

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%	\$1,695	\$500
1	H5235305	2017	FORD	MUSTANG	1	TRADE ON USED	NO	\$ 25,000	\$ 24,500	101%	\$2,405	\$843
2	GA782025	2016	Mercedes-Benz	GLE350	13	Auction/Wholesale	YES	\$ 36,500	\$ 32,900	101%	\$1,677	\$304
3	HA026011	2017	Mercedes-Benz	E300W4	13	Auction/Wholesale	YES	\$ 37,500	\$ 37,500	94%	\$2,745	\$558
4	BM141756	2011	Infiniti	FX35	48	Trade on New	NO	\$ 12,750	\$ 11,733	99%	\$777	\$2,042
5	GU123228	2016	Mercedes-Benz	C300W4	34	Auction/Wholesale	YES	\$ 27,250	\$ 27,000	96%	\$1,375	\$333
6	HW406839	2017	NISSAN	ROUGE	29	Trade on Used	NO	\$ 21,000	\$ 21,000	100%	\$2,012	\$0
7	DG047383	2013	Mercedes-Benz	GLK350	1	Trade on Used	NO	\$ 15,000	\$ 13,900	100%	\$615	\$0
8	GN165536	2016	Chrysler	200	30	Trade on Used	NO	\$ 12,250	\$ 12,250	84%	\$1,473	\$0
9	DD098011	2013	BMW	650	19	Trade on New	NO	\$ 31,500	\$ 31,500	104%	\$1,670	\$0
10	D0G55227	2013	BMW	X5	16	Trade on New	NO	\$ 16,500	\$ 16,000	105%	\$1,973	\$0
11	HF452409	2017	Mercedes-Benz	C43C4	7	Trade on New	NO	\$ 44,500	\$ 44,000	96%	\$2,495	\$425
12	GF341286	2016	Mercedes-Benz	E400A	33	Auction/Wholesale	NO	\$ 39,000	\$ 38,250	104%	\$645	\$0
13	JB169572	2018	Mercedes-Benz	GLE350W4	36	Auction/Wholesale	YES	\$ 47,750	\$ 47,250	104%	\$1,475	\$267
14	GN339890	2016	Mercedes-Benz	CLA250	12	Auction/Wholesale	YES	\$ 27,750	\$ 27,000	109%	\$2,789	\$529
15	JE155055	2018	Mercedes-Benz	SPRINTER	32	Trade on New	NO	\$ 40,000	\$ 35,500	84%	\$745	\$300
16	JA101705	2018	Mercedes-Benz	GLE43C4	24	Other	YES	\$ 58,500	\$ 57,500	100%	\$2,530	\$1,958
17	GJ278862	2016	Mercedes-Benz	GLA250	35	Auction/Wholesale	YES	\$ 26,250	\$ 26,000	96%	\$175	\$730
18	KF833535	2019	Mercedes-Benz	C300C4	16	Trade on New	NO	\$ 43,750	\$ 43,750	96%	\$5,202	\$2,603
19	GB290191	2016	Mercedes-Benz	E350W4	34	Auction/Wholesale	YES	\$ 32,500	\$ 32,500	97%	\$2,521	\$3,655
20	GA655193	2016	Mercedes-Benz	GL450	7	Auction/Wholesale	YES	\$ 46,000	\$ 45,900	106%	\$7,702	\$4,567
21	FG364488	2015	KIA	OPTIMA	65	Trade on Used	NO	\$ 11,750	\$ 11,750	90%	\$1,125	\$508
22	CA117835	2012	AUDI	A4	5	Trade on New	NO	\$ 12,250	\$ 12,550	100%	\$2,260	\$0
23	AU890521	2010	HYUNDAI	ELANTRA	7	Trade on Used	NO	\$ 5,500	\$ 5,000	105%	\$1,092	\$0
24	GU097692	2016	Mercedes-Benz	C300W4	59	Auction/Wholesale	YES	\$ 26,250	\$ 26,000	94%	\$313	\$625
25	HA037505	2017	Mercedes-Benz	E300W4	17	Auction/Wholesale	YES	\$ 40,000	\$ 39,000	100%	\$1,219	\$281
26	GU159769	2016	Mercedes-Benz	C300W4	16	Auction/Wholesale	YES	\$ 28,000	\$ 28,000	98%	\$1,781	\$678
27	GU175210	2016	Mercedes-Benz	C300W4	16	Auction/Wholesale	YES	\$ 25,000	\$ 25,000	96%	\$2,348	\$0
28	9W125512	2009	NISSAN	MURANO	20	Trade on Used	No	\$ 6,500	\$ 6,000	97%	\$1,706	\$0
29	HE013545	2017	HONDA	CIVIC	25	Trade on New	NO	\$ 18,750	\$ 17,500	97%	\$58	\$742
30	CR411928	2012	CHRYSLER	T & C	19	Trade on Used	NO	\$ 10,250	\$ 9,500	94%	\$477	\$300
31	CG212625	2012	KIA	SORENTO	57	Trade on Used	NO	\$ 8,000	\$ 8,000	85%	\$580	\$0
32	HA019973	2017	Mercedes-Benz	E300W4	9	Auction/Wholesale	YES	\$ 41,250	\$ 39,000	104%	\$1,598	\$950
33	D6308486	2013	Chevrolet	EQUINOX	52	Trade on Used	NO	\$ 11,750	\$ 11,000	90%	\$530	\$502
34	HF512049	2017	Mercedes-Benz	C300W4	6	Auction/Wholesale	YES	\$ 36,250	\$ 35,000	107%	\$2,931	\$726
35	KA582659	2019	Mercedes-Benz	E300W4	10	Auction/Wholesale	YES	\$ 51,250	\$ 49,000	94%	\$3,712	\$1,154
36	EC682109	2014	NISSAN	PATHFINDER	14	Trade on Used	NO	\$ 12,250	\$ 12,250	99%	\$1,999	\$89

