0!	\$ 38,055
Avg. Transaction Price	\$ 35,448	#DIV/0!	\$ 38,055
Avg. Market Price at 100%	\$ 38,037	#DIV/0!	\$ 40,553
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	94%
Avg. Transaction to Market	93%	#DIV/0!	94%
Avg. Transactional Discount	\$ 0	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 1,256	#DIV/0!	\$ 1,456
Avg. Finance Gross	\$ 2,881	#DIV/0!	\$ 2,687
PUVR	\$ 4,137	#DIV/0!	\$ 4,143
Total Gross (Units & PUVR)	\$ 128,244	#DIV/0!	\$ 74,572
GROI	133%	#DIV/0!	109%
% with Trade	16%	#DIV/0!	17%
Avg. Over/Under Allowance	4,641	#DIV/0!	5,128



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

Robert			
38%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
25.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,838	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,838	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,389	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 979	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,149	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,129	#DIV/0!	#DIV/0!	#DIV/0!
\$ 53,672	#DIV/0!	#DIV/0!	#DIV/0!
183%	#DIV/0!	#DIV/0!	#DIV/0!
15%	#DIV/0!	#DIV/0!	#DIV/0!
3,910	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Pete	Mansoor
% Retailed of Non-New Franchise	32%	20%	50%
Total # Retail Units	31	5	4
Avg. Days to Sale	31.6	46.4	24.3
Avg. Advertised Price (Time of Sale)	\$ 35,448	\$ 39,690	\$ 30,411
Avg. Transaction Price	\$ 35,448	\$ 39,690	\$ 30,411
Avg. Market Price at 100%	\$ 38,037	\$ 42,743	\$ 32,805
Avg. Price to Market % (Time of Sale)	93%	93%	93%
Avg. Transaction to Market	93%	93%	93%
Avg. Transactional Discount	\$ 0	\$ -	\$ -
Avg. Front-End Gross	\$ 1,256	\$ 2,926	\$ 1,686
Avg. Finance Gross	\$ 2,881	\$ 3,332	\$ 1,947
PUVR	\$ 4,137	\$ 6,258	\$ 3,633
Total Gross (Units & PUVR)	\$ 128,244	\$ 31,288	\$ 14,532
GROI	133%	122%	177%
% with Trade	16%	0%	25%
Avg. Over/Under Allowance	4,641	#DIV/0!	6,500



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

Porter	Nazir	Esme	Omar
25%	17%	57%	0%
4	6	7	3
31.8	27.8	35.3	12.3
\$ 36,503	\$ 40,278	\$ 32,522	\$ 32,329
\$ 36,503	\$ 40,278	\$ 32,522	\$ 32,328
\$ 39,077	\$ 41,855	\$ 35,443	\$ 34,597
93%	96%	92%	93%
93%	96%	92%	93%
\$ -	\$ -	\$ -	\$ 1
\$ 161	\$ 797	\$ 1,101	\$ 111
\$ 2,850	\$ 2,976	\$ 2,740	\$ 3,528
\$ 3,011	\$ 3,773	\$ 3,842	\$ 3,639
\$ 12,045	\$ 22,638	\$ 26,891	\$ 10,916
94%	121%	121%	329%
25%	17%	14%	0%
3,500	5,570	2,249	#DIV/0!

Abdullah			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
36.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,240	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,240	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,371	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,052	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,916	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,967	#DIV/0!	#DIV/0!	#DIV/0!
\$ 9,934	#DIV/0!	#DIV/0!	#DIV/0!
149%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
5,385	#DIV/0!	#DIV/0!	#DIV/0!



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Zarif	Mansoor
% Retailed of Non-New Franchise	32%	33%	29%
Total # Retail Units	31	24	7
Avg. Days to Sale	31.6	32.3	29.0
Avg. Advertised Price (Time of Sale)	\$ 35,448	\$ 33,844	\$ 40,947
Avg. Transaction Price	\$ 35,448	\$ 33,844	\$ 40,947
Avg. Market Price at 100%	\$ 38,037	\$ 36,439	\$ 43,212
Avg. Price to Market % (Time of Sale)	93%	93%	95%
Avg. Transaction to Market	93%	93%	95%
Avg. Transactional Discount	\$ 0	\$ 0	\$ -
Avg. Front-End Gross	\$ 1,256	\$ 815	\$ 2,769
Avg. Finance Gross	\$ 2,881	\$ 2,861	\$ 2,948
PUVR	\$ 4,137	\$ 3,676	\$ 5,716
Total Gross (Units & PUVR)	\$ 128,244	\$ 88,230	\$ 40,014
GROI	133%	121%	173%
% with Trade	16%	0%	0%
Avg. Over/Under Allowance	4,641	4,375	4,818







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	31	13	18
Avg. Days to Sale	31.6	44.4	22.3
Avg. Advertised Price (Time of Sale)	\$ 35,448	\$ 42,000	\$ 30,716
Avg. Transaction Price	\$ 35,448	\$ 42,000	\$ 30,716
Avg. Market Price at 100%	\$ 38,037	\$ 44,902	\$ 32,960
Avg. Price to Market % (Time of Sale)	93%	94%	93%
Avg. Transaction to Market	93%	94%	93%
Avg. Transactional Discount	\$ 0	\$ -	\$ 0
Avg. Front-End Gross	\$ 1,256	\$ 967	\$ 1,465
Avg. Finance Gross	\$ 2,881	\$ 3,260	\$ 2,606
PUVR	\$ 4,137	\$ 4,228	\$ 4,071
Total Gross (Units & PUVR)	\$ 128,244	\$ 54,959	\$ 73,285
GROI	133%	82%	214%
% with Trade	16%	23%	11%
Avg. Over/Under Allowance	4,641	3,711	6,035



