

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Chris Peters	Bryan Williams	Andrew Shapard
Johnny Yanez	Nick Williams	Sofia Moreno
Bill Paden	Tristan Powers	Ben Song
Joel Habermehl	Alex Rosas	Brandon Gurley
		Justin Hussain
		Jairo Ruiz
		Lawrence King
		Durar Dughaish
		Connor Ellison
		Eric Lu
		Curtis Miles
		Darren Shin
		Dana Stewart
		Stephen Moore
		Todd Hartung
		Goson Li
		Taylor Wilson
		Brandon Reininger
		Clay Thorne
		Cole Winnett
		David Lacroix
		David Thompson
		Connie Flores
		Tracy Brown
		Daniel Weaver
		Steve Gleason
		Andre Smith
		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	GROR	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500		Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	LLF951780	2020	Mercedes-Benz	C300W	10	LBO OEM/Leasing Co.	Yes	\$36,999	\$36,500	105%	\$6,205	\$1,000		Daniel Weaver	Bill Paden	Alex Rosas	No	\$0
2	CMF87933	2021	Mercedes-Benz	GLC300W	54	Auction/Wholesale	Yes	\$35,750	\$35,750	96%	(\$4,072)	\$3,728		Brandon Gurley	Joel Habermehl	Tristan Powers	No	\$0
3	CPW313984	2023	Mercedes-Benz	GLB250W	29	Auction/Wholesale	Yes	\$40,500	\$40,500	99%	(\$1,257)	\$420		Andrew Shapard	Joel Habermehl	Tristan Powers	Yes	\$0
4	PA033429X	2023	Mercedes-Benz	EQS450V	1	Loaner	Yes	\$89,500	\$81,300	95%	\$20,750	\$1,624		House	Joel Habermehl	Nick Williams	Yes	(\$2,000)
5	CLJ686395	2021	Mercedes-Benz	GLA250W	26	Auction/Wholesale	Yes	\$26,750	\$26,750	99%	(\$4,629)	\$2,806		Connor Ellison	Bill Paden	Alex Rosas	No	\$0
6	CMR639487	2021	Mercedes-Benz	C300W	33	Auction/Wholesale	Yes	\$33,500	\$33,000	98%	(\$4,425)	\$3,290		David Lacroix	Johnny Yanez	Bryan Williams	No	\$0
7	PA963596X	2023	Mercedes-Benz	GLE350W	18	Loaner	Yes	\$62,000	\$59,750	101%	\$4,774	\$2,037		Andre Smith	Johnny Yanez	Nick Williams	Yes	\$0
8	LA219909L	2020	Mercedes-Benz	GLE450W4	1	LBO Customer	Yes	\$43,196	\$43,196	100%	\$250	\$11,087		Darren Shin	Joel Habermehl	Alex Rosas	No	\$0
9	LMA433744	2021	Mercedes-Benz	GLE53W4	32	LBO OEM/Leasing Co.	Yes	\$64,000	\$63,000	100%	\$2,627	\$0		Brandon Reiningering	Chris Peters	Bryan Williams	Yes	\$0
10	CLA819004	2020	Mercedes-Benz	E350W	18	Auction/Wholesale	Yes	\$42,700	\$42,700	106%	\$1,994	\$7,767		Jairo Ruiz	Johnny Yanez	Nick Williams	No	\$0
11	BMA040993	2021	Mercedes-Benz	S580V4	44	Trade on New	Yes	\$80,000	\$80,000	98%	(\$1,081)	\$1,100		Curtis Miles	Johnny Yanez	Nick Williams	No	\$0
12	BKF898670	2019	Mercedes-Benz	C43C4	52	Trade on New	Yes	\$39,000	\$38,349	94%	(\$3,107)	\$0		David Thompson	Bill Paden	Tristan Powers	No	\$0
13	PB168985X	2023	Mercedes-Benz	E350W	1	Loaner	Yes	\$61,950	\$61,950	100%	\$10,900	\$0		Daniel Weaver	Joel Habermehl	Nick Williams	Yes	\$0
14	PF033489X	2023	Mercedes-Benz	EQE350V	1	Loaner	Yes	\$64,000	\$61,800	100%	\$7,651	\$4,000		Durar Dughaiash	Joel Habermehl	Alex Rosas	No	\$0
