

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MATT MAHJOOB	RYAN HANSON	SCOTT
RICH D	KEN PORTER	FRANK
STEVE OH	RYAN HANSON	WILLIAM
	JUSTIN SLLAMNIKU	JOSE
	KEN PORTER	AJ
	ANGEL	AARON
	SAHAR	JASON D
		ABE
		ANDREI M
		MOE M
		RENZO
		VAS
		CAROLYNN
		ALEX
		ARTIN A
		BINH
		ALI P
		BEN
		SHAWN M
		NICK N
		CHRIS L
		MIKE Q
		KEN
		JAMES

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	LP40298	2019	BMW	330XI	0	LBO Customer	NO	\$ 28,295	\$ 28,295	100%	\$400	\$1,665
2	XLP40297	2020	BMW	X3	0	LBO Customer	No	\$ 33,987	\$ 33,987	100%	\$400	\$4,569
3	L40060	2018	BMW	530I	57	Trade on New	YES	\$ 34,792	\$ 34,792	93%	(\$3,058)	\$3,630
4	L40201	2020	BMW	M340I	24	Other	YES	\$ 50,995	\$ 50,995	101%	\$7,853	\$4,311
5	X67189A	2021	BMW	330I	32	Trade on New	YES	\$ 46,560	\$ 44,000	101%	\$4,880	\$0
6	LP37850	2020	BMW	M340I	0	LBO Customer	No	\$ 37,091	\$ 37,091	100%	\$400	\$370
7	XLP40306	2019	BMW	X3	0	LBO Customer	No	\$ 25,575	\$ 25,575	100%	(\$350)	\$2,122
8	L40151	2019	BMW	I3 REX	37	OTHER	NO	\$ 34,995	\$ 34,995	100%	(\$94)	\$3,970
9	L40117	2018	BMW	530E	45	OTHER	YES	\$ 38,995	\$ 37,500	96%	\$1,800	
10	P39983	2020	TOYOTA	TACOMA	79	OTHER	NO	\$ 38,952	\$ 38,952	100%	(\$435)	\$3,510
11	SL12444	2021	MINI	COOPER	33	Loaner	NO	\$ 25,682	\$ 25,682	100%	(\$2,661)	\$1,550
12	P40138	2018	BMW	M4	40	Street/Curb Buy	NO	\$ 58,334	\$ 58,334	100%	\$3,250	\$1,000
13	L39944	2019	BMW	750	90	Other	YES	\$ 56,273	\$ 56,273	100%	(\$6,363)	\$2,520
14	P40209	2020	BMW	330	23	Street/Curb Buy	YES	\$ 37,492	\$ 37,492	100%	\$2,195	\$2,591
15	C66789A	2020	BMW	X7	62	Trade on New	YES	\$ 71,847	\$ 71,847	100%	\$1,671	\$973
16	SL12378	2021	MINI	COOPER S	34	Trade on New	No	\$ 31,569	\$ 31,569	97%	\$3,443	\$592
17	X67333A	2013	PORSCHE	CAYENNE	21	Trade on Used	No	\$ 36,995	\$ 36,995	96%	\$1,935	\$6,431
18	XL40288	2019	BMW	X1	6	Other	YES	\$ 29,995	\$ 29,995	88%	\$6,300	\$856
19	LP40310	2019	BMW	330I	0	LBO Customer	No	\$ 29,097	\$ 29,097	100%	\$400	\$1,749
20	C67145B	2016	BMW	328XI	53	Trade on New	No	\$ 23,495	\$ 23,495	100%	\$2,852	\$2,333
21	XLP40314	2019	BMW	X3	0	OTHER	NO	\$ 24,108	\$ 28,104	100%	\$400	\$500
22	LP40317	2019	BMW	530I	0	LBO Customer	No	\$ 34,224	\$ 34,224	100%	(\$350)	\$0
23	LP40315	2019	BMW	440IGC	0	LBO Customer	No	\$ 31,575	\$ 31,575	100%	(\$350)	\$2,490
24	UX66284B	2016	VOLVO	XC90	35	Trade on Used	No	\$ 29,344	\$ 29,344	90%	(\$2,413)	\$0
25	XLP40318	2019	BMW	X3	0	LBO Customer	No	\$ 27,634	\$ 27,634	100%	\$400	\$2,688
26	LP40319	2019	BMW	330I	0	LBO Customer	No	\$ 26,928	\$ 26,928	100%	\$400	\$591
27	LP40311	2020	BMW	430ICV	0	LBO Customer	No	\$ 34,055	\$ 34,055	100%	(\$350)	\$1,500
28	P40023	2019	BMW	X7	71	Other	YES	\$ 74,962	\$ 74,962	98%	(\$2,187)	\$1,542
29	X67090A	2017	Mercedes-Benz	GLC300	53	Trade on Used	No	\$ 26,000	\$ 26,000	92%	(\$1,646)	\$0
30	L40254	2020	BMW	I3BEV	16	Other	Yes	\$ 33,995	\$ 33,995	0%	\$1,584	\$0
31	XLP40321	2019	BMW	X3	0	LBO Customer	No	\$ 25,222	\$ 25,222	0%	(\$350)	\$3,332
32	LP40321	2020	BMW	740I	0	LBO Customer	No	\$ 44,415	\$ 44,415	0%	(\$350)	\$2,000
33	LP4322	2019	BMW	440ICP	0	LBO Customer	No	\$ 31,101	\$ 31,101	0%	(\$350)	\$2,000
34	XLP40323	2019	BMW	X3	0	LBO Customer	No	\$ 29,166	\$ 29,166	0%	\$400	\$2,857
35	P40182	2020	BMW	740I	36	Other	Yes	\$ 57,994	\$ 57,994	94%	\$913	\$1,420
36	P40246	2019	BMW	330I	19	Other	YES	\$ 37,544	\$ 37,544	89%	(\$809)	\$931
37	X66822A	2016	PORSCHE	CAYENNE	104	Trade on Used	No	\$ 27,444	\$ 27,444	91%	(\$4,696)	\$4,218
38	LP40324	2019	BMW	330I	0	LBO Customer	No	\$ 27,049	\$ 27,049	100%	\$400	\$2,435
39	C66816AB	2018	BMW	M550XI	17	Trade on Used	No	\$ 55,500	\$ 55,500	99%	\$6,099	\$4,500
40	LP40325	2019	BMW	430ICP	0	LBO Customer	No	\$ 29,806	\$ 29,806	0%	\$400	\$651
41	L40090	2019	BMW	740XE	57	Other	YES	\$ 55,996	\$ 55,996	96%	(\$4,433)	\$0
42	P39976	2021	BMW	X6sDR	88	Other	YES	\$ 69,171	\$ 69,171	96%	(\$1,820)	\$9,733
43	L40086	2018	BMW	530E	59	Other	No	\$ 34,498	\$ 34,498	96%	(\$2,135)	\$2,740