37	KV142075	2019	Mercedes-Benz	GLC300W4	8	Loaner/Rental Fleet	NO	\$	42,250	\$	42,250	99%	\$3,920	\$3,056
38	3H124177	2003	HUMMER	H2	21	Trade on Used	NO	\$	13,000	\$	11,000	98%	(\$387)	\$0
39	GF124430	2016	Mercedes-Benz	SLK300	33	Auction/Wholesale	YES	\$	34,500	\$	34,000	101%	\$1,244	\$2,557
40	K1001860	2019	Mercedes-Benz	GLC300W4	8	Loaner/Rental Fleet	NO	\$	40,750	\$	38,000	96%	\$1,205	\$3,004
41	GF093585	2016	Mercedes-Benz	GLC300W4	5	Auction/Wholesale	YES	\$	33,500	\$	33,500	99%	\$2,462	\$313
42	GB216768	2016	Mercedes-Benz	E400W4	59	Auction/Wholesale	YES	\$	37,250	\$	36,000	103%	(\$1,385)	\$0
43	GA782125	2016	Mercedes-Benz	GLE350W4	9	Auction/Wholesale	YES	\$	35,750	\$	35,750	97%	\$2,663	\$1,990
44	GA226674	2016	Mercedes-Benz	S550V4	9	Auction/Wholesale	YES	\$	57,250	\$	55,295	101%	\$4,408	\$3,632
45	HA050398	2017	Mercedes-Benz	E300W4	39	Trade on New	YES	\$	38,000	\$	37,400	94%	\$1,965	\$1,868
46	FGA76966	2015	FORD	EXPLORER	81	Trade on New	NO	\$	13,750	\$	13,750	87%	\$92	\$0
47	H5277333	2017	FORD	MUSTANG	50	Trade on New	NO	\$	27,250	\$	27,250	94%	(\$140)	\$0
48	HA172346	2017	Mercedes-Benz	E300W4	36	Auction/Wholesale	YES	\$	36,250	\$	36,000	97%	\$2,129	\$2,882
49	GF105695	2016	Mercedes-Benz	GLC300W4	58	Auction/Wholesale	YES	\$	29,500	\$	29,250	100%	\$52	\$699
50	GA810215	2016	Mercedes-Benz	GLE350W4	7	Auction/Wholesale	YES	\$	38,500	\$	38,000	99%	\$2,453	\$806
51	DA253090	2013	Mercedes-Benz	GL450	21	Trade on Used	NO	\$	24,750	\$	23,500	98%	\$1,979	\$528
52	KU120147	2019	CADILLAC	CT6	8	Auction/Wholesale	NO	\$	47,000	\$	43,100	102%	\$1,250	\$1,566
53	EA056258	2014	Mercedes-Benz	S550V4	10	Trade on New	NO	\$	35,000	\$	34,000	97%	\$2,139	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	107
Avg. Days to Sale	28.3
Avg. Advertised Price (Time of Sale)	\$ 28,874
Avg. Transaction Price	\$ 28,152
Avg. Market Price at 100%	\$ 29,265
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 696
Avg. Front-End Gross	\$ 1,537
Avg. Finance Gross	\$ 846
PUVR	\$ 2,379
Total Gross (Units & PUVR)	\$ 254,542
GROI	108%
% with Trade	39%
Avg. Over/Under Allowance	\$24



