









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	CF889618S	2012	MERCEDES	GLK-Class	21	Street/Curb Buy	No	\$ 19,000	\$ 19,000	113%	\$3,838	\$2,000
2	L2344909-T	2020	Volvo	XC40	44	Trade on New	Yes	\$ 31,500	\$ 31,500	100%	\$3,642	\$0
3	F0460856-T	2015	Toyota	Prius	37	Trade on Used	No	\$ 19,000	\$ 19,900	103%	\$739	\$108
4	N1789128W	2022	Volvo	XC90 Recharge Pl	27	Auction/Wholesale	Yes	\$ 69,000	\$ 69,000	110%	\$1,710	\$0
5	JW220208-S	2018	Jeep	Wrangler Unlimit	59	Street/Curb Buy	No	\$ 33,200	\$ 33,200	99%	\$3,565	\$0
6	NLB85864-W	2022	Ford	Bronco	11	Auction/Wholesale	No	\$ 69,500	\$ 69,200	102%	\$3,524	\$751
7	JLB00632S	2018	PORSCHE	Macan	31	Street/Curb Buy	No	\$ 32,700	\$ 32,700	89%	\$1,787	\$0
8	J1058568-S	2018	Volvo	V90	81	Street/Curb Buy	No	\$ 42,000	\$ 42,000	100%	\$3,067	\$0
9	NB030687-W	2022	Audi	e-tron	31	Auction/Wholesale	No	\$ 47,900	\$ 47,900	100%	\$1,556	\$4,375
10	M1754559-W	2021	Volvo	XC90	59	Auction/Wholesale	Yes	\$ 53,000	\$ 53,000	104%	(\$1,524)	\$541
11	M1763407W	2021	Volvo	XC90	22	Auction/Wholesale	Yes	\$ 55,000	\$ 55,000	105%	\$3,046	\$1,676
12	C2312842-T	2012	Volvo	XC60	62	Trade on New	No	\$ 14,200	\$ 14,200	98%	\$2,027	\$104
13	GN372328-W	2016	Nissan	Altima	28	Auction/Wholesale	No	\$ 16,200	\$ 16,200	101%	\$4,316	\$1,756
14	M1692898-S	2021	Volvo	XC90	22	Street/Curb Buy	Yes	\$ 53,800	\$ 53,300	103%	\$4,524	\$1,479
15	FH550546-T	2015	Subaru	Forester	58	Trade on Used	No	\$ 18,500	\$ 18,500	107%	\$500	\$718
16	SP6139A	2017	Lotus	Evora 400	42	Trade on Used	No	\$ 46,000	\$ 46,000	100%	\$322	\$889
17	G2D70772T	2016	MINI	Cooper Hardtop	53	Trade on Used	No	\$ 14,700	\$ 14,700	93%	(\$489)	\$467
18	10730A	2018	McLaren	570GT	52	Other	No	\$ 149,700	\$ 149,700	100%	\$13,619	\$2,000
19	F0483294-T	2015	Mazda	CX-5	24	Trade on Used	No	\$ 13,000	\$ 13,000	95%	\$2,348	\$0
20	NP066734-T	2022	Volkswagen	ID.4	5	Trade on New	No	\$ 38,500	\$ 38,500	94%	\$3,880	\$0
21	L1622432-W	2020	Volvo	XC90	6	Auction/Wholesale	No	\$ 50,500	\$ 50,500	103%	\$6,292	\$2,000
22	VP4988	2022	Volvo	XC90	118	Other	No	\$ 53,300	\$ 53,300	96%	(\$1,323)	\$500
23	L1032838-S	2020	Volvo	V60 Cross Country	52	Street/Curb Buy	Yes	\$ 35,000	\$ 35,000	97%	\$3,352	\$2,500
24	JU249687-S	2018	MERCEDES	C-Class	71	Street/Curb Buy	No	\$ 37,400	\$ 37,400	95%	\$1,075	\$625
25	K1465380-T	2019	Volvo	XC90	33	Trade on New	Yes	\$ 38,700	\$ 38,700	97%	(\$111)	\$2,607
26	L3134659-T	2020	Subaru	Outback	28	Trade on Used	No	\$ 33,700	\$ 33,700	100%	\$2,286	\$0
27	K2014601-T	2019	Volvo	XC40	21	Trade on New	Yes	\$ 31,000	\$ 31,000	102%	(\$159)	\$800
28	P1984157A	2014	Toyota	RAV4	37	Trade on Used	No	\$ 14,300.00	\$ 14,300.00	88%	\$111	\$0
29	NU096146-T	2022	Hyundai	IONIQ 5	14	Trade on New	No	\$ 33,000.00	\$ 33,000.00	100%	-\$887	\$0
30	MN705607-C	2021	Ram	1500	13	Other	No	\$ 79,900.00	\$ 79,900.00	96%	\$5,480	\$0