44	XLP40330	2019	BMW	750	0	LBO Customer	No	\$ 64,711	\$ 64,711	0%	\$400	\$3,400
45	LP40332	2019	BMW	640IXGT	0	LBO Customer	No	\$ 40,047	\$ 40,047	0%	(\$350)	\$1,891
46	XLP40331	2019	BMW	X3	0	LBO Customer	No	\$ 26,010	\$ 26,010	0%	(\$350)	\$0
47	P40107	2019	BMW	330I	56	Other	YES	\$ 34,626	\$ 34,626	92%	\$720	\$500
48	L39886	2019	BMW	I8	113	Other	YES	\$ 98,992	\$ 98,992	98%	(\$2,018)	\$1,498
49	L40210	2019	BMW	540I	34	Other	YES	\$ 43,797	\$ 43,797	98%	(\$822)	\$1,866
50	XLP40339	2019	BMW	X3	0	LBO Customer	No	\$ 31,558	\$ 31,558	0%	\$400	\$592
51	XLP40338	2019	BMW	X5	0	LBO Customer	No	\$ 42,006	\$ 42,006	0%	\$400	\$819
52	LP40337	2019	BMW	330I	0	LBO Customer	No	\$ 27,962	\$ 27,962	0%	(\$350)	\$0
53	LP40334	2019	BMW	530E	0	LBO Customer	No	\$ 36,216	\$ 36,216	0%	(\$350)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	13%
Total # Retail Units	134
Avg. Days to Sale	24.0
Avg. Advertised Price (Time of Sale)	\$ 40,553
Avg. Transaction Price	\$ 40,512
Avg. Market Price at 100%	\$ 76,860
Avg. Price to Market % (Time of Sale)	53%
Avg. Transaction to Market	53%
Avg. Transactional Discount	\$ 41
Avg. Front-End Gross	\$ 498
Avg. Finance Gross	\$ 1,808
PUVR	\$ 2,293
Total Gross (Units & PUVR)	\$ 307,288
GROI	85%
% with Trade	10%
Avg. Over/Under Allowance	\$2,000



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	134	0	0
Avg. Days to Sale	24.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,553	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,512	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 76,860	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	53%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	53%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 41	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 498	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,808	#DIV/0!	#DIV/0!
PUVR	\$ 2,293	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 307,288	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	10%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,000	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	134	0	0
Avg. Days to Sale	24.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,553	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,512	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 76,860	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	53%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	53%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 41	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 498	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,808	#DIV/0!	#DIV/0!
PUVR	\$ 2,293	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 307,288	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	10%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,000	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	13%	#DIV/0!	#DIV/0!
Total # Retail Units	134	0	0
Avg. Days to Sale	24.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,553	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 40,512	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 76,860	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	53%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	53%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 41	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 498	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,808	#DIV/0!	#DIV/0!
PUVR	\$ 2,293	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 307,288	#DIV/0!	#DIV/0!
GROI	85%	#DIV/0!	#DIV/0!
% with Trade	10%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,000	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	134	41	93
Avg. Days to Sale	24.0	43.0	15.7
Avg. Advertised Price (Time of Sale)	\$ 40,553	\$ 46,588	\$ 37,905
Avg. Transaction Price	\$ 40,512	\$ 46,425	\$ 37,905
Avg. Market Price at 100%	\$ 76,860	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	53%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	53%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 41	\$ 163	\$ (13)
Avg. Front-End Gross	\$ 498	\$ 291	\$ 590
Avg. Finance Gross	\$ 1,808	\$ 1,958	\$ 1,744
PUVR	\$ 2,293	\$ 2,201	\$ 2,334
Total Gross (Units & PUVR)	\$ 307,288	\$ 90,248	\$ 217,040
GROI	85%	40%	141%
% with Trade	10%	22%	5%
Avg. Over/Under Allowance	2,000	#DIV/0!	2,000



