

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	P9933	2016	Mercedes-Benz	GLA250W2	63	LBO OEM/Leasing Co.	Yes	\$ 23,800	\$ 23,800	86%	(\$778)	\$1,970
2	P9919	2017	Mercedes-Benz	E300W	70	Auction/Wholesale	Yes	\$ 38,500	\$ 38,500	93%	(\$1,697)	\$766
3	P0029	2016	Mercedes-Benz	C300W	31	LBO OEM/Leasing Co.	Yes	\$ 30,000	\$ 30,000	97%	\$649	\$1,507
4	P0090	2016	Mercedes-Benz	GLE350W	6	LBO OEM/Leasing Co.	Yes	\$ 43,000	\$ 42,000	102%	\$2,663	\$1,624
5	P0068	2016	Mercedes-Benz	S550V	18	Auction/Wholesale	Yes	\$ 64,500	\$ 64,500	99%	\$1,911	\$2,661
6	P9983	2016	Mercedes-Benz	E350W	53	Auction/Wholesale	Yes	\$ 28,000	\$ 28,000	95%	(\$433)	\$3,783
7	P0073	2016	Mercedes-Benz	E400C	12	Auction/Wholesale	No	\$ 34,995	\$ 34,995	101%	\$2,811	\$1,350
8	P9931	2016	Mercedes-Benz	GLA250X2	66	LBO OEM/Leasing Co.	No	\$ 22,995	\$ 22,995	94%	(\$603)	\$2,317
9	P9970	2106	Mercedes-Benz	C300W	56	Auction/Wholesale	Yes	\$ 23,500	\$ 20,501	97%	\$590	\$1,872
10	193286a	2017	Infiniti	QX4	22	Trade on New	No	\$ 26,996	\$ 26,996	95%	\$1,257	\$296
11	CVP0022	2019	Mercedes-Benz	E300W	36	Loaner/Rental Fleet	Yes	\$ 45,500	\$ 45,000	86%	(\$781)	\$1,351
12	CVP0055	2019	Mercedes-Benz	E300W	26	Loaner/Rental Fleet	No	\$ 42,000	\$ 42,000	93%	\$98	\$726
13	193137A	2016	GMC	Yukon	7	Trade on New	No	\$ 35,996	\$ 35,996	89%	\$2,566	\$1,790
14	P0071	2016	Mercedes-Benz	GLE400W4	18	Auction/Wholesale	Yes	\$ 44,000	\$ 45,000	101%	\$4,485	\$2,266
15	P9922	2017	Mercedes-Benz	E300W	78	Auction/Wholesale	Yes	\$ 39,000	\$ 39,000	99%	(\$2,743)	\$1,293
16	CVP0108	2019	Mercedes-Benz	E300W	0	Loaner/Rental Fleet	Yes	\$ 53,200	\$ 53,200	101%	\$3,637	\$2,362
17	P0085	2018	Mercedes-Benz	GLS450W4	11	Auction/Wholesale	Yes	\$ 66,000	\$ 67,500	98%	\$4,090	\$0
18	P9975	2016	Mercedes-Benz	GLE350W	63	Auction/Wholesale	Yes	\$ 37,000	\$ 37,000	92%	\$86	\$3,093
19	191799A	2018	Mercedes-Benz	Range Rover	31	Trade on New	No	\$ 92,996	\$ 92,996	97%	\$467	\$5,882
20	P9966	2018	Mercedes-Benz	GLC63C4S	59	Auction/Wholesale	Yes	\$ 78,000	\$ 78,000		(\$1,095)	\$6,144
21	P9991	2016	Mercedes-Benz	GLC300W	54	LBO OEM/Leasing Co.	Yes	\$ 33,500	\$ 33,500	96%	\$959	\$1,900
22	P9984	2016	Mercedes-Benz	C300W4	60	Auction/Wholesale	No	\$ 23,995	\$ 23,742	97%	(\$1,156)	\$300
23	P0017	2017	Mercedes-Benz	M1PV126	53	Loaner/Rental Fleet	No	\$ 23,595	\$ 19,946		\$1,776	\$339
24	P9888	2016	Mercedes-Benz	CLS550C	105	Auction/Wholesale	Yes	\$ 48,000	\$ 48,000		(\$2,627)	\$0
25	CVP0093	2018	Mercedes-Benz	C300W	13	Loaner/Rental Fleet	Yes	\$ 31,500	\$ 31,500	91%	\$100	\$1,184
26	CVP0021	2018	Mercedes-Benz	C300W	44	Loaner/Rental Fleet	Yes	\$ 31,500	\$ 31,500	90%	(\$1,509)	\$1,683
27	T193515A	2015	Mercedes-Benz	C300W4	15	Trade on New	No	\$ 21,495	\$ 21,495	90%	\$1,935	\$2,313
28	P9974	2016	Mercedes-Benz	GLC300W	65	Auction/Wholesale	Yes	\$ 28,000	\$ 28,000	85%	(\$2,842)	\$987
29	P9976	2016	Mercedes-Benz	GLE350W	66	Auction/Wholesale	Yes	\$ 37,500	\$ 37,500	97%	(\$991)	\$3,532
30	203522A	2015	Mercedes-Benz	ML350W4	8	Trade on New	No	\$ 15,996	\$ 15,996	82%	\$2,094	\$1,174
31	P0069	2017	Mercedes-Benz	C300W4	30	Auction/Wholesale	Yes	\$ 29,500	\$ 29,500	100%	\$800	\$1,063
32	CVP0138	2108	Mercedes-Benz	GLA250W2	2	Loaner/Rental Fleet	Yes	\$ 32,500	\$ 32,500		\$998	\$1,635
33	P0089	2108	Mercedes-Benz	E300W	20	Trade on New	Yes	\$ 43,000	\$ 41,800		\$1,607	\$1,619
34	193448A	2015	Mercedes-Benz	RX 350	49	Trade on New	No	\$ 20,496	\$ 20,496	81%	(\$53)	\$132
35	P9971A	2014	Mercedes-Benz	Camry	20	Trade on New	No	\$ 13,496	\$ 11,700	80%	\$147	\$0
36	P9990	2017	Mercedes-Benz	E300W	64	LBO OEM/Leasing Co.	Yes	\$ 39,000	\$ 38,701		(\$83)	\$1,481
37	P0077	2017	Mercedes-Benz	C300W	25	Auction/Wholesale	No	\$ 29,495	\$ 31,495	89%	\$2,152	\$2,640
38	CVP0130	2019	Mercedes-Benz	GLC300W	6	Loaner/Rental Fleet	Yes	\$ 32,500	\$ 32,500	80%	\$716	\$1,045

