

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	BJ500676	2022	Mercedes-Benz	GLA45	84	Auction/Wholesale	Yes	\$ 60,995	\$59,995.00	98%	(\$693)	\$0.00
2	BA472381	2023	Mercedes-Benz	GLE450W4	8	Trade on New	Yes	\$ 54,995	\$54,995.00	101%	\$5,108	\$2,839.00
3	BJ306053	2023	Mercedes-Benz	GLA250W4	65	Trade on New	Yes	\$ 34,995	\$32,995.00	103%	\$1,145	\$3,305.52
4	BA513782	2022	Mercedes-Benz	S560V4	5	Auction/Wholesale	Yes	\$ 73,995	\$72,995.00	97%	\$18,672	\$5,431.00
5	B321479J	2016	Mercedes-Benz	GLA250W4	6	Trade on Used	No	\$ 16,995	\$14,995.00	110%	\$5,550.00	\$1,870.00
6	BF028555	2022	Mercedes-Benz	GLC300W4	7	Trade on New	Yes	\$ 49,995	\$49,995.00	98%	\$480.00	\$3,247.00
7	BF786277	2022	Mercedes-Benz	GLC43C4	8	Auction/Wholesale	Yes	\$ 49,995	\$46,995.00	103%	\$4,646.00	\$1,155.00
8	BN081325	2020	Mercedes-Benz	CLA250C4	9	Auction/Wholesale	Yes	\$ 29,995	\$29,995.00	92%	(\$4,457.00)	\$5,260.00
9	BA559087	2021	Mercedes-Benz	S450V4	83	Trade on Used	Yes	\$ 59,995	\$54,995.00	98%	\$170.00	\$4,024.04
10	BR070744	2024	Mercedes-Benz	C300W4	68	Loaner	No	\$ 44,995	\$42,495.00	101%	\$5,111.00	\$0.00
11	BA024557	2020	Mercedes-Benz	S550	3	Trade on Used	Yes	\$ 23,995	\$24,195.00	95%	\$7,185.00	\$0.00
12	BF912991	2020	Mercedes-Benz	GLC300W4	1	LBO Customer	No	\$ 28,833	\$28,883.00	90%	\$48.00	\$884.00
13	BA409856	2021	Mercedes-Benz	GLE450W4	1	LBO Customer	Yes	\$ 40,686	\$40,686.00	92%	\$150.00	\$3,110.00
14	BA416260	2021	Mercedes-Benz	GLE450W4	1	LBO Customer	Yes	\$ 40,686	\$40,686.00	92%	\$150.00	\$3,106.00
15	B495363J	2017	Mercedes-Benz	GLA250W4	14	Trade on New	No	\$ 17,995	\$17,995.00	103%	\$9,490.00	\$785.00
16	BG168295	2024	Mercedes-Benz	GLC300C4	14	Loaner	No	\$ 51,995	\$51,995.00	100%	\$1,271.00	\$4,934.00
17	BF003078	2023	Mercedes-Benz	SL55R4	84	Auction/Wholesale	Yes	\$ 115,995	\$113,435.00	97%	\$2,069	\$0
18	BF140529	2022	Mercedes-Benz	E450C4	10	Trade on New	Yes	\$ 50,995	\$ 50,000	101%	\$8,827	\$4,384
19	BU021470	2023	Mercedes-Benz	GLC300	58	Trade on Used	Yes	\$ 50,995	\$50,500.00	104%	\$1,514.00	\$0.00
20	BA747604	2021	Mercedes-Benz	E300 4MTC	1	LBO Customer	No	\$ 34,061	\$34,061.00	91%	\$2,857.00	\$1,442.00
21	BF889777	2021	Mercedes-Benz	GLC300W4	60	Trade on New	Yes	\$ 37,995	\$37,995.00	90%	\$829.00	\$2,938.64
22	BR107913	2022	Mercedes-Benz	C300W4	38	Auction/Wholesale	Yes	\$ 45,995	\$45,995.00	96%	\$3,309.00	\$4,218.00
23	BF024881	2020	Mercedes-Benz	GLC300	44	Trade on New	Yes	\$ 51,995	\$51,495.00	101%	\$2,976.00	\$632.00
24	BA240914	2020	Mercedes-Benz	S550	16	Trade on Used	Yes	\$ 32,995	\$32,495.00	85%	\$4,631.00	\$1,251.00
25	BU021750	2020	Mercedes-Benz	GLA250W4	1	LBO Customer	No	\$ 19,651	\$19,651.00	81%	\$0.00	\$407.00
26	B238722A	2015	Mercedes-Benz	E300W4	21	Trade on Used	No	\$ 25,995	\$25,995.00	106%	\$5,057.00	\$3,858.00
27	BA893718	2021	Mercedes-Benz	E350 4MT	99	Auction/Wholesale	Yes	\$ 45,995	\$45,995.00	99%	(\$4,670.00)	\$1,386.00
28	BU023685	2023	Mercedes-Benz	GLC300	33	Loaner	No	\$ 49,995	\$48,995.00	101%	\$3,478.56	\$0.00

