

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
DAN WILSON	LOUIE RICHARDS	DINA JAROUCHE
ERIC GAJDA	DINA JAROUCHE	MICKEY HURLEY
		SUSAN ARROW
		TRISTEN POLLET
		KEVNI ASANI
		RYAN YAMAMOTO
		BRODY BENNETT
		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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	MP1608	2020	MERCEDES-BENZ	GLE	28	Auction/Wholesale	Yes	\$ 58,500	\$ 58,500	97%	\$1,072	\$199
2	MP1560	2018	MERCEDES-BENZ	GLA	105	Auction/Wholesale	Yes	\$ 26,000	\$ 26,000	89%	(\$1,008)	\$0
3	MP1589	2020	MERCEDES-BENZ	GLA	67	Auction/Wholesale	Yes	\$ 33,500	\$ 33,500	98%	(\$511)	\$1,632
4	MM0141A	2018	MERCEDES-BENZ	E CLASS	6	Trade on New	Yes	\$ 47,500	\$ 47,500	95%	\$1,306	\$4,662
5	MP1592	2018	MERCEDES-BENZ	GLA	70	Auction/Wholesale	Yes	\$ 28,000	\$ 27,800	95%	(\$1,866)	\$2,135
6	MP1591	2018	MERCEDES-BENZ	GLC300	6	Auction/Wholesale	Yes	\$ 33,500	\$ 33,500	99%	(\$1,715)	\$1,498
7	MP1587	2018	MERCEDES-BENZ	GKLA250	76	Auction/Wholesale	Yes	\$ 28,000	\$ 28,000	95%	(\$1,521)	\$5,663
8	ML0264B	2013	DODGE	JOURNEY	6	Trade on New	No	\$ 4,500	\$ 4,500	100%	\$350	\$0
9	MP1614	2018	MERCEDES-BENZ	E CLASS	6	Auction/Wholesale	Yes	\$ 44,500	\$ 44,300	98%	\$2,864	\$0
10	MP1602	2017	MERCEDES-BENZ	C300W4	7	Auction/Wholesale	Yes	\$ 28,500	\$ 28,500	98%	\$268	\$8,695
11	MP1570	2018	MERCEDES-BENZ	E400C4	8	Auction/Wholesale	Yes	\$ 47,000	\$ 46,500	91%	\$4,153	\$2,212
12	MP1541	2017	MERCEDES-BENZ	GLE350	142	Auction/Wholesale	Yes	\$ 36,500	\$ 36,000	94%	(\$1,475)	\$2,225
13	MP1592A	2009	FORD	FLEX	7	Trade on Used	No	\$ 4,450	\$ 4,450	90%	\$500	\$0
14	MP1541A	2004	TOYOTA	4RUNNER	8	Trade on New	No	\$ 3,650	\$ 3,650	98%	\$200	\$0
15	MP1605	2020	MERCEDES-BENZ	C CLASS	14	Auction/Wholesale	Yes	\$ 56,500	\$ 56,500	98%	\$880	\$1,293
16	MP1565	2017	MERCEDES-BENZ	C CLASS	11	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	91%	(\$1,740)	\$4,355
17	MM0176A	2017	BUICK	ENCORE	11	Trade on New	No	\$ 17,000	\$ 16,250	96%	\$278	\$0
18	MP1601A	2020	MERCEDES-BENZ	GLB250	12	Trade on New	Yes	\$ 40,500	\$ 40,500	98%	\$2,734	\$7,117
19	MP1622	2018	MERCEDES-BENZ	GLE	11	Auction/Wholesale	Yes	\$ 41,500	\$ 41,500	102%	(\$385)	\$0
20	MP1599A	2016	MERCEDES-BENZ	C CLASS	15	Trade on New	No	\$ 24,500	\$ 24,500	96%	(\$446)	\$6,020
21	MM0197A	2016	BMW	535XI	14	Trade on New	No	\$ 25,000	\$ 25,000	98%	\$1,342	\$3,094
22	MP1514C	2016	JEEP	COMPASS	15	Trade on Used	No	\$ 7,350	\$ 7,350	95%	\$754	\$0
23	MP1548A	2015	MERCEDES-BENZ	E400	17	Trade on New	No	\$ 28,000	\$ 28,000	102%	\$44	\$0
24	MP1618	2014	MERCEDES-BENZ	ML350	18	Street/Curb Buy	No	\$ 20,000	\$ 20,000	99%	\$3,086	\$324
25	MP1609A	2016	BMW	X4	18	Trade on New	No	\$ 23,000	\$ 23,000	94%	\$3,089	\$4,123
26	MP1534A	2017	ACURA	MDX	19	Trade on New	No	\$ 27,000	\$ 27,000	90%	(\$867)	\$788
27	MP1608A	2017	MERCEDES-BENZ	E300	16	Trade on New	Yes	\$ 25,000	\$ 21,000	98%	\$3,609	\$0
28	MP1584	2017	MERCEDES-BENZ	E300	19	Street/Curb Buy	Yes	\$ 33,500	\$ 33,500	98%	(\$2,171)	\$0
29	MP1613	2020	MERCEDES-BENZ	GHLC 300	21	Street/Curb Buy	Yes	\$ 44,500	\$ 44,500	101%	(\$189)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	27%
Total # Retail Units	37
Avg. Days to Sale	25.2
Avg. Advertised Price (Time of Sale)	\$ 31,607
Avg. Transaction Price	\$ 31,414
Avg. Market Price at 100%	\$ 32,703
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 193
Avg. Front-End Gross	\$ 806
Avg. Finance Gross	\$ 2,174
PUVR	\$ 2,980
Total Gross (Units & PUVR)	\$ 110,259
GROI	135%
% with Trade	27%
Avg. Over/Under Allowance	\$0