EMY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	107	0
Avg. Days to Sale	28.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,874	#DIV/0!
Avg. Transaction Price	\$ 28,152	#DIV/0!
Avg. Market Price at 100%	\$ 29,265	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 696	#DIV/0!
Avg. Front-End Gross	\$ 1,537	#DIV/0!
Avg. Finance Gross	\$ 846	#DIV/0!
PUVR	\$ 2,379	#DIV/0!
Total Gross (Units & PUVR)	\$ 254,542	#DIV/0!
GROI	108%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	24	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	107	0
Avg. Days to Sale	28.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,874	#DIV/0!
Avg. Transaction Price	\$ 28,152	#DIV/0!
Avg. Market Price at 100%	\$ 29,265	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 696	#DIV/0!
Avg. Front-End Gross	\$ 1,537	#DIV/0!
Avg. Finance Gross	\$ 846	#DIV/0!
PUVR	\$ 2,379	#DIV/0!
Total Gross (Units & PUVR)	\$ 254,542	#DIV/0!
GROI	108%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	24	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	34%	#DIV/0!
Total # Retail Units	107	0
Avg. Days to Sale	28.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,874	#DIV/0!
Avg. Transaction Price	\$ 28,152	#DIV/0!
Avg. Market Price at 100%	\$ 29,265	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 696	#DIV/0!
Avg. Front-End Gross	\$ 1,537	#DIV/0!
Avg. Finance Gross	\$ 846	#DIV/0!
PUVR	\$ 2,379	#DIV/0!
Total Gross (Units & PUVR)	\$ 254,542	#DIV/0!
GROI	108%	#DIV/0!
% with Trade	39%	#DIV/0!
Avg. Over/Under Allowance	24	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	107	48
Avg. Days to Sale	28.3	30.4
Avg. Advertised Price (Time of Sale)	\$ 28,874	\$ 36,057
Avg. Transaction Price	\$ 28,152	\$ 35,459
Avg. Market Price at 100%	\$ 29,265	\$ 36,097
Avg. Price to Market % (Time of Sale)	99%	100%
Avg. Transaction to Market	96%	98%
Avg. Transactional Discount	\$ 696	\$ 534
Avg. Front-End Gross	\$ 1,537	\$ 1,620
Avg. Finance Gross	\$ 846	\$ 1,101
PUVR	\$ 2,379	\$ 2,738
Total Gross (Units & PUVR)	\$ 254,542	\$ 131,404
GROI	108%	92%
% with Trade	39%	76%
Avg. Over/Under Allowance	24	58

No	
	59
	26.5
\$	22,207
\$	22,207
\$	23,663
	94%
	94%
\$	828
\$	1,470
\$	638
\$	2,088
\$	123,206
	128%
	72%
	-3