15	BKLL14102	2019	BMW	X5	31	Trade on Used	No	\$6,000	\$35,901	94%	\$680	\$0		Brandon Reiningering	Joel Habermehl	Nick Williams	No	\$0
16	BN9J04531	2022	BMW	X7	46	Trade on New	No	\$59,500	\$59,500	98%	\$2,307	\$2,016		David Thompson	Joel Habermehl	Alex Rosas	No	\$0
17	LMV292487	2021	Mercedes-Benz	GLC300W	11	Trade on New	Yes	\$35,599	\$35,599	99%	\$3,573	\$1,686		David Lacroix	Johnny Yanez	Alex Rosas	No	\$0
18	BLW047547	2020	Mercedes-Benz	A220W	15	Trade on Used	Yes	\$26,000	\$26,000	101%	\$1,091	\$6,584		Connie Flores	Bill Paden	Alex Rosas	No	\$0
19	BP4019912	2023	Lexus	LX 600	22	Trade on New	No	\$106,750	\$103,750	99%	\$6,426	\$1,426		David Thompson	Joel Habermehl	Alex Rosas	Yes	\$0
20	ULX335637	2020	Mercedes-Benz	G63W4	28	Auction/Wholesale	Yes	\$173,650	\$173,650	102%	(\$772)	\$12,680		Tracy Brown	Johnny Yanez	Bryan Williams	Yes	(\$2,000)
21	BLA226581	2020	Mercedes-Benz	GLE350W	22	Trade on New	Yes	\$43,500	\$43,500	101%	\$2,040	\$2,092		David Thompson	Bill Paden	Tristan Powers	No	\$0
22	BLF061561	2020	Mercedes-Benz	SL550R	56	Trade on New	Yes	\$75,500	\$75,500	95%	\$7,432	\$1,000		Brandon Reiningering	Bill Paden	Tristan Powers	Yes	\$0
23	BNEL04951	2022	Lincoln	Navigator	19	Trade on Used	No	\$79,500	\$79,500	102%	\$9,803	\$345		Durar Dughaiash	Bill Paden	Bryan Williams	Yes	\$2,000
24	CPR149286	2023	Mercedes-Benz	C300W	29	Auction/Wholesale	Yes	\$44,000	\$44,000	101%	\$1,986	\$2,435		Brandon Gurley	Joel Habermehl	Nick Williams	No	\$0
25	BPCN629284	2023	BMW	740i	56	Trade on New	No	\$78,000	\$76,789	96%	(\$347)	\$0		Steve Gleason	Joel Habermehl	Nick Williams	Yes	\$0
26	BRB109709	2024	Mercedes-Benz	GLE53W4	56	Trade on New	Yes	\$89,500	\$84,575	99%	(\$1,441)	\$0		Connie Flores	Johnny Yanez	Tristan Powers	No	\$0
27	PN414187X	2023	Mercedes-Benz	CLA250C4	24	Loaner	Yes	\$44,000	\$42,500	99%	\$2,407	\$6,371		Andrew Shapard	Joel Habermehl	Bryan Williams	No	\$0
28	BGA111734	2016	Land Rover	Range Rover Auto	15	Trade on New	No	\$33,500	\$33,000	101%	\$9,974	\$0		Durar Dughaiash	Bill Paden	Alex Rosas	No	\$0
29	BPU025686	2023	Mercedes-Benz	GLC300W4	9	Trade on New	Yes	\$54,000	\$52,499	105%	\$4,212	\$0		Ben Song	Johnny Yanez	Nick Williams	Yes	\$1,000
30	LA175831L	2020	Mercedes-Benz	GLS450W4	1	LBO Customer	No	\$42,836	\$42,836	101%	\$250	\$0		Goson Li	Chris Peters	Nick Williams	No	\$0
31	MV302269L	2021	Mercedes-Benz	GLC300L	1	LBO Customer	No	\$28,356	\$28,356	100%	\$250	\$14,660		Ben Song	Johnny Yanez	Alex Rosas	No	\$0
32	PA009558X	2023	Mercedes-Benz	EQE350X	2	Loaner	Yes	\$67,670	\$67,670	98%	\$10,123	\$4,032		Lawrence King	Johnny Yanez	Tristan Powers	Yes	(\$4,500)
33	CMR625257	2021	Mercedes-Benz	C300W	54	Auction/Wholesale	Yes	\$30,950	\$27,915	96%	(\$7,910)	\$6,079		Tracy Brown	Johnny Yanez	Bryan Williams	No	\$0
34	LLF775517	2020	Mercedes-Benz	GLC300W	39	LBO OEM/Leasing Co.	Yes	\$31,950	\$31,186	99%	\$2,466	\$200		Tracy Brown	Joel Habermehl	Nick Williams	No	\$0
