

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
MIKE BIRNBAUM	JR MATHEWS	JOHNNY D
COLTON MRAZ	LYNDON SHAMY	BRAD R
GARY HUMMEL	ZACH HOLMES	SCOTT M
	JAMES ORTIZ	CHARI W
		GREGG V
		JAMES T
		SHARYL N
		STEPHANIE S
		WESTON M
		BEA L
		RICH P
		NATE M
		HOUSE





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	LEXS190017	2019	Lexus	RX350	21	Street/Curb Buy	Yes	\$ 39,000	\$ 39,000	99%	\$2,372	\$462
2	LEXP210027	2021	Toyota	RAV4	1	LBO Customer	No	\$ 24,942	\$ 24,942	83%	(\$452)	\$548
3	HG456237	2017	BMW	530I	63	Trade on Used	No	\$ 20,000	\$ 18,400	94%	\$3,265	\$1,122
4	PC026130A	2016	Lexus	GX460	30	Trade on Used	No	\$ 31,500	\$ 26,500	96%	\$1,698	\$600
5	GC023294	2016	Lexus	RX350	55	Trade on Used	No	\$ 25,800	\$ 25,800	91%	\$3,324	\$3,290
6	LEXP200032	2020	Lexus	NX300	1	LBO Customer	No	\$ -	\$ 24,686	90%	\$49	\$0
7	LEX230155A	2022	Toyota	4RUNNER	21	Trade on New	No	\$ 49,500	\$ 46,976	102%	\$6,001	\$1,577
8	LEX230105A	2021	Lexus	RX450H	14	Trade on New	Yes	\$ 55,000	\$ 53,000	104%	\$39,740	\$0
9	LEXP200033	2020	LEXUS	RX350	5	Street/Curb Buy	No	\$ -	\$ 29,139	94%	\$49	\$1,001
10	HC115747A	2017	Honda	CRV	52	Trade on Used	No	\$ 21,500	\$ 20,803	92%	\$213	\$0
11	LEXS210010A	2004	Lexus	LS430	23	Street/Curb Buy	No	\$ 13,000	\$ 13,000	103%	\$1,839	\$0
12	LEX230117A	2023	Lexus	RX500H	9	Trade on New	No	\$ 70,000	\$ 70,000	100%	\$5,092	\$8,978
13	NC347298L	2022	Lexus	RX350	21	Loaner	No	\$ 48,000	\$ 46,800	98%	\$4,392	\$378
14	32783L	2021	Lexus	NX300	49	Loaner	Yes	\$ 35,000	\$ 35,000	100%	\$3,342	\$0
15	LC251262A	2018	Chevrolet	CRUZE	54	Trade on Used	No	\$ 12,000	\$ 12,000	98%	\$2,543	\$200
16	47894A	2019	Lexus	RX350	4	Trade on New	No	\$ 33,000	\$ 33,000	94%	\$1,451	\$0
17	LEXP200034	2020	Lexus	LS500	4	LBO Customer	No	\$ -	\$ 44,642	92%	\$451	\$3,413
18	LLX230078C	2014	Toyota	CAMRY	23	Trade on Used	No	\$ 16,700	\$ 15,900	95%	\$1,462	\$0
19	LEX240035A	2015	Mazda	3	29	Trade on New	No	\$ 15,000	\$ 15,000	97%	\$2,823	\$200
20	PC026130B	2016	Porsche	Macan	37	Trade on Used	No	\$ 36,700	\$ 33,800	100%	\$1,661	\$3,623
21	LEX230045A	2014	Lincoln	MKX	36	Trade on New	No	\$ 14,000	\$ 14,000	91%	\$1,674	\$0
22	LEX230089A	2022	Honda	PILOT	48	Trade on New	No	\$ 43,100	\$ 41,000	96%	\$194	\$693
23	LEXS150008	2015	Lexus	RC350	16	Street/Curb Buy	No	\$ 31,000	\$ 31,000	98%	\$1,872	\$1,417
24	LEX230056A	2022	Audi	Q5	11	Trade on New	No	\$ 41,000	\$ 41,000	95%	\$4,935	\$0
25	31765M	2022	Toyota	HIGHLANDER	26	Trade on Used	No	\$ 35,500	\$ 35,800	93%	\$3,406	\$6,218
26	M2250623L	2021	Lexus	NX300	42	Loaner	Yes	\$ 36,000	\$ 36,000	99%	\$7,339	\$1,982
27	LEXP200036	2020	Lexus	RX350	1	LBO Customer	No	\$ -	\$ 28,357	88%	\$49	\$625
28	LEX230048A	2023	Lexus	ES250	33	Trade on New	Yes	\$ 33,500	\$ 47,500	97%	\$560	\$1,312
29	X1074A	2022	Ford	MACHE	28	Trade on Used	No	\$ 47,000	\$ 47,000	97%	\$1,997	\$1,755
30	LEX240041B	2013	Lexus	GS350	35	Trade on Used	No	\$ 17,000	\$ 17,201	91%	\$2,250	\$0

