

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Stephen Bi	Roger Carlson	Lan Kim
Andre Harlee	Ray Bacova	Brandon Carlson
	Montana	Gurlal Bajwa
	Devin Howell	Chase Gibson
		Rachelle Escobar
		House

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	PP1658	2019	Porsche	CAYENNE	308	Auction/Wholesale	No				(\$14,906)	\$5,146
2	PP1667C	2021	Tesla	MODEL Y	98	Trade on Used	No				(\$2,697)	\$4,935
3	P2044A	2017	BMW	X5	38	Trade on New	No				\$4,582	\$2,992
4	PP1533A	2020	Chevrolet	CORVETTE	173	Trade on Used	No	\$ 89,500	\$ 89,500	108%	(\$3,554)	\$4,896
5	PP1738A	2018	Jeep	WRANGLER	45	Trade on Used	No	\$ 34,995	\$ 34,995	105%	\$5,637	\$3,623
6	P1976A	2008	Porsche	BOXSTER	285	Trade on New	No	\$ 46,500	\$ 46,500	101%	(\$4,596)	\$6,481
7	PP1722	2021	Porsche	PANAMERA	108	Other	Yes	\$ 186,995	\$ 185,000	104%	(\$300)	\$12,622
8	P1962A	2021	Land Rover	RANGE ROVER	191	Trade on New	No	\$ 89,995	\$ 75,500	93%	(\$15,748)	\$1,374
9	P2065A	2021	Porsche	MACAN	58	Trade on New	Yes	\$ 81,500	\$ 81,500	103%	\$4,305	\$2,770
10	PP1687A	2017	Ford	MUSTANG	60	Trade on Used	No	\$ 32,995	\$ 32,200	106%	\$5,685	\$0
11	PP1693	2021	Porsche	CAYENNE	213	Auction/Wholesale	Yes	\$ 89,995	\$ 88,000	103%	(\$9,751)	\$4,066
12	PP1745	2022	Porsche	CAYMAN	34	Other	Yes	\$ 116,995	\$ 116,995	108%	\$16,363	\$0
13	PP1658A	2016	Porsche	CAYENNE	19	Trade on Used	Yes	\$ 34,995	\$ 34,995	102%	\$8,415	\$763
14	PP1669	2021	BMW	X6	314	Street/Curb Buy	No	\$ 106,995	\$ 99,990	98%	(\$14,006)	\$5,116
15	PP1638	2018	Porsche	BOXSTER	238	Street/Curb Buy	No	\$ 58,995	\$ 53,000	93%	(\$15,715)	\$5,953
16	PP1674	2020	Lamborghini	URUS	293	Street/Curb Buy	No	\$ 245,995	\$ 241,000	93%	(\$30,469)	\$9,571
17	PP1720	2022	Porsche	911	110	Other	Yes	\$ 269,995	\$ 240,000	95%	\$37,340	\$1,290
18	PP1747	2022	Porsche	MACAN	39	Loaner	Yes	\$ 74,500	\$ 74,500	103%	\$5,595	\$1,789
19	PP1701	2022	Porsche	911	209	Street/Curb Buy	Yes	\$ 186,995	\$ 186,000	105%	(\$5,375)	\$9,645
20	PP1712B	2021	Ford	F150	41	Trade on Used	No	\$ 39,995	\$ 39,995	101%	\$4,782	\$415
21	PP1716	2019	Porsche	911	162	Trade on New	Yes	\$ 182,995	\$ 178,500	108%	\$3,669	\$0
22	PP1669A	2021	Jeep	WRANGLER	13	Trade on Used	No	\$ 53,995	\$ 53,000	99%	\$4,381	\$1,106
23	PP1748A	2020	Porsche	CAYENNE	45	Trade on Used	Yes	\$ 67,000	\$ 67,000	120%	\$8,026	\$8,040
24	PP1533B	2006	Chevrolet	CORVETTE	27	Trade on Used	No	\$ 32,500	\$ 32,500	106%	\$9,651	\$4,599
25	P2107A	2018	Audi	Q3	5	Trade on New	No	\$ 32,995	\$ 29,500	98%	\$1,900	\$1,639
26	PP1649	2019	Porsche	CAYENNE	371	Auction/Wholesale	Yes	\$ 60,000	\$ 60,000	106%	(\$12,447)	\$12,709
27	PP1730	2021	Porsche	TAYCAN	129	Other	Yes	\$ 121,995	\$ 121,495	121%	\$2,650	\$8,468
28	PP1731A	2018	Porsche	BOXSTER	71	Trade on Used	Yes	\$ 78,500	\$ 78,500	105%	\$6,015	\$5,397