35	BP5341057	2023	Lexus	GX460	47	Trade on New	No	\$91,250	\$59,628	96%	\$6,167	\$994		Steve Gleason	Bill Paden	Bryan Williams	Yes	\$500
36	BMU010534	2021	Lexus	ES300H	51	Trade on New	No	\$34,500	\$34,500	95%	\$2,748	\$730		Brandon Reiningering	Bill Paden	Bryan Williams	Yes	\$2,000
37	UMS099999	2021	Toyota	HIGHLANDER	54	Auction/Wholesale	No	\$34,000	\$33,500	95%	(\$5,021)	\$0		David Thompson	Joel Habermehl	Nick Williams	No	\$0
38	PN415256X	2023	Mercedes-Benz	CLA250C4	27	Loaner	Yes	\$43,000	\$41,250	98%	\$180	\$3,655		Tracy Brown	Joel Habermehl	Tristan Powers	Yes	(\$404)
39	CLN023659	2020	Mercedes-Benz	CLA250C4	27	Auction/Wholesale	Yes	\$30,150	\$30,150	101%	(\$3,555)	\$9,762		Andre Smith	Bill Paden	Alex Rosas	No	\$0
40	CLW027749	2020	Mercedes-Benz	GLB250W4	18	Auction/Wholesale	Yes	\$30,750	\$30,000	104%	(\$3,821)	\$1,267		Durar Dughaiash	Joel Habermehl	Alex Rosas	Yes	\$1,000
41	BGA831585	2016	Land Rover	LR4	15	Trade on New	No	\$23,950	\$23,000	106%	\$9,099	\$0		Steve Gleason	Bill Paden	Nick Williams	Yes	\$0
42	CMF937626	2021	Mercedes-Benz	GLC300W	46	Auction/Wholesale	Yes	\$32,750	\$32,000	95%	(\$5,159)	\$0		Brandon Reiningering	Joel Habermehl	Nick Williams	No	\$0
43	MAA57972L	2021	Mercedes-Benz	GLE350W	1	LBO Customer	No	\$38,449	\$38,449	101%	\$250	\$7,026		Ben Song	Johnny Yanez	Alex Rosas	No	\$0
44	CMW111849	2021	Mercedes-Benz	GLB250W	39	Auction/Wholesale	Yes	\$33,750	\$32,612	99%	(\$3,622)	\$1,483		Stephen Moore	Johnny Yanez	Tristan Powers	No	\$0
45	BKA151146	2019	Mercedes-Benz	GLE43C4	22	Trade on New	Yes	\$46,750	\$46,750	100%	\$3,265	\$0		Andre Smith	Johnny Yanez	Tristan Powers	Yes	(\$750)
46	BLWW76986	2020	BMW	Z4	12	Street/Curb Buy	No	\$37,000	\$37,000	103%	\$3,365	\$6,157		Todd Hartung	Joel Habermehl	Bryan Williams	Yes	(\$500)
47	LLA278478	2020	Mercedes-Benz	GLE350W	30	Trade on New	Yes	\$44,000	\$44,000	102%	\$4,684	\$0		Dana Stewart	Joel Habermehl	Nick Williams	Yes	\$500
48	PA022661X	2023	Mercedes-Benz	EQS580X4	2	Loaner	Yes	\$115,000	\$112,450	102%	\$9,337	\$7,718		Sofia Moreno	Joel Habermehl	Tristan Powers	Yes	\$0

49	CPA951632	2023	Mercedes-Benz	GLE3450W4	27	Auction/Wholesale	Yes	\$69,750	\$68,750	102%	\$344	\$336	Todd Hartung	Bill Paden	Tristan Powers	Yes	\$0
50	PW318024X	2023	Mercedes-Benz	GLB250W	30	Loaner	Yes	\$43,000	\$41,500	100%	\$2,945	\$0	David Thompson	Joel Habermehl	Bryan Williams	Yes	\$1,000
51	BLF772330	2020	Mercedes-Benz	GLC300W	8	Trade on New	Yes	\$33,500	\$33,500	102%	\$2,719	\$7,412	Daniel Weaver	Bill Paden	Nick Williams	Yes	\$1,000
52	BRDA06029	2024	Porsche	CAYENNE	55	Trade on New	No	\$83,000	\$83,000	93%	(\$2,572)	\$733	Brandon Reiningger	Joel Habermehl	Bryan Williams	No	\$0
53	LLA146375	2020	Mercedes-Benz	GLE350W	49	LBO OEM/Leasing Co.	Yes	\$39,500	\$39,000	96%	\$3,516	\$9,280	Steve Gleason	Chris Peters	Nick Williams	No	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	200