31	P5050602I	2013	Lexus	IS300	8	Trade on Used	Yes	\$	43,000	\$	42,146	102%	(\$1,409)	\$0
32	NC350140L	2022	Lexus	RX350	32	Loaner	Yes	\$	47,200	\$	47,700	97%	\$2,122	\$0
33	NC004524I	2022	Lexus	NX350	15	Loaner	Yes	\$	44,000	\$	44,000	95%	\$2,971	\$898
34	LEX240028A	2019	Toyota	4RUNNER	30	Trade on New	No	\$	39,000	\$	38,500	95%	\$1,558	\$0
35	LLX230085A	2022	Lexus	RX450HL	2	Trade on New	Yes	\$	50,700	\$	49,736	100%	\$4,998	\$0
36	LEX230105B	2011	Cadillac	CTS	13	Trade on Used	No	\$	14,200	\$	14,086	100%	\$3,361	\$0
37	35329A	2020	Lexus	ES300H	36	Trade on Used	Yes	\$	36,700	\$	37,000	94%	\$84	\$0
38	47928A	2022	Lexus	IS350	42	Trade on New	Yes	\$	44,300	\$	44,000	99%	\$2,448	\$500
39	MU096753A	2017	Lexus	GX460	26	Trade on New	No	\$	37,000	\$	35,800	98%	\$930	\$500
40	LEXP200038	2020	Lexus	RX450H	1	LBO Customer	No	\$	-	\$	29,588	85%	\$49	\$0
41	LEX230198A	2021	Lexus	RX450H	22	Trade on New	Yes	\$	48,500	\$	48,552	99%	\$4,366	\$796
42	KC201853A	2017	Acura	RDX	51	Trade on Used	No	\$	24,100	\$	24,000	93%	\$952	\$0
43	LEXP200040	2020	Lexus	RX350	1	LBO Customer	No	\$	-	\$	30,135	85%	(\$327)	\$0
44	LEXP200042	2020	Lexus	NX300	1	LBO Customer	No	\$	-	\$	25,110	82%	(\$327)	\$562
45	LEXP200041	2020	Lexus	UX250H	1	LBO Customer	No	\$	-	\$	19,519	86%	\$165	\$2,133
46	LEX230107A	2013	Lexus	GS350	22	Trade on New	No	\$	18,500	\$	18,000	99%	\$3,774	\$0
47	LEXS200029	2020	Lexus	IS300	37	Street/Curb Buy	No	\$	34,500	\$	32,800	97%	\$769	\$890
48	KELO9539A	2019	Infiniti	QX60	64	Trade on Used	No	\$	25,400	\$	24,265	93%	\$2,299	\$0
49	LEX240047A	2020	Lexus	NX300	9	Trade on New	Yes	\$	31,600	\$	31,634	100%	\$691	\$100
50	LEXP210030	2021	Lexus	IS350	10	LBO Customer	No	\$	-	\$	38,201	88%	(\$511)	\$2,576
51	MC283855L	2021	Lexus	RX350	48	Loaner	Yes	\$	43,800	\$	43,878	100%	\$4,310	\$860
52	LLX240068A	2016	Lexus	ES300H	19	Trade on New	No	\$	21,600	\$	21,632	96%	\$2,415	\$1,118
53	35450A	2021	Ford	BRONCO	50	Trade on New	No	\$	43,000	\$	42,800	85%	\$1,279	\$3,474