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	134	117	17
Avg. Days to Sale	24.0	20.4	49.4
Avg. Advertised Price (Time of Sale)	\$ 40,553	\$ 40,514	\$ 40,817
Avg. Transaction Price	\$ 40,512	\$ 40,468	\$ 40,817
Avg. Market Price at 100%	\$ 76,860	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	53%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	53%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 41	\$ 47	\$ -
Avg. Front-End Gross	\$ 498	\$ 394	\$ 1,218
Avg. Finance Gross	\$ 1,808	\$ 1,791	\$ 1,925
PUVR	\$ 2,293	\$ 2,170	\$ 3,143
Total Gross (Units & PUVR)	\$ 307,288	\$ 253,858	\$ 53,430
GROI	85%	95%	56%
% with Trade	10%	10%	12%
Avg. Over/Under Allowance	2,000	#DIV/0!	2,000



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	134	7	12
% of Retail Units	100%	5%	9%
% Retailed of Non-New Franchise	13%	43%	58%
Avg. Days to Sale	24.0	53.0	50.9
Avg. Transaction Price	\$ 40,512	\$ 46,867	\$ 52,243
Avg. Transaction to Market %	53%	97%	#DIV/0!
Avg. Transactional Discount	\$ 41	\$ 366	\$ -
Avg. Front End Gross	\$ 498	\$ 2,746	\$ 282
Avg. Finance Gross	\$ 1,808	\$ 1,433	\$ 3,919
PUVR	\$ 2,293	\$ 4,179	\$ 4,201
Total Gross (Units & PUVR)	\$ 307,288	\$ 29,254	\$ 50,415
GROI	85%	61%	57%
% with Trade	10%	29%	17%
Avg. Over/Under Allowance	2,000	#DIV/0!	2,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	4	6	65
2%	3%	4%	49%
33%	0%	83%	0%
39.0	57.8	49.7	0.5
\$ 59,686	\$ 46,499	\$ 40,229	\$ 33,382
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	\$ 460	\$ 0
\$ 2,592	\$ 918	\$ 1,540	\$ 38
\$ 1,197	\$ 2,794	\$ 1,966	\$ 1,370
\$ 3,789	\$ 3,713	\$ 3,507	\$ 1,408
\$ 11,366	\$ 14,850	\$ 21,039	\$ 91,516
59%	50%	63%	2820%
0%	50%	17%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	37
0%	0%	28%
#DIV/0!	#DIV/0!	3%
#DIV/0!	#DIV/0!	42.1
#DIV/0!	#DIV/0!	\$ 45,874
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 3
#DIV/0!	#DIV/0!	\$ 568
#DIV/0!	#DIV/0!	\$ 1,884
#DIV/0!	#DIV/0!	\$ 2,401
#DIV/0!	#DIV/0!	\$ 88,847
#DIV/0!	#DIV/0!	45%
#DIV/0!	#DIV/0!	19%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	134	17	20
% of Retail Units	100%	13%	15%
% Retailed of Non-New Franchise	13%	12%	30%
Avg. Days to Sale	24.0	19.6	37.6
Avg. Transaction Price	\$ 40,512	\$ 47,044	\$ 40,853
Avg. Transaction to Market %	53%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 41	\$ 78	\$ 218
Avg. Front End Gross	\$ 498	\$ 4,612	\$ 312
Avg. Finance Gross	\$ 1,808	\$ 2,528	\$ 1,438
PUVR	\$ 2,293	\$ 7,140	\$ 1,750
Total Gross (Units & PUVR)	\$ 307,288	\$ 121,383	\$ 35,001
GROI	85%	278%	41%
% with Trade	10%	24%	5%
Avg. Over/Under Allowance	2,000	#DIV/0!	2,000



46-60 days	61-90 days	90+ days
17	10	4
13%	7%	3%
35%	20%	25%
53.6	77.2	113.3
\$ 39,863	\$ 63,423	\$ 73,109
#DIV/0!	#DIV/0!	93%
\$ 59	\$ 276	\$ -
\$ 225	\$ 674	\$ (5,287)
\$ 1,659	\$ 3,216	\$ 5,821
\$ 1,884	\$ 3,890	\$ 534
\$ 32,025	\$ 38,904	\$ 2,136
32%	29%	2%
18%	50%	25%
#DIV/0!	#DIV/0!	#DIV/0!