Avg. Days to Sale	24.9
Avg. Advertised Price (Time of Sale)	\$ 50,072
Avg. Transaction Price	\$ 49,385
Avg. Market Price at 100%	\$ 50,137
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 687
Avg. Front-End Gross	\$ 2,525
Avg. Finance Gross	\$ 3,260
PUVR	\$ 5,785
Total Gross (Units & PUVR)	\$ 1,156,907
GROI	170%
% with Trade	43%
Avg. Over/Under Allowance	(\$180)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	24.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 50,072	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 49,385	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 50,137	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 687	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,525	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,260	#DIV/0!	#DIV/0!
PUVR	\$ 5,785	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,156,907	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-180	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	24.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 50,072	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 49,385	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 50,137	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 687	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,525	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,260	#DIV/0!	#DIV/0!
PUVR	\$ 5,785	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,156,907	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-180	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	24.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 50,072	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 49,385	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 50,137	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 687	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,525	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,260	#DIV/0!	#DIV/0!
PUVR	\$ 5,785	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,156,907	#DIV/0!	#DIV/0!
GROI	170%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-180	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	139	61
Avg. Days to Sale	24.9	24.1	26.7
Avg. Advertised Price (Time of Sale)	\$ 50,072	\$ 52,602	\$ 43,382
Avg. Transaction Price	\$ 49,385	\$ 52,019	\$ 43,382
Avg. Market Price at 100%	\$ 50,137	\$ 52,310	\$ 44,987
Avg. Price to Market % (Time of Sale)	100%	101%	96%
Avg. Transaction to Market	98%	99%	96%
Avg. Transactional Discount	\$ 687	\$ 583	\$ 924
Avg. Front-End Gross	\$ 2,525	\$ 2,742	\$ 2,029
Avg. Finance Gross	\$ 3,260	\$ 3,854	\$ 1,905
PUVR	\$ 5,785	\$ 6,596	\$ 3,934
Total Gross (Units & PUVR)	\$ 1,156,907	\$ 916,903	\$ 240,004
GROI	170%	190%	122%
% with Trade	43%	45%	38%
Avg. Over/Under Allowance	-180	-190	-157



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	145	55