Scoreboard Totals

% Retailed of Non-Franchise Make	41%
Total # Retail Units	32
Avg. Days to Sale	120.0
Avg. Advertised Price (Time of Sale)	\$ 96,376
Avg. Transaction Price	\$ 93,191
Avg. Market Price at 100%	\$ 93,195
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 3,185
Avg. Front-End Gross	\$ 963
Avg. Finance Gross	\$ 4,264
PUVR	\$ 5,766
Total Gross (Units & PUVR)	\$ 184,513
GROI	19%
% with Trade	44%
Avg. Over/Under Allowance	(\$1,552)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Stephen Bi
% Retailed of Non-New Franchise	41%	#DIV/0!	36%
Total # Retail Units	32	0	14
Avg. Days to Sale	120.0	#DIV/0!	148.7
Avg. Advertised Price (Time of Sale)	\$ 96,376	#DIV/0!	\$ 111,039
Avg. Transaction Price	\$ 93,191	#DIV/0!	\$ 105,797
Avg. Market Price at 100%	\$ 93,195	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,185	#DIV/0!	\$ 5,242
Avg. Front-End Gross	\$ 963	#DIV/0!	\$ (460)
Avg. Finance Gross	\$ 4,264	#DIV/0!	\$ 5,062
PUVR	\$ 5,766	#DIV/0!	\$ 5,995
Total Gross (Units & PUVR)	\$ 184,513	#DIV/0!	\$ 83,936
GROI	19%	#DIV/0!	14%
% with Trade	44%	#DIV/0!	43%
Avg. Over/Under Allowance	-1,552	#DIV/0!	225



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Andre Harlee			
44%	#DIV/0!	#DIV/0!	#DIV/0!
18	0	0	0
97.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 86,026	#DIV/0!	#DIV/0!	#DIV/0!
\$ 84,293	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,733	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,070	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,643	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,604	#DIV/0!	#DIV/0!	#DIV/0!
\$ 100,874	#DIV/0!	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!	#DIV/0!
44%	#DIV/0!	#DIV/0!	#DIV/0!
-2,886	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Lan Kim	Brandon Carlson
% Retailed of Non-New Franchise	41%	38%	20%
Total # Retail Units	32	8	5
Avg. Days to Sale	120.0	114.4	160.4
Avg. Advertised Price (Time of Sale)	\$ 96,376	\$ 108,747	\$ 106,751
Avg. Transaction Price	\$ 93,191	\$ 107,624	\$ 104,095
Avg. Market Price at 100%	\$ 93,195	\$ 106,426	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	102%	#DIV/0!
Avg. Transaction to Market	100%	101%	#DIV/0!
Avg. Transactional Discount	\$ 3,185	\$ 1,123	\$ 2,656
Avg. Front-End Gross	\$ 963	\$ (1,825)	\$ 1,614
Avg. Finance Gross	\$ 4,264	\$ 5,407	\$ 3,845
PUVR	\$ 5,766	\$ 3,582	\$ 9,264
Total Gross (Units & PUVR)	\$ 184,513	\$ 28,659	\$ 46,318
GROI	19%	10%	20%
% with Trade	44%	38%	40%
Avg. Over/Under Allowance	-1,552	-2,105	-2,500