## Scoreboard Totals

% Retailed of Non-Franchise Make	30%
Total # Retail Units	165
Avg. Days to Sale	23.9
Avg. Advertised Price (Time of Sale)	\$ 29,055
Avg. Transaction Price	\$ 33,263
Avg. Market Price at 100%	\$ 30,461
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	109%
Avg. Transactional Discount	\$ (4,737)
Avg. Front-End Gross	\$ 2,055
Avg. Finance Gross	\$ 1,273
PUVR	\$ 3,328
Total Gross (Units & PUVR)	\$ 549,112
GROI	151%
% with Trade	22%
Avg. Over/Under Allowance	(\$188)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	COLTON MRAZ	GARY HUMMEL
% Retailed of Non-New Franchise	30%	19%	35%
Total # Retail Units	165	36	69
Avg. Days to Sale	23.9	23.2	26.6
Avg. Advertised Price (Time of Sale)	\$ 29,055	\$ 30,109	\$ 29,503
Avg. Transaction Price	\$ 33,263	\$ 31,489	\$ 33,875
Avg. Market Price at 100%	\$ 30,461	\$ 30,144	\$ 29,901
Avg. Price to Market % (Time of Sale)	95%	100%	99%
Avg. Transaction to Market	109%	104%	113%
Avg. Transactional Discount	\$ (4,737)	\$ (2,217)	\$ (4,800)
Avg. Front-End Gross	\$ 2,055	\$ 2,583	\$ 2,081
Avg. Finance Gross	\$ 1,273	\$ 1,219	\$ 1,085
PUVR	\$ 3,328	\$ 3,802	\$ 3,165
Total Gross (Units & PUVR)	\$ 549,112	\$ 136,864	\$ 218,402
GROI	151%	188%	127%
% with Trade	22%	25%	20%
Avg. Over/Under Allowance	-188	278	-593



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

MIKE BIRNBAUM			
32%	#DIV/0!	#DIV/0!	#DIV/0!
60	0	0	0
21.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,913	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,623	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,112	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
120%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (6,175)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,710	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,521	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,231	#DIV/0!	#DIV/0!	#DIV/0!
\$ 193,846	#DIV/0!	#DIV/0!	#DIV/0!
163%	#DIV/0!	#DIV/0!	#DIV/0!
22%	#DIV/0!	#DIV/0!	#DIV/0!
-75	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	JOHNNY D
% Retailed of Non-New Franchise	30%	#DIV/0!	11%
Total # Retail Units	165	0	9
Avg. Days to Sale	23.9	#DIV/0!	43.0
Avg. Advertised Price (Time of Sale)	\$ 29,055	#DIV/0!	\$ 35,078
Avg. Transaction Price	\$ 33,263	#DIV/0!	\$ 34,748
Avg. Market Price at 100%	\$ 30,461	#DIV/0!	\$ 36,254
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	97%
Avg. Transaction to Market	109%	#DIV/0!	96%
Avg. Transactional Discount	\$ (4,737)	#DIV/0!	\$ 329
Avg. Front-End Gross	\$ 2,055	#DIV/0!	\$ 960
Avg. Finance Gross	\$ 1,273	#DIV/0!	\$ 616
PUVR	\$ 3,328	#DIV/0!	\$ 1,576
Total Gross (Units & PUVR)	\$ 549,112	#DIV/0!	\$ 14,187
GROI	151%	#DIV/0!	38%
% with Trade	22%	#DIV/0!	33%
Avg. Over/Under Allowance	-188	#DIV/0!	-42



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BRAD R	SCOTT M	CHARI W	GREGG V
8%	20%	29%	24%
13	10	14	17
16.4	21.8	14.4	22.7
\$ 24,931	\$ 38,910	\$ 27,892	\$ 24,906
\$ 33,908	\$ 38,323	\$ 34,883	\$ 34,647
\$ 25,193	\$ 40,011	\$ 26,057	\$ 25,735
99%	97%	107%	97%
135%	96%	134%	135%
\$ (8,977)	\$ 588	\$ (8,983)	\$ (9,741)
\$ 2,348	\$ 2,563	\$ 1,531	\$ 1,309
\$ 765	\$ 3,047	\$ 1,797	\$ 1,355
\$ 3,113	\$ 5,610	\$ 3,327	\$ 2,665
\$ 40,471	\$ 56,105	\$ 46,584	\$ 45,297
202%	242%	239%	122%
23%	30%	7%	24%
-333	167	0	-500

JAMES T	SHARYL N	STEPHANIE S	WESTON M
50%	27%	36%	40%
6	11	14	25
46.2	21.6	15.8	25.8
\$ 20,600	\$ 37,155	\$ 30,021	\$ 29,052
\$ 24,940	\$ 38,758	\$ 35,189	\$ 34,037
\$ 21,635	\$ 37,434	\$ 30,185	\$ 30,031
95%	99%	99%	97%
115%	104%	117%	113%
\$ (4,340)	\$ (1,603)	\$ (5,167)	\$ (4,985)
\$ 1,426	\$ 3,263	\$ 4,822	\$ 1,650
\$ 994	\$ 789	\$ 1,740	\$ 803
\$ 2,420	\$ 4,051	\$ 6,563	\$ 2,453
\$ 14,519	\$ 44,565	\$ 91,875	\$ 61,330
76%	174%	425%	101%
0%	27%	36%	24%
#DIV/0!	667	-611	-167