31	JLC83131-T	2018	BMW	X3	51	Trade on Used	No	\$ 25,700.00	\$ 25,700.00	102%	\$923	\$767
32	L1035629-T	2020	Volvo	V60 Cross Countr	22	Trade on New	Yes	\$ 37,300.00	\$ 37,300.00	101%	\$348	\$0
33	N1051475-R	2022	Volvo	XC60	59	Loaner	Yes	\$ 43,600.00	\$ 43,600.00	108%	-\$12,236	\$400
34	M1698761-T	2021	Volvo	XC60	62	Trade on New	Yes	\$ 44,700.00	\$ 43,200.00	99%	\$2,594	\$300
35	MN901063-W	2021	Audi	RS 7	39	Auction/Wholesale	No	\$ 98,000.00	\$ 98,000.00	97%	\$7,097	\$1,830
36	JA050385-T	2018	Audi	A4 allroad	26	Trade on New	No	\$ 29,500.00	\$ 29,500.00	101%	\$1,713	\$0
37	P1312676A	2021	Volvo	XC60	24	LBO OEM/Leasing Co.	Yes	\$ 36,300.00	\$ 34,800.00	103%	\$642	\$0
38	NG154222-R	2022	Volvo	S60	65	Trade on Used	Yes	\$ 35,900.00	\$ 35,900.00	106%	\$7,466	\$0
39	KFB44796-T	2019	Ford	F-150	12	Trade on Used	No	\$ 65,000.00	\$ 65,000.00	100%	\$7,443	\$0
40	NU447281-W	2022	Hyundai	Palisade	44	Auction/Wholesale	No	\$ 45,000.00	\$ 45,000.00	97%	\$2,201	\$0
41	F1234446-T	2015	Volvo	V60	59	Trade on New	No	\$ 14,800.00	\$ 14,800.00	91%	\$1,648	\$0
42	J1342677-S	2018	Volvo	XC90	26	Street/Curb Buy	No	\$ 38,700.00	\$ 38,700.00	103%	\$5,212	\$0
43	NB029943-W	2022	Audi	e-tron	30	Auction/Wholesale	No	\$ 51,021.00	\$ 30,119.99	108%	-\$16,548	\$0
44	LG045701-L	2020	Volvo	S60	2	Loaner	No	\$ 22,485.00	\$ 22,883.00	83%	-\$52	\$319
45	DC997530-T	2013	Toyota	Corolla	33	Trade on New	No	\$ 13,000.00	\$ 13,000.00	103%	\$4,404	\$0
46	M5154904-T	2021	Ford	Mustang	66	Trade on New	No	\$ 37,500.00	\$ 37,500.00	103%	-\$933	\$326
47	PFP01551-S	2023	BMW	M3	165	Street/Curb Buy	No	\$ 81,000.00	\$ 81,000.00	96%	\$1,919	\$0
48	G4113820-W	2016	Ford	Focus	107	Auction/Wholesale	No	\$ 35,000.00	\$ 31,409.19	94%	-\$6,172	\$300
49	P1209785-W	2023	Volvo	XC60	78	Auction/Wholesale	Yes	48300	48300	91%	\$148	\$436
50	H0T01060-T	2017	BMW	X3	34	Trade on New		\$ 25,000	\$ 25,000	101%	\$2,292	\$0
51	NS235181-T	2022	PORSCHE	718 Spyder	13	Trade on Used		\$ 137,200	\$ 137,200	97%	\$10,472	\$0
52	H0S99521-T	2017	BMW	X6	47	Trade on New		\$ 36,661	\$ 36,661	100%	\$3,000	\$304

## Scoreboard Totals

% Retailed of Non-Franchise Make	56%
Total # Retail Units	97
Avg. Days to Sale	43.9
Avg. Advertised Price (Time of Sale)	\$ 50,167
Avg. Transaction Price	\$ 54,322
Avg. Market Price at 100%	\$ 50,801
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	107%
Avg. Transactional Discount	\$ (4,155)
Avg. Front-End Gross	\$ 2,245
Avg. Finance Gross	\$ 974
PUVR	\$ 3,219
Total Gross (Units & PUVR)	\$ 312,241
GROI	49%
% with Trade	39%
Avg. Over/Under Allowance	\$226