Avg. Days to Sale	24.9	23.4	28.9
Avg. Advertised Price (Time of Sale)	\$ 50,072	\$ 52,826	\$ 41,935
Avg. Transaction Price	\$ 49,385	\$ 52,210	\$ 41,935
Avg. Market Price at 100%	\$ 50,137	\$ 52,527	\$ 43,619
Avg. Price to Market % (Time of Sale)	100%	101%	96%
Avg. Transaction to Market	98%	99%	96%
Avg. Transactional Discount	\$ 687	\$ 616	\$ 874
Avg. Front-End Gross	\$ 2,525	\$ 2,675	\$ 2,127
Avg. Finance Gross	\$ 3,260	\$ 3,917	\$ 1,527
PUVR	\$ 5,785	\$ 6,593	\$ 3,654
Total Gross (Units & PUVR)	\$ 1,156,907	\$ 955,960	\$ 200,947
GROI	170%	195%	109%
% with Trade	43%	44%	40%
Avg. Over/Under Allowance	-180	-182	-174



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	60	22
% of Retail Units	100%	30%	11%
% Retailed of Non-New Franchise	28%	47%	73%
Avg. Days to Sale	24.9	28.9	24.1
Avg. Transaction Price	\$ 49,385	\$ 50,368	\$ 32,907
Avg. Transaction to Market %	98%	98%	92%
Avg. Transactional Discount	\$ 687	\$ 920	\$ 1,833
Avg. Front End Gross	\$ 2,525	\$ 2,559	\$ 2,156
Avg. Finance Gross	\$ 3,260	\$ 2,108	\$ 1,840
PUVR	\$ 5,785	\$ 4,667	\$ 3,996
Total Gross (Units & PUVR)	\$1,156,907	\$ 280,005	\$ 87,908
GROI	170%	115%	181%
% with Trade	43%	43%	27%
Avg. Over/Under Allowance	-180	37	-102



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	57	36	5
5%	28%	18%	3%
44%	11%	0%	0%
17.0	36.8	4.5	1.0
\$ 50,924	\$ 42,835	\$ 70,154	\$ 48,370
100%	98%	124%	100%
\$ 782	\$ 589	\$ (42)	\$ -
\$ 2,232	\$ (2,571)	\$ 11,175	\$ 250
\$ 4,269	\$ 3,311	\$ 5,198	\$ 7,578
\$ 6,501	\$ 740	\$ 16,373	\$ 7,828
\$ 58,510	\$ 42,201	\$ 589,421	\$ 39,142
270%	17%	1867%	5826%
67%	30%	75%	0%
-889	-18	-748	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
10	0	1
5%	0%	1%
0%	#DIV/0!	100%
28.8	#DIV/0!	1.0
\$ 41,619	#DIV/0!	\$ 47,394
100%	#DIV/0!	97%
\$ 276	#DIV/0!	\$ -
\$ 2,935	#DIV/0!	\$ (2,500)
\$ 2,915	#DIV/0!	\$ 3,726
\$ 5,849	#DIV/0!	\$ 1,226
\$ 58,494	#DIV/0!	\$ 1,226
176%	#DIV/0!	931%
30%	#DIV/0!	100%
250	#DIV/0!	-2,500

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	133	28
% of Retail Units	100%	67%	14%
% Retailed of Non-New Franchise	28%	25%	21%
Avg. Days to Sale	24.9	13.8	37.5
Avg. Transaction Price	\$ 49,385	\$ 50,616	\$ 45,892
Avg. Transaction to Market %	98%	106%	97%
Avg. Transactional Discount	\$ 687	\$ 614	\$ 818
Avg. Front End Gross	\$ 2,525	\$ 4,559	\$ (1,277)
Avg. Finance Gross	\$ 3,260	\$ 3,659	\$ 2,109
PUVR	\$ 5,785	\$ 8,218	\$ 832
Total Gross (Units & PUVR)	\$ 1,156,907	\$ 1,093,000	\$ 23,300
GROI	170%	425%	17%
% with Trade	43%	47%	39%
Avg. Over/Under Allowance	-180	-306	-29



46-60 days	61-90 days	90+ days
38	1	0
19%	1%	0%
42%	0%	#DIV/0!
53.5	62.0	#DIV/0!
\$ 47,586	\$ 51,750	#DIV/0!
93%	92%	#DIV/0!
\$ 864	\$ -	#DIV/0!
\$ (1,648)	\$ (2,990)	#DIV/0!
\$ 2,785	\$ 402	#DIV/0!
\$ 1,137	\$ (2,588)	#DIV/0!
\$ 43,195	\$ (2,588)	#DIV/0!
16%	-29%	#DIV/0!
32%	100%	#DIV/0!
105	1,500	#DIV/0!