39	CVP0033	2018	Mercedes-Benz	GLE350W	47	Loaner/Rental Fleet	Yes	\$	45,000	\$	45,000	96%	(\$2,780)	\$1,013
40	CVP0113	2019	Mercedes-Benz	GLC300W	-7	Loaner/Rental Fleet	Yes	\$	36,300	\$	34,602	89%	(\$831)	\$1,658
41	CVP0143	2019	Mercedes-Benz	GLC300W	0	Loaner/Rental Fleet	Yes	\$	39,600	\$	36,300	96%	\$2,436	\$1,830
42	203533A	2014	Mercedes-Benz	ML350 BTC	16	Trade on New	No	\$	22,995	\$	22,995		\$3,065	\$815
43	CVP0144	2018	Mercedes-Benz	CLA250	1	Loaner/Rental Fleet	Yes	\$	30,000	\$	30,000		\$955	\$963
44	P0066A	2011	Mercedes-Benz	S550V	20	Trade on New	No	\$	18,996	\$	18,996	87%	\$2,567	\$0
45	CVP0149	2109	Mercedes-Benz	E300W	-1	Loaner/Rental Fleet	Yes	\$	43,087	\$	43,087		\$637	\$3,385
46	CVP0131	2019	Mercedes-Benz	GLC300W	8	Loaner/Rental Fleet	Yes	\$	32,500	\$	34,000	81%	\$564	\$358
47	CVP0153	2019	Mercedes-Benz	GLC300W	0	Loaner/Rental Fleet	No	\$	33,421	\$	33,421		\$1,025	\$768
48	CVP0151	2019	Mercedes-Benz	GLC300W	1	Loaner/Rental Fleet	No	\$	37,256	\$	37,256		\$1,079	\$89
49	CVP0161	2018	Mercedes-Benz	CLA250	0	Loaner/Rental Fleet	No	\$	34,000	\$	34,000		\$2,852	\$1,563
50	P0018	2016	Mercedes-Benz	E400W	51	LBO OEM/Leasing Co.	No	\$	27,495	\$	27,495		\$659	\$478
51	P0082	2018	Mercedes-Benz	GLE350W	27	Auction/Wholesale	Yes	\$	44,000	\$	43,500	94%	\$1,892	\$966
52	P0112	2106	Mercedes-Benz	S550V	13	LBO OEM/Leasing Co.	Yes	\$	64,000	\$	64,000	105%	\$8,490	\$3,979
53	P0060	2106	Mercedes-Benz	C300W	39	LBO OEM/Leasing Co.	No	\$	26,995	\$	27,495	95%	\$742	\$958