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	107	69
Avg. Days to Sale	28.3	27.3
Avg. Advertised Price (Time of Sale)	\$ 28,874	\$ 35,069
Avg. Transaction Price	\$ 28,152	\$ 34,337
Avg. Market Price at 100%	\$ 29,265	\$ 35,389
Avg. Price to Market % (Time of Sale)	99%	99%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 696	\$ 732
Avg. Front-End Gross	\$ 1,537	\$ 1,806
Avg. Finance Gross	\$ 846	\$ 1,062
PUVR	\$ 2,379	\$ 2,868
Total Gross (Units & PUVR)	\$ 254,542	\$ 197,907
GROI	108%	110%
% with Trade	39%	33%
Avg. Over/Under Allowance	24	55

No	
	36
	31.3
\$	16,268
\$	16,268
\$	17,421
	93%
	93%
\$	627
\$	995
\$	446
\$	1,441
\$	51,877
	102%
	53%
	-33

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	107	22
% of Retail Units	100%	21%
% Retailed of Non-New Franchise	34%	59%
Avg. Days to Sale	28.3	30.0
Avg. Transaction Price	\$ 28,152	\$ 25,727
Avg. Transaction to Market %	96%	95%
Avg. Transactional Discount	\$ 696	\$ 808
Avg. Front End Gross	\$ 1,537	\$ 1,637
Avg. Finance Gross	\$ 846	\$ 690
PUVR	\$ 2,379	\$ 2,327
Total Gross (Units & PUVR)	\$ 254,542	\$ 51,198
GROI	108%	109%
% with Trade	39%	27%
Avg. Over/Under Allowance	24	69



Trade on Used	Street/Curb buy	Auction/wholesale
29	1	49
27%	1%	46%
76%	0%	2%
25.4	11.0	29.3
\$ 13,845	\$ 23,610	\$ 35,209
92%	101%	99%
\$ 545	\$ 1,640	\$ 587
\$ 1,239	\$ 2,762	\$ 1,568
\$ 324	\$ -	\$ 1,119
\$ 1,502	\$ 2,762	\$ 2,702
\$ 43,566	\$ 2,762	\$ 132,399
154%	383%	94%
24%	0%	53%
36	0	21

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
5	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
31.8	#DIV/0!	#DIV/0!
\$ 47,690	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!
\$ 1,860	#DIV/0!	#DIV/0!
\$ 2,087	#DIV/0!	#DIV/0!
\$ 1,828	#DIV/0!	#DIV/0!
\$ 3,915	#DIV/0!	#DIV/0!
\$ 19,575	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
60%	#DIV/0!	#DIV/0!
-200	#DIV/0!	#DIV/0!

Other	
	1
	1%
	0%
	24.0
\$	57,500
	98%
\$	1,000
\$	2,530
\$	1,958
\$	4,488
\$	4,488
	117%
	0%
	0

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	107	68
% of Retail Units	100%	64%
% Retailed of Non-New Franchise	34%	37%
Avg. Days to Sale	28.3	13.5
Avg. Transaction Price	\$ 28,152	\$ 27,826
Avg. Transaction to Market %	96%	96%
Avg. Transactional Discount	\$ 696	\$ 833
Avg. Front End Gross	\$ 1,537	\$ 2,148
Avg. Finance Gross	\$ 846	\$ 743
PUVR	\$ 2,379	\$ 2,891
Total Gross (Units & PUVR)	\$ 254,542	\$ 196,580
GROI	108%	276%
% with Trade	39%	34%
Avg. Over/Under Allowance	24	-7



31-45 days	46-60 days	61-90 days	90+ days
17	10	9	3
16%	9%	8%	3%
0%	50%	56%	33%
35.2	53.4	75.0	99.0
\$ 34,965	\$ 21,173	\$ 23,250	\$ 34,917
96%	93%	93%	96%
\$ 668	\$ 427	\$ 222	\$ 167
\$ 866	\$ 414	\$ (84)	\$ 117
\$ 1,384	\$ 833	\$ 633	\$ 803
\$ 2,251	\$ 1,246	\$ 550	\$ 920
\$ 38,262	\$ 12,464	\$ 4,946	\$ 2,761
66%	40%	11%	10%
59%	50%	22%	67%
161	185	57	-667