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	ELYES	CESAR
% Retailed of Non-New Franchise	56%	48%	56%
Total # Retail Units	97	33	25
Avg. Days to Sale	43.9	35.4	47.4
Avg. Advertised Price (Time of Sale)	\$ 50,167	\$ 39,458	\$ 41,391
Avg. Transaction Price	\$ 54,322	\$ 52,464	\$ 40,451
Avg. Market Price at 100%	\$ 50,801	#REF!	\$ 41,870
Avg. Price to Market % (Time of Sale)	99%	#REF!	99%
Avg. Transaction to Market	107%	#REF!	97%
Avg. Transactional Discount	\$ (4,155)	\$ (13,006)	\$ 940
Avg. Front-End Gross	\$ 2,245	\$ 2,693	\$ 983
Avg. Finance Gross	\$ 974	\$ 876	\$ 421
PUVR	\$ 3,219	\$ 3,569	\$ 1,404
Total Gross (Units & PUVR)	\$ 312,241	\$ 117,762	\$ 35,100
GROI	49%	69%	26%
% with Trade	39%	39%	48%
Avg. Over/Under Allowance	226	118	247



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

CINTHYA	NAVIN		
65%	25%	#DIV/0!	#DIV/0!
34	4	0	0
51.7	31.3	#DIV/0!	#DIV/0!
\$ 57,726	\$ 136,525	#DIV/0!	#DIV/0!
\$ 57,646	\$ 136,525	#DIV/0!	#DIV/0!
\$ 58,903	\$ 137,832	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
\$ 79	\$ -	#DIV/0!	#DIV/0!
\$ 1,485	\$ 13,675	#DIV/0!	#DIV/0!
\$ 1,316	\$ 2,460	#DIV/0!	#DIV/0!
\$ 2,801	\$ 16,135	#DIV/0!	#DIV/0!
\$ 95,242	\$ 64,540	#DIV/0!	#DIV/0!
34%	136%	#DIV/0!	#DIV/0!
32%	50%	#DIV/0!	#DIV/0!
182	1,411	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	AMIR
% Retailed of Non-New Franchise	56%	#DIV/0!	57%
Total # Retail Units	97	0	7
Avg. Days to Sale	43.9	#DIV/0!	30.4
Avg. Advertised Price (Time of Sale)	\$ 50,167	#DIV/0!	\$ 27,771
Avg. Transaction Price	\$ 54,322	#DIV/0!	\$ 27,771
Avg. Market Price at 100%	\$ 50,801	#DIV/0!	\$ 27,939
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	107%	#DIV/0!	99%
Avg. Transactional Discount	\$ (4,155)	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 2,245	#DIV/0!	\$ 2,109
Avg. Finance Gross	\$ 974	#DIV/0!	\$ 824
PUVR	\$ 3,219	#DIV/0!	\$ 2,932
Total Gross (Units & PUVR)	\$ 312,241	#DIV/0!	\$ 20,527
GROI	49%	#DIV/0!	125%
% with Trade	39%	#DIV/0!	43%
Avg. Over/Under Allowance	226	#DIV/0!	143



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

GEORGE	MISA	KEES	ALLAN
54%	50%	65%	100%
13	8	23	3
53.7	39.0	39.3	28.0
\$ 33,969	\$ 45,038	\$ 40,413	\$ 45,033
\$ 33,578	\$ 44,938	\$ 58,191	\$ 45,033
#REF!	\$ 44,413	\$ 41,079	\$ 45,364
#REF!	101%	98%	99%
#REF!	101%	142%	99%
\$ 392	\$ 100	\$ (17,778)	\$ -
\$ 1,816	\$ 106	\$ 764	\$ 1,522
\$ 1,285	\$ 736	\$ 332	\$ 1,388
\$ 3,101	\$ 842	\$ 1,096	\$ 2,911
\$ 40,314	\$ 6,739	\$ 25,199	\$ 8,732
62%	17%	17%	83%
23%	13%	48%	67%
133	0	147	892

JARED	MARCIN	NAVIN	NOE
36%	75%	0%	0%
11	8	1	1
30.3	39.4	31.0	104.0
\$ 44,869	\$ 52,200	\$ 259,000	\$ 36,909
\$ 44,869	\$ 52,200	\$ 259,000	\$ 36,909
\$ 42,887	\$ 53,433	\$ 259,000	\$ 42,424
105%	98%	100%	87%
105%	98%	100%	87%
\$ -	\$ -	\$ -	\$ -
\$ 2,535	\$ 4,763	\$ 31,719	\$ 1,500
\$ 755	\$ 691	\$ 5,108	\$ 4,304
\$ 3,291	\$ 5,454	\$ 36,827	\$ 5,804
\$ 36,197	\$ 43,632	\$ 36,827	\$ 5,804
87%	96%	165%	54%
45%	38%	100%	0%
118	548	4,500	0