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	31	21	10
Avg. Days to Sale	31.6	36.0	22.2
Avg. Advertised Price (Time of Sale)	\$ 35,448	\$ 38,048	\$ 29,988
Avg. Transaction Price	\$ 35,448	\$ 38,048	\$ 29,988
Avg. Market Price at 100%	\$ 38,037	\$ 40,834	\$ 31,950
Avg. Price to Market % (Time of Sale)	93%	93%	94%
Avg. Transaction to Market	93%	93%	94%
Avg. Transactional Discount	\$ 0	\$ 0	\$ -
Avg. Front-End Gross	\$ 1,256	\$ 710	\$ 2,404
Avg. Finance Gross	\$ 2,881	\$ 3,082	\$ 2,459
PUVR	\$ 4,137	\$ 3,791	\$ 4,862
Total Gross (Units & PUVR)	\$ 128,244	\$ 79,620	\$ 48,624
GROI	133%	100%	263%
% with Trade	16%	14%	20%
Avg. Over/Under Allowance	4,641	3,711	6,035



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	31	9	0
% of Retail Units	100%	29%	0%
% Retailed of Non-New Franchise	32%	11%	#DIV/0!
Avg. Days to Sale	31.6	34.1	#DIV/0!
Avg. Transaction Price	\$ 35,448	\$ 33,988	#DIV/0!
Avg. Transaction to Market %	93%	93%	#DIV/0!
Avg. Transactional Discount	\$ 0	\$ 0	#DIV/0!
Avg. Front End Gross	\$ 1,256	\$ 127	#DIV/0!
Avg. Finance Gross	\$ 2,881	\$ 2,291	#DIV/0!
PUVR	\$ 4,137	\$ 2,418	#DIV/0!
Total Gross (Units & PUVR)	\$ 128,244	\$ 21,761	#DIV/0!
GROI	133%	75%	#DIV/0!
% with Trade	16%	11%	#DIV/0!
Avg. Over/Under Allowance	4,641	3,500	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	0	9	0
13%	0%	29%	0%
100%	#DIV/0!	0%	#DIV/0!
12.0	#DIV/0!	47.4	#DIV/0!
\$ 29,884	#DIV/0!	\$ 42,832	#DIV/0!
97%	#DIV/0!	93%	#DIV/0!
\$ -	#DIV/0!	\$ -	#DIV/0!
\$ 2,361	#DIV/0!	\$ 1,646	#DIV/0!
\$ 2,588	#DIV/0!	\$ 3,923	#DIV/0!
\$ 4,949	#DIV/0!	\$ 5,570	#DIV/0!
\$ 19,797	#DIV/0!	\$ 50,126	#DIV/0!
497%	#DIV/0!	99%	#DIV/0!
25%	#DIV/0!	22%	#DIV/0!
6,500	#DIV/0!	3,817	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
3	1	5
10%	3%	16%
33%	100%	60%
19.3	14.0	25.0
\$ 28,746	\$ 26,091	\$ 35,130
83%	92%	97%
\$ -	\$ -	\$ -
\$ 3,621	\$ 1,558	\$ 224
\$ 2,024	\$ 1,352	\$ 3,119
\$ 5,645	\$ 2,910	\$ 3,343
\$ 16,935	\$ 2,910	\$ 16,715
366%	287%	137%
0%	0%	20%
#DIV/0!	#DIV/0!	5,570

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	31	15	8
% of Retail Units	100%	48%	26%
% Retailed of Non-New Franchise	32%	47%	25%
Avg. Days to Sale	31.6	14.1	37.3
Avg. Transaction Price	\$ 35,448	\$ 34,141	\$ 36,611
Avg. Transaction to Market %	93%	96%	92%
Avg. Transactional Discount	\$ 0	\$ -	\$ 0
Avg. Front End Gross	\$ 1,256	\$ 2,096	\$ 377
Avg. Finance Gross	\$ 2,881	\$ 2,766	\$ 3,057
PUVR	\$ 4,137	\$ 4,862	\$ 3,433
Total Gross (Units & PUVR)	\$ 128,244	\$ 72,929	\$ 27,467
GROI	133%	364%	91%
% with Trade	16%	20%	13%
Avg. Over/Under Allowance	4,641	4,773	3,500



46-60 days	61-90 days	90+ days
6	2	0
19%	6%	0%
17%	0%	#DIV/0!
52.8	76.5	#DIV/0!
\$ 35,319	\$ 40,988	#DIV/0!
89%	92%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 555	\$ 585	#DIV/0!
\$ 2,844	\$ 3,143	#DIV/0!
\$ 3,399	\$ 3,727	#DIV/0!
\$ 20,394	\$ 7,454	#DIV/0!
66%	43%	#DIV/0!
17%	0%	#DIV/0!
5,385	#DIV/0!	#DIV/0!