Scoreboard Totals

% Retailed of Non-Franchise Make	0%
Total # Retail Units	51
Avg. Days to Sale	29.9
Avg. Advertised Price (Time of Sale)	\$ 45,926
Avg. Transaction Price	\$ 45,585
Avg. Market Price at 100%	\$ 46,639
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ (12,267)
Avg. Front-End Gross	\$ 2,889
Avg. Finance Gross	\$ 2,005
PUVR	\$ 4,894
Total Gross (Units & PUVR)	\$ 249,610
GROI	129%
% with Trade	45%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	51	0	0
Avg. Days to Sale	29.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,926	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,585	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 46,639	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (12,267)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,889	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,005	#DIV/0!	#DIV/0!
PUVR	\$ 4,894	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 249,610	#DIV/0!	#DIV/0!
GROI	129%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	51	0	0
Avg. Days to Sale	29.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,926	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,585	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 46,639	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (12,267)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,889	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,005	#DIV/0!	#DIV/0!
PUVR	\$ 4,894	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 249,610	#DIV/0!	#DIV/0!
GROI	129%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	0%	#DIV/0!	#DIV/0!
Total # Retail Units	51	0	0
Avg. Days to Sale	29.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,926	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,585	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 46,639	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (12,267)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,889	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,005	#DIV/0!	#DIV/0!
PUVR	\$ 4,894	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 249,610	#DIV/0!	#DIV/0!
GROI	129%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	51	35	16
Avg. Days to Sale	29.9	36.8	14.8
Avg. Advertised Price (Time of Sale)	\$ 45,926	\$ 50,547	\$ 37,687
Avg. Transaction Price	\$ 45,585	\$ 49,196	\$ 37,687
Avg. Market Price at 100%	\$ 46,639	\$ 38,209	\$ 24,497
Avg. Price to Market % (Time of Sale)	98%	132%	154%
Avg. Transaction to Market	98%	129%	154%
Avg. Transactional Discount	\$ (12,267)	\$ (11,647)	\$ (13,623)
Avg. Front-End Gross	\$ 2,889	\$ 2,960	\$ 2,735
Avg. Finance Gross	\$ 2,005	\$ 2,180	\$ 1,623
PUVR	\$ 4,894	\$ 5,140	\$ 4,358
Total Gross (Units & PUVR)	\$ 249,610	\$ 179,885	\$ 69,725
GROI	129%	102%	281%
% with Trade	45%	51%	31%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	51	50	0
Avg. Days to Sale	29.9	29.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,926	\$ 45,785	#DIV/0!
Avg. Transaction Price	\$ 45,585	\$ 45,487	#DIV/0!
Avg. Market Price at 100%	\$ 46,639	\$ 33,605	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	136%	#DIV/0!
Avg. Transaction to Market	98%	135%	#DIV/0!
Avg. Transactional Discount	\$ (12,267)	\$ (12,522)	#DIV/0!
Avg. Front-End Gross	\$ 2,889	\$ 2,916	#DIV/0!
Avg. Finance Gross	\$ 2,005	\$ 2,045	#DIV/0!
PUVR	\$ 4,894	\$ 4,962	#DIV/0!
Total Gross (Units & PUVR)	\$ 249,610	\$ 248,096	#DIV/0!
GROI	129%	134%	#DIV/0!
% with Trade	45%	46%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	51	14	12
% of Retail Units	100%	27%	24%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	29.9	32.6	36.5
Avg. Transaction Price	\$ 45,585	\$ 45,889	\$ 41,264
Avg. Transaction to Market %	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (12,267)	\$ (15,249)	\$ (11,768)
Avg. Front End Gross	\$ 2,889	\$ 4,067	\$ 2,964
Avg. Finance Gross	\$ 2,005	\$ 2,074	\$ 1,708
PUVR	\$ 4,894	\$ 6,141	\$ 4,672
Total Gross (Units & PUVR)	\$ 249,610	\$ 85,970	\$ 56,062
GROI	129%	148%	112%
% with Trade	45%	64%	42%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	12	3	10
0%	24%	6%	20%
#DIV/0!	0%	0%	0%
#DIV/0!	36.8	38.3	7.4
#DIV/0!	\$ 60,766	\$ 47,828	\$ 31,457
#DIV/0!	#DIV/0!	98%	#DIV/0!
#DIV/0!	\$ (14,603)	\$ 1,167	\$ (9,916)
#DIV/0!	\$ 3,144	\$ 3,287	\$ 724
#DIV/0!	\$ 2,588	\$ 1,645	\$ 1,676
#DIV/0!	\$ 5,732	\$ 4,932	\$ 2,400
#DIV/0!	\$ 68,780	\$ 14,795	\$ 24,003
#DIV/0!	92%	97%	371%
#DIV/0!	50%	67%	10%
#DIV/0!	0	0	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	51	30	7
% of Retail Units	100%	59%	14%
% Retailed of Non-New Franchise	0%	0%	0%
Avg. Days to Sale	29.9	9.7	37.9
Avg. Transaction Price	\$ 45,585	\$ 41,268	\$ 45,133
Avg. Transaction to Market %	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (12,267)	\$ (12,423)	\$ (23,992)
Avg. Front End Gross	\$ 2,889	\$ 3,695	\$ 3,977
Avg. Finance Gross	\$ 2,005	\$ 2,367	\$ 1,162
PUVR	\$ 4,894	\$ 6,062	\$ 5,139
Total Gross (Units & PUVR)	\$ 249,610	\$ 181,855	\$ 35,976
GROI	129%	547%	108%
% with Trade	45%	40%	57%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
6	6	2
12%	12%	4%
0%	0%	0%
53.5	76.0	97.0
\$ 53,330	\$ 57,236	\$ 53,748
#DIV/0!	95%	#DIV/0!
\$ (6,168)	\$ 2,259	\$ (30,750)
\$ 1,599	\$ 1,191	\$ (4,043)
\$ 1,908	\$ 1,310	\$ 1,906
\$ 3,507	\$ 2,502	\$ (2,137)
\$ 21,043	\$ 15,010	\$ (4,273)
44%	21%	-15%
50%	50%	50%
0	0	0