CESAR	SHEIK		
50%	50%	#DIV/0!	#DIV/0!
8	14	0	0
51.8	60.5	#DIV/0!	#DIV/0!
\$ 40,496	\$ 91,021	#DIV/0!	#DIV/0!
\$ 40,496	\$ 91,021	#DIV/0!	#DIV/0!
\$ 42,480	\$ 92,465	#DIV/0!	#DIV/0!
95%	98%	#DIV/0!	#DIV/0!
95%	98%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 1,704	\$ 3,110	#DIV/0!	#DIV/0!
\$ 1,217	\$ 1,526	#DIV/0!	#DIV/0!
\$ 2,921	\$ 4,636	#DIV/0!	#DIV/0!
\$ 23,367	\$ 64,904	#DIV/0!	#DIV/0!
50%	30%	#DIV/0!	#DIV/0!
38%	43%	#DIV/0!	#DIV/0!
-13	217	#DIV/0!	#DIV/0!

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	CINTHYA	ELYES
% Retailed of Non-New Franchise	56%	65%	48%
Total # Retail Units	97	34	33
Avg. Days to Sale	43.9	51.7	35.4
Avg. Advertised Price (Time of Sale)	\$ 50,167	\$ 57,726	\$ 39,458
Avg. Transaction Price	\$ 54,322	\$ 57,646	\$ 52,464
Avg. Market Price at 100%	\$ 50,801	\$ 58,903	#REF!
Avg. Price to Market % (Time of Sale)	99%	98%	#REF!
Avg. Transaction to Market	107%	98%	#REF!
Avg. Transactional Discount	\$ (4,155)	\$ 79	\$ (13,006)
Avg. Front-End Gross	\$ 2,245	\$ 1,485	\$ 2,693
Avg. Finance Gross	\$ 974	\$ 1,316	\$ 876
PUVR	\$ 3,219	\$ 2,801	\$ 3,569
Total Gross (Units & PUVR)	\$ 312,241	\$ 95,242	\$ 117,762
GROI	49%	34%	69%
% with Trade	39%	38%	36%
Avg. Over/Under Allowance	226	182	118



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

CESAR	NAVIN		
56%	25%	#DIV/0!	#DIV/0!
25	4	0	0
47.4	31.3	#DIV/0!	#DIV/0!
\$ 41,391	\$ 136,525	#DIV/0!	#DIV/0!
\$ 40,451	\$ 136,525	#DIV/0!	#DIV/0!
\$ 41,870	\$ 137,832	#DIV/0!	#DIV/0!
99%	99%	#DIV/0!	#DIV/0!
97%	99%	#DIV/0!	#DIV/0!
\$ 940	\$ -	#DIV/0!	#DIV/0!
\$ 983	\$ 13,675	#DIV/0!	#DIV/0!
\$ 421	\$ 2,460	#DIV/0!	#DIV/0!
\$ 1,404	\$ 16,135	#DIV/0!	#DIV/0!
\$ 35,100	\$ 64,540	#DIV/0!	#DIV/0!
26%	136%	#DIV/0!	#DIV/0!
44%	50%	#DIV/0!	#DIV/0!
247	1,411	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	97	30	63
Avg. Days to Sale	43.9	53.1	40.8
Avg. Advertised Price (Time of Sale)	\$ 50,167	\$ 62,893	\$ 48,938
Avg. Transaction Price	\$ 54,322	\$ 62,776	\$ 48,938
Avg. Market Price at 100%	\$ 50,801	\$ 62,773	#REF!
Avg. Price to Market % (Time of Sale)	99%	100%	#REF!
Avg. Transaction to Market	107%	100%	#REF!
Avg. Transactional Discount	\$ (4,155)	\$ 117	\$ (6,452)
Avg. Front-End Gross	\$ 2,245	\$ 2,105	\$ 2,004
Avg. Finance Gross	\$ 974	\$ 1,163	\$ 941
PUVR	\$ 3,219	\$ 3,268	\$ 2,945
Total Gross (Units & PUVR)	\$ 312,241	\$ 98,037	\$ 185,556
GROI	49%	35%	53%
% with Trade	39%	37%	43%
Avg. Over/Under Allowance	226	321	195