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Gurlal Bajwa	Chase Gibson	Rachelle Escobar	House
38%	60%	25%	100%
8	5	4	2
74.8	151.2	104.0	176.0
\$ 113,924	\$ 67,596	\$ 63,871	\$ 106,995
\$ 108,713	\$ 63,739	\$ 61,374	\$ 99,990
#DIV/0!	\$ 63,798	\$ 63,223	#DIV/0!
#DIV/0!	106%	101%	#DIV/0!
#DIV/0!	100%	97%	#DIV/0!
\$ 5,211	\$ 3,857	\$ 2,498	\$ 7,005
\$ 7,989	\$ (3,592)	\$ 206	\$ (4,712)
\$ 2,614	\$ 4,838	\$ 5,188	\$ 4,054
\$ 11,798	\$ 1,246	\$ 5,395	\$ (8,890)
\$ 94,382	\$ 6,230	\$ 21,578	\$ (17,780)
52%	5%	30%	-18%
75%	40%	0%	50%
-2,153	1,250	#DIV/0!	0

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Roger Carlson	Ray Bacova
% Retailed of Non-New Franchise	41%	40%	44%
Total # Retail Units	32	15	9
Avg. Days to Sale	120.0	91.3	144.7
Avg. Advertised Price (Time of Sale)	\$ 96,376	\$ 117,455	\$ 55,998
Avg. Transaction Price	\$ 93,191	\$ 113,030	\$ 55,244
Avg. Market Price at 100%	\$ 93,195	#DIV/0!	\$ 53,225
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	105%
Avg. Transaction to Market	100%	#DIV/0!	104%
Avg. Transactional Discount	\$ 3,185	\$ 4,425	\$ 754
Avg. Front-End Gross	\$ 963	\$ 3,412	\$ (334)
Avg. Finance Gross	\$ 4,264	\$ 4,250	\$ 5,452
PUVR	\$ 5,766	\$ 9,573	\$ 5,118
Total Gross (Units & PUVR)	\$ 184,513	\$ 143,595	\$ 46,063
GROI	19%	33%	23%
% with Trade	44%	0%	0%
Avg. Over/Under Allowance	-1,552	-1,181	-505



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Montana	Devin Howell		
0%	43%	#DIV/0!	#DIV/0!
1	7	0	0
34.0	161.9	#DIV/0!	#DIV/0!
\$ 116,995	\$ 109,210	#DIV/0!	#DIV/0!
\$ 116,995	\$ 104,570	#DIV/0!	#DIV/0!
\$ 108,329	\$ 106,693	#DIV/0!	#DIV/0!
108%	102%	#DIV/0!	#DIV/0!
108%	98%	#DIV/0!	#DIV/0!
\$ -	\$ 4,640	#DIV/0!	#DIV/0!
\$ 16,363	\$ (4,817)	#DIV/0!	#DIV/0!
\$ -	\$ 3,376	#DIV/0!	#DIV/0!
\$ 16,363	\$ (1,441)	#DIV/0!	#DIV/0!
\$ 16,363	\$ (10,087)	#DIV/0!	#DIV/0!
148%	-3%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-1,950	-3,333	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	32	16	16
Avg. Days to Sale	120.0	103.3	136.6
Avg. Advertised Price (Time of Sale)	\$ 96,376	\$ 117,279	\$ 67,398
Avg. Transaction Price	\$ 93,191	\$ 114,148	\$ 67,398
Avg. Market Price at 100%	\$ 93,195	\$ 112,281	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	104%	#DIV/0!
Avg. Transaction to Market	100%	102%	#DIV/0!
Avg. Transactional Discount	\$ 3,185	\$ 3,131	\$ 3,252
Avg. Front-End Gross	\$ 963	\$ 5,920	\$ (3,993)
Avg. Finance Gross	\$ 4,264	\$ 4,887	\$ 3,640
PUVR	\$ 5,766	\$ 10,807	\$ (438)
Total Gross (Units & PUVR)	\$ 184,513	\$ 172,913	\$ (7,013)
GROI	19%	33%	-2%
% with Trade	44%	56%	31%
Avg. Over/Under Allowance	-1,552	-1,772	-1,157



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	32	19	13
Avg. Days to Sale	120.0	130.7	104.2
Avg. Advertised Price (Time of Sale)	\$ 96,376	\$ 110,109	\$ 70,607
Avg. Transaction Price	\$ 93,191	\$ 106,992	\$ 70,607
Avg. Market Price at 100%	\$ 93,195	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,185	\$ 3,116	\$ 3,298
Avg. Front-End Gross	\$ 963	\$ 3,131	\$ (2,206)
Avg. Finance Gross	\$ 4,264	\$ 5,041	\$ 3,128
PUVR	\$ 5,766	\$ 9,169	\$ 198
Total Gross (Units & PUVR)	\$ 184,513	\$ 174,205	\$ 2,575
GROI	19%	24%	1%
% with Trade	44%	53%	31%
Avg. Over/Under Allowance	-1,552	-1,595	-1,446