Scoreboard Totals

% Retailed of Non-Franchise Make	9%
Total # Retail Units	128
Avg. Days to Sale	27.6
Avg. Advertised Price (Time of Sale)	\$ 37,239
Avg. Transaction Price	\$ 37,099
Avg. Market Price at 100%	\$ 39,767
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 142
Avg. Front-End Gross	\$ 1,583
Avg. Finance Gross	\$ 1,373
PUVR	\$ 3,000
Total Gross (Units & PUVR)	\$ 383,985
GROI	106%
% with Trade	34%
Avg. Over/Under Allowance	\$134



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	Tgraham
% Retailed of Non-New Franchise	9%	8%
Total # Retail Units	128	40
Avg. Days to Sale	27.6	30.1
Avg. Advertised Price (Time of Sale)	\$ 37,239	\$ 37,323
Avg. Transaction Price	\$ 37,099	\$ 36,980
Avg. Market Price at 100%	\$ 39,767	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 142	\$ 343
Avg. Front-End Gross	\$ 1,583	\$ 1,238
Avg. Finance Gross	\$ 1,373	\$ 1,269
PUVR	\$ 3,000	\$ 2,506
Total Gross (Units & PUVR)	\$ 383,985	\$ 100,255
GROI	106%	81%
% with Trade	34%	40%
Avg. Over/Under Allowance	\$134	-38328%



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apatrone	GreeneBaran	JHIDDLESON
20%	0%	17%
10	19	36
21.9	20.8	28.8
\$ 34,024	\$ 37,721	\$ 37,171
\$ 33,748	\$ 37,823	\$ 37,222
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#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 275	\$ (103)	\$ (54)
\$ 1,102	\$ 2,130	\$ 1,485
\$ 907	\$ 1,708	\$ 1,297
\$ 2,009	\$ 3,839	\$ 2,938
\$ 20,086	\$ 72,936	\$ 105,779
98%	176%	99%
30%	37%	22%
50000%	57157%	52010%

Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	9%	#DIV/0!
Total # Retail Units	128	0
Avg. Days to Sale	27.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,239	#DIV/0!
Avg. Transaction Price	\$ 37,099	#DIV/0!
Avg. Market Price at 100%	\$ 39,767	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 142	#DIV/0!
Avg. Front-End Gross	\$ 1,583	#DIV/0!
Avg. Finance Gross	\$ 1,373	#DIV/0!
PUVR	\$ 3,000	#DIV/0!
Total Gross (Units & PUVR)	\$ 383,985	#DIV/0!
GROI	106%	#DIV/0!
% with Trade	34%	#DIV/0!
Avg. Over/Under Allowance	\$134	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	David Maldonado
% Retailed of Non-New Franchise	9%	#DIV/0!
Total # Retail Units	128	0
Avg. Days to Sale	27.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,239	#DIV/0!
Avg. Transaction Price	\$ 37,099	#DIV/0!
Avg. Market Price at 100%	\$ 39,767	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 142	#DIV/0!
Avg. Front-End Gross	\$ 1,583	#DIV/0!
Avg. Finance Gross	\$ 1,373	#DIV/0!
PUVR	\$ 3,000	#DIV/0!
Total Gross (Units & PUVR)	\$ 383,985	#DIV/0!
GROI	106%	#DIV/0!
% with Trade	34%	#DIV/0!
Avg. Over/Under Allowance	\$134	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	128	76
Avg. Days to Sale	27.6	32.5
Avg. Advertised Price (Time of Sale)	\$ 37,239	\$ 41,535
Avg. Transaction Price	\$ 37,099	\$ 41,387
Avg. Market Price at 100%	\$ 39,767	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 142	\$ 153
Avg. Front-End Gross	\$ 1,583	\$ 1,396
Avg. Finance Gross	\$ 1,373	\$ 1,487
PUVR	\$ 3,000	\$ 2,957
Total Gross (Units & PUVR)	\$ 383,985	\$ 224,740
GROI	106%	79%
% with Trade	34%	83%
Avg. Over/Under Allowance	\$134	17003%