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	97	43	54
Avg. Days to Sale	43.9	49.2	39.6
Avg. Advertised Price (Time of Sale)	\$ 50,167	\$ 58,392	\$ 43,176
Avg. Transaction Price	\$ 54,322	\$ 68,320	\$ 43,176
Avg. Market Price at 100%	\$ 50,801	\$ 58,114	#REF!
Avg. Price to Market % (Time of Sale)	99%	100%	#REF!
Avg. Transaction to Market	107%	118%	#REF!
Avg. Transactional Discount	\$ (4,155)	\$ (9,928)	\$ 442
Avg. Front-End Gross	\$ 2,245	\$ 2,556	\$ 1,997
Avg. Finance Gross	\$ 974	\$ 1,259	\$ 747
PUVR	\$ 3,219	\$ 3,815	\$ 2,744
Total Gross (Units & PUVR)	\$ 312,241	\$ 164,065	\$ 148,176
GROI	49%	41%	58%
% with Trade	39%	44%	35%
Avg. Over/Under Allowance	226	326	146



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	97	23	23
% of Retail Units	100%	24%	24%
% Retailed of Non-New Franchise	56%	39%	91%
Avg. Days to Sale	43.9	39.7	38.7
Avg. Transaction Price	\$ 54,322	\$ 34,146	\$ 34,700
Avg. Transaction to Market %	107%	99%	98%
Avg. Transactional Discount	\$ (4,155)	\$ 65	\$ (39)
Avg. Front End Gross	\$ 2,245	\$ 1,900	\$ 2,074
Avg. Finance Gross	\$ 974	\$ 798	\$ 477
PUVR	\$ 3,219	\$ 2,699	\$ 2,551
Total Gross (Units & PUVR)	\$ 312,241	\$ 62,071	\$ 58,669
GROI	49%	72%	68%
% with Trade	39%	26%	35%
Avg. Over/Under Allowance	226	125	170



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	25	3	2
14%	26%	3%	2%
64%	52%	0%	0%
50.3	55.5	20.3	19.0
\$ 44,628	\$ 57,488	\$ 44,828	\$ 368,450
#REF!	97%	104%	569%
\$ 36	\$ 992	\$ (133)	\$ (215,000)
\$ 4,002	\$ 307	\$ (2,636)	\$ 17,510
\$ 950	\$ 1,617	\$ 963	\$ 2,554
\$ 4,951	\$ 1,925	\$ (1,673)	\$ 20,064
\$ 69,321	\$ 48,120	\$ (5,019)	\$ 40,127
79%	22%	-66%	103%
43%	44%	67%	100%
161	213	0	2,250

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	6
1%	0%	6%
0%	#DIV/0!	33%
24.0	#DIV/0!	39.7
\$ 34,800	#DIV/0!	\$ 119,600
99%	#DIV/0!	98%
\$ 1,500	#DIV/0!	\$ -
\$ 642	#DIV/0!	\$ 5,813
\$ -	#DIV/0!	\$ 572
\$ 642	#DIV/0!	\$ 6,385
\$ 642	#DIV/0!	\$ 38,311
28%	#DIV/0!	48%
0%	#DIV/0!	50%
0	#DIV/0!	507

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	97	38	23
% of Retail Units	100%	39%	24%
% Retailed of Non-New Franchise	56%	55%	74%
Avg. Days to Sale	43.9	18.0	37.2
Avg. Transaction Price	\$ 54,322	\$ 62,734	\$ 46,413
Avg. Transaction to Market %	107%	#REF!	98%
Avg. Transactional Discount	\$ (4,155)	\$ (10,716)	\$ (39)
Avg. Front End Gross	\$ 2,245	\$ 3,161	\$ 3,344
Avg. Finance Gross	\$ 974	\$ 859	\$ 1,030
PUVR	\$ 3,219	\$ 4,020	\$ 4,374
Total Gross (Units & PUVR)	\$ 312,241	\$ 152,769	\$ 100,593
GROI	49%	128%	91%
% with Trade	39%	39%	26%
Avg. Over/Under Allowance	226	161	410



46-60 days	61-90 days	90+ days
15	15	5
15%	15%	5%
53%	40%	40%
54.2	70.5	169.0
\$ 42,764	\$ 43,118	\$ 92,324
98%	97%	93%
\$ -	\$ 100	\$ 718
\$ 1,397	\$ 1,264	\$ (4,716)
\$ 787	\$ 1,017	\$ 1,786
\$ 2,184	\$ 2,281	\$ (2,930)
\$ 32,762	\$ 34,214	\$ (14,649)
34%	27%	-7%
53%	40%	40%
17	330	230