BEA L	RICH P	NATE M	HOUSE
20%	25%	50%	33%
5	16	22	3
7.4	28.0	28.5	15.3
\$ 13,600	\$ 36,067	\$ 25,995	\$ 19,381
\$ 29,252	\$ 34,778	\$ 26,985	\$ 19,448
\$ 13,620	\$ 34,552	\$ 26,273	\$ 21,644
100%	104%	99%	90%
215%	101%	103%	90%
\$ (15,652)	\$ (965)	\$ (2,171)	\$ (67)
\$ 1,121	\$ 1,748	\$ 1,888	\$ 772
\$ 909	\$ 1,225	\$ 1,457	\$ 183
\$ 2,030	\$ 2,973	\$ 3,345	\$ 954
\$ 10,151	\$ 47,566	\$ 73,599	\$ 2,863
338%	110%	156%	115%
0%	19%	23%	0%
#DIV/0!	0	-420	#DIV/0!

























## Scoreboard

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Finance Manager	Totals	JR MATHEWS	LYNDON SHAM
% Retailed of Non-New Franchise	30%	41%	25%
Total # Retail Units	165	59	53
Avg. Days to Sale	23.9	23.2	23.5
Avg. Advertised Price (Time of Sale)	\$ 29,055	\$ 28,891	\$ 29,523
Avg. Transaction Price	\$ 33,263	\$ 31,892	\$ 34,370
Avg. Market Price at 100%	\$ 30,461	\$ 29,118	\$ 29,872
Avg. Price to Market % (Time of Sale)	95%	99%	99%
Avg. Transaction to Market	109%	110%	115%
Avg. Transactional Discount	\$ (4,737)	\$ (3,491)	\$ (5,404)
Avg. Front-End Gross	\$ 2,055	\$ 2,494	\$ 1,874
Avg. Finance Gross	\$ 1,273	\$ 1,148	\$ 1,621
PUVR	\$ 3,328	\$ 3,642	\$ 3,495
Total Gross (Units & PUVR)	\$ 549,112	\$ 214,880	\$ 185,221
GROI	151%	177%	156%
% with Trade	22%	0%	0%
Avg. Over/Under Allowance	-188	46	-504



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ZACH HOLMES	JAMES ORTIZ		
27%	13%	#DIV/0!	#DIV/0!
45	8	0	0
25.6	22.8	#DIV/0!	#DIV/0!
\$ 28,873	\$ 28,193	#DIV/0!	#DIV/0!
\$ 33,522	\$ 34,584	#DIV/0!	#DIV/0!
\$ 28,926	\$ 29,020	#DIV/0!	#DIV/0!
100%	97%	#DIV/0!	#DIV/0!
116%	119%	#DIV/0!	#DIV/0!
\$ (5,290)	\$ (6,391)	#DIV/0!	#DIV/0!
\$ 1,812	\$ 1,394	#DIV/0!	#DIV/0!
\$ 1,092	\$ 903	#DIV/0!	#DIV/0!
\$ 2,903	\$ 2,296	#DIV/0!	#DIV/0!
\$ 130,641	\$ 18,370	#DIV/0!	#DIV/0!
122%	105%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
0	-188	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	165	57	108
Avg. Days to Sale	23.9	26.8	22.4
Avg. Advertised Price (Time of Sale)	\$ 29,055	\$ 41,439	\$ 28,780
Avg. Transaction Price	\$ 33,263	\$ 41,757	\$ 28,780
Avg. Market Price at 100%	\$ 30,461	\$ 42,101	\$ 22,549
Avg. Price to Market % (Time of Sale)	95%	98%	128%
Avg. Transaction to Market	109%	99%	128%
Avg. Transactional Discount	\$ (4,737)	\$ (318)	\$ (7,069)
Avg. Front-End Gross	\$ 2,055	\$ 2,783	\$ 1,671
Avg. Finance Gross	\$ 1,273	\$ 1,318	\$ 1,249
PUVR	\$ 3,328	\$ 4,101	\$ 2,920
Total Gross (Units & PUVR)	\$ 549,112	\$ 233,766	\$ 315,346
GROI	151%	132%	163%
% with Trade	22%	33%	16%
Avg. Over/Under Allowance	-188	-62	-329