No	
	52
	20.4
\$	30,832
\$	30,832
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	128
\$	1,855
\$	1,205
\$	3,061
\$	159,159
	175%
	78%
	7071%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	128	115
Avg. Days to Sale	27.6	27.9
Avg. Advertised Price (Time of Sale)	\$ 37,239	\$ 38,474
Avg. Transaction Price	\$ 37,099	\$ 38,293
Avg. Market Price at 100%	\$ 39,767	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 142	\$ 181
Avg. Front-End Gross	\$ 1,583	\$ 1,625
Avg. Finance Gross	\$ 1,373	\$ 1,446
PUVR	\$ 3,000	\$ 3,072
Total Gross (Units & PUVR)	\$ 383,985	\$ 353,233
GROI	106%	104%
% with Trade	34%	23%
Avg. Over/Under Allowance	\$134	8576%

No	
	11
	17.3
\$	25,702
\$	25,702
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\$	(265)
\$	1,647
\$	603
\$	2,250
\$	24,752
	182%
	145%
	55025%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	128	31
% of Retail Units	100%	24%
% Retailed of Non-New Franchise	9%	35%
Avg. Days to Sale	27.6	19.9
Avg. Transaction Price	\$ 37,099	\$ 27,203
Avg. Transaction to Market %	93%	#DIV/0!
Avg. Transactional Discount	\$ 142	\$ 61
Avg. Front End Gross	\$ 1,583	\$ 2,082
Avg. Finance Gross	\$ 1,373	\$ 800
PUVR	\$ 3,000	\$ 2,882
Total Gross (Units & PUVR)	\$ 383,985	\$ 89,346
GROI	106%	192%
% with Trade	34%	32%
Avg. Over/Under Allowance	\$134	47282%



Trade on Used	Street/Curb buy	Auction/wholesale
0	2	40
0%	2%	31%
#DIV/0!	0%	0%
#DIV/0!	2.0	40.2
#DIV/0!	\$ 76,441	\$ 44,370
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ -	\$ 94
#DIV/0!	\$ 3,757	\$ 1,568
#DIV/0!	\$ 6,146	\$ 1,635
#DIV/0!	\$ 9,903	\$ 3,309
#DIV/0!	\$ 19,805	\$ 132,376
#DIV/0!	2332%	67%
#DIV/0!	0%	30%
#DIV/0!	#DIV/0!	11546%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
34	0	21
27%	0%	16%
0%	#DIV/0!	0%
15.7	#DIV/0!	36.6
\$ 37,322	#DIV/0!	\$ 33,749
#DIV/0!	#DIV/0!	#DIV/0!
\$ 245	#DIV/0!	\$ 202
\$ 1,321	#DIV/0!	\$ 1,089
\$ 1,327	#DIV/0!	\$ 1,337
\$ 2,648	#DIV/0!	\$ 2,488
\$ 90,016	#DIV/0!	\$ 52,239
163%	#DIV/0!	73%
32%	#DIV/0!	48%
8%	#DIV/0!	-3636%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	128	67
% of Retail Units	100%	52%
% Retailed of Non-New Franchise	9%	12%
Avg. Days to Sale	27.6	15.0
Avg. Transaction Price	\$ 37,099	\$ 38,080
Avg. Transaction to Market %	93%	#DIV/0!
Avg. Transactional Discount	\$ 142	\$ 74
Avg. Front End Gross	\$ 1,583	\$ 2,804
Avg. Finance Gross	\$ 1,373	\$ 1,237
PUVR	\$ 3,000	\$ 4,041
Total Gross (Units & PUVR)	\$ 383,985	\$ 270,767
GROI	106%	254%
% with Trade	34%	36%
Avg. Over/Under Allowance	\$134	22312%



31-45 days	46-60 days	61-90 days	90+ days
23	12	12	2
18%	9%	9%	2%
9%	0%	0%	0%
36.8	53.2	69.6	109.0
\$ 37,098	\$ 30,848	\$ 37,125	\$ 40,748
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (21)	\$ 533	\$ 80	\$ -
\$ 683	\$ (167)	\$ (1,794)	\$ (3,211)
\$ 1,605	\$ 1,435	\$ 1,343	\$ -
\$ 2,288	\$ 1,268	\$ (450)	\$ (3,211)
\$ 52,624	\$ 15,210	\$ (5,402)	\$ (6,421)
60%	28%	-6%	-26%
48%	25%	17%	50%
33333%	-74975%	25000%	0%