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	32	8	10
% of Retail Units	100%	25%	31%
% Retailed of Non-New Franchise	41%	50%	70%
Avg. Days to Sale	120.0	99.9	59.2
Avg. Transaction Price	\$ 93,191	\$ 76,571	\$ 51,409
Avg. Transaction to Market %	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,185	\$ 3,854	\$ 199
Avg. Front End Gross	\$ 963	\$ 796	\$ 4,634
Avg. Finance Gross	\$ 4,264	\$ 2,189	\$ 3,377
PUVR	\$ 5,766	\$ 2,329	\$ 8,653
Total Gross (Units & PUVR)	\$ 184,513	\$ 18,635	\$ 86,530
GROI	19%	11%	102%
% with Trade	44%	50%	30%
Avg. Over/Under Allowance	-1,552	-2,280	-1,222



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	3	1	0
16%	9%	3%	0%
40%	0%	0%	#DIV/0!
214.8	297.3	39.0	#DIV/0!
\$ 147,774	\$ 74,000	\$ 74,500	#DIV/0!
93%	#DIV/0!	103%	#DIV/0!
\$ 5,024	\$ 998	\$ -	#DIV/0!
\$ (10,263)	\$ (12,368)	\$ 5,595	#DIV/0!
\$ 6,657	\$ 7,307	\$ 1,789	#DIV/0!
\$ (3,606)	\$ (2,712)	\$ 7,384	#DIV/0!
\$ (18,030)	\$ (8,135)	\$ 7,384	#DIV/0!
-4%	-4%	91%	#DIV/0!
40%	67%	0%	#DIV/0!
-2,500	1,500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	5
0%	0%	16%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	88.6
#DIV/0!	#DIV/0!	\$ 148,498
#DIV/0!	#DIV/0!	103%
#DIV/0!	#DIV/0!	\$ 7,297
#DIV/0!	#DIV/0!	\$ 12,188
#DIV/0!	#DIV/0!	\$ 5,632
#DIV/0!	#DIV/0!	\$ 17,820
#DIV/0!	#DIV/0!	\$ 89,101
#DIV/0!	#DIV/0!	49%
#DIV/0!	#DIV/0!	60%
#DIV/0!	#DIV/0!	-2,317

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	32	6	6
% of Retail Units	100%	19%	19%
% Retailed of Non-New Franchise	41%	50%	50%
Avg. Days to Sale	120.0	14.5	40.3
Avg. Transaction Price	\$ 93,191	\$ 64,145	\$ 66,697
Avg. Transaction to Market %	100%	100%	#DIV/0!
Avg. Transactional Discount	\$ 3,185	\$ 1,770	\$ -
Avg. Front End Gross	\$ 963	\$ 8,278	\$ 7,498
Avg. Finance Gross	\$ 4,264	\$ 2,161	\$ 2,810
PUVR	\$ 5,766	\$ 10,439	\$ 10,307
Total Gross (Units & PUVR)	\$ 184,513	\$ 62,635	\$ 61,844
GROI	19%	404%	138%
% with Trade	44%	33%	17%
Avg. Over/Under Allowance	-1,552	176	-1,950



46-60 days	61-90 days	90+ days
3	2	15
9%	6%	47%
67%	0%	33%
58.3	66.5	213.5
\$ 54,067	\$ 78,750	\$ 128,037
100%	101%	#DIV/0!
\$ 1,763	\$ 1,998	\$ 5,574
\$ 3,724	\$ 5,452	\$ (5,727)
\$ 1,056	\$ 5,589	\$ 6,151
\$ 4,780	\$ 11,040	\$ 424
\$ 14,341	\$ 22,080	\$ 6,367
55%	76%	1%
67%	0%	60%
-2,235	#DIV/0!	-1,741