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	165	115	50
Avg. Days to Sale	23.9	20.1	32.7
Avg. Advertised Price (Time of Sale)	\$ 29,055	\$ 28,543	\$ 29,713
Avg. Transaction Price	\$ 33,263	\$ 34,807	\$ 29,713
Avg. Market Price at 100%	\$ 30,461	\$ 28,380	\$ 31,426
Avg. Price to Market % (Time of Sale)	95%	101%	95%
Avg. Transaction to Market	109%	123%	95%
Avg. Transactional Discount	\$ (4,737)	\$ (7,008)	\$ 488
Avg. Front-End Gross	\$ 2,055	\$ 2,077	\$ 2,005
Avg. Finance Gross	\$ 1,273	\$ 1,260	\$ 1,302
PUVR	\$ 3,328	\$ 3,337	\$ 3,307
Total Gross (Units & PUVR)	\$ 549,112	\$ 383,767	\$ 165,345
GROI	151%	172%	123%
% with Trade	22%	22%	22%
Avg. Over/Under Allowance	-188	-127	-327



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	165	76	36
% of Retail Units	100%	46%	22%
% Retailed of Non-New Franchise	30%	38%	56%
Avg. Days to Sale	23.9	26.8	31.8
Avg. Transaction Price	\$ 33,263	\$ 37,293	\$ 25,897
Avg. Transaction to Market %	109%	#DIV/0!	93%
Avg. Transactional Discount	\$ (4,737)	\$ (109)	\$ 561
Avg. Front End Gross	\$ 2,055	\$ 2,668	\$ 1,787
Avg. Finance Gross	\$ 1,273	\$ 1,425	\$ 1,241
PUVR	\$ 3,328	\$ 4,093	\$ 3,028
Total Gross (Units & PUVR)	\$ 549,112	\$ 311,074	\$ 109,002
GROI	151%	148%	132%
% with Trade	22%	33%	17%
Avg. Over/Under Allowance	-188	-222	-413



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	0	11	27
9%	0%	7%	16%
0%	#DIV/0!	0%	4%
21.0	#DIV/0!	36.4	1.9
\$ 32,997	#DIV/0!	\$ 40,877	\$ 28,785
#DIV/0!	#DIV/0!	96%	#DIV/0!
\$ (2,957)	#DIV/0!	\$ 286	\$ (27,861)
\$ 2,082	#DIV/0!	\$ 4,188	\$ (194)
\$ 1,147	#DIV/0!	\$ 633	\$ 1,215
\$ 3,229	#DIV/0!	\$ 4,821	\$ 1,021
\$ 48,432	#DIV/0!	\$ 53,030	\$ 27,574
168%	#DIV/0!	117%	663%
20%	#DIV/0!	18%	0%
-250	#DIV/0!	1,000	#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	165	118	20
% of Retail Units	100%	72%	12%
% Retailed of Non-New Franchise	30%	24%	40%
Avg. Days to Sale	23.9	13.1	36.9
Avg. Transaction Price	\$ 33,263	\$ 33,514	\$ 33,891
Avg. Transaction to Market %	109%	#DIV/0!	97%
Avg. Transactional Discount	\$ (4,737)	\$ (6,571)	\$ (226)
Avg. Front End Gross	\$ 2,055	\$ 2,390	\$ 1,211
Avg. Finance Gross	\$ 1,273	\$ 1,343	\$ 864
PUVR	\$ 3,328	\$ 3,733	\$ 2,074
Total Gross (Units & PUVR)	\$ 549,112	\$ 440,551	\$ 41,481
GROI	151%	307%	60%
% with Trade	22%	19%	35%
Avg. Over/Under Allowance	-188	-219	-321



46-60 days	61-90 days	90+ days
16	9	2
10%	5%	1%
63%	33%	50%
53.0	68.6	99.5
\$ 28,570	\$ 33,184	\$ 50,050
#DIV/0!	90%	90%
\$ (395)	\$ 438	\$ 400
\$ 1,619	\$ 957	\$ (824)
\$ 834	\$ 1,551	\$ 3,464
\$ 2,452	\$ 2,507	\$ 2,640
\$ 39,235	\$ 22,565	\$ 5,280
58%	40%	19%
19%	33%	0%
167	0	#DIV/0!