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	37	0
Avg. Days to Sale	25.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,607	#DIV/0!
Avg. Transaction Price	\$ 31,414	#DIV/0!
Avg. Market Price at 100%	\$ 32,703	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 193	#DIV/0!
Avg. Front-End Gross	\$ 806	#DIV/0!
Avg. Finance Gross	\$ 2,174	#DIV/0!
PUVR	\$ 2,980	#DIV/0!
Total Gross (Units & PUVR)	\$ 110,259	#DIV/0!
GROI	135%	#DIV/0!
% with Trade	27%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	37	0
Avg. Days to Sale	25.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,607	#DIV/0!
Avg. Transaction Price	\$ 31,414	#DIV/0!
Avg. Market Price at 100%	\$ 32,703	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 193	#DIV/0!
Avg. Front-End Gross	\$ 806	#DIV/0!
Avg. Finance Gross	\$ 2,174	#DIV/0!
PUVR	\$ 2,980	#DIV/0!
Total Gross (Units & PUVR)	\$ 110,259	#DIV/0!
GROI	135%	#DIV/0!
% with Trade	27%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	37	0
Avg. Days to Sale	25.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,607	#DIV/0!
Avg. Transaction Price	\$ 31,414	#DIV/0!
Avg. Market Price at 100%	\$ 32,703	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 193	#DIV/0!
Avg. Front-End Gross	\$ 806	#DIV/0!
Avg. Finance Gross	\$ 2,174	#DIV/0!
PUVR	\$ 2,980	#DIV/0!
Total Gross (Units & PUVR)	\$ 110,259	#DIV/0!
GROI	135%	#DIV/0!
% with Trade	27%	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	37	23
Avg. Days to Sale	25.2	32.0
Avg. Advertised Price (Time of Sale)	\$ 31,607	\$ 40,826
Avg. Transaction Price	\$ 31,414	\$ 40,548
Avg. Market Price at 100%	\$ 32,703	\$ 42,000
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 193	\$ 278
Avg. Front-End Gross	\$ 806	\$ 736
Avg. Finance Gross	\$ 2,174	\$ 2,757
PUVR	\$ 2,980	\$ 3,493
Total Gross (Units & PUVR)	\$ 110,259	\$ 80,331
GROI	135%	97%
% with Trade	27%	25%
Avg. Over/Under Allowance	0	0



No	
	14
	14.0
\$	16,407
\$	16,407
\$	17,087
	96%
	96%
\$	54
\$	922
\$	1,215
\$	2,138
\$	29,928
	335%
	14%
	0

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	37	27
Avg. Days to Sale	25.2	30.0
Avg. Advertised Price (Time of Sale)	\$ 31,607	\$ 38,241
Avg. Transaction Price	\$ 31,414	\$ 38,004
Avg. Market Price at 100%	\$ 32,703	\$ 39,298
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ 193	\$ 237
Avg. Front-End Gross	\$ 806	\$ 799
Avg. Finance Gross	\$ 2,174	\$ 2,646
PUVR	\$ 2,980	\$ 3,445
Total Gross (Units & PUVR)	\$ 110,259	\$ 93,020
GROI	135%	109%
% with Trade	27%	30%
Avg. Over/Under Allowance	0	0

No	
	10
	12.3
\$	13,620
\$	13,620
\$	14,416
	94%
	94%
\$	75
\$	827
\$	897
\$	1,724
\$	17,239
	370%
	20%
	0

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	37	12	4
% of Retail Units	100%	32%	11%
% Retailed of Non-New Franchise	27%	58%	75%
Avg. Days to Sale	25.2	13.1	13.8
Avg. Transaction Price	\$ 31,414	\$ 22,367	\$ 12,575
Avg. Transaction to Market %	96%	95%	95%
Avg. Transactional Discount	\$ 193	\$ 396	\$ -
Avg. Front End Gross	\$ 806	\$ 1,004	\$ 1,359
Avg. Finance Gross	\$ 2,174	\$ 2,150	\$ 667
PUVR	\$ 2,980	\$ 3,154	\$ 2,025
Total Gross (Units & PUVR)	\$ 110,259	\$ 37,846	\$ 8,100
GROI	135%	388%	422%
% with Trade	27%	17%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
5	16	0	0
14%	43%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
21.2	38.4	#DIV/0!	#DIV/0!
\$ 45,100	\$ 38,631	#DIV/0!	#DIV/0!
98%	96%	#DIV/0!	#DIV/0!
\$ 100	\$ 119	#DIV/0!	#DIV/0!
\$ 832	\$ 513	#DIV/0!	#DIV/0!
\$ 891	\$ 2,969	#DIV/0!	#DIV/0!
\$ 1,723	\$ 3,481	#DIV/0!	#DIV/0!
\$ 8,614	\$ 55,699	#DIV/0!	#DIV/0!
65%	84%	#DIV/0!	#DIV/0!
40%	38%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	37	32	0
% of Retail Units	100%	86%	0%
% Retailed of Non-New Franchise	27%	31%	#DIV/0!
Avg. Days to Sale	25.2	14.8	#DIV/0!
Avg. Transaction Price	\$ 31,414	\$ 31,594	#DIV/0!
Avg. Transaction to Market %	96%	96%	#DIV/0!
Avg. Transactional Discount	\$ 193	\$ 202	#DIV/0!
Avg. Front End Gross	\$ 806	\$ 1,132	#DIV/0!
Avg. Finance Gross	\$ 2,174	\$ 2,149	#DIV/0!
PUVR	\$ 2,980	\$ 3,281	#DIV/0!
Total Gross (Units & PUVR)	\$ 110,259	\$ 104,985	#DIV/0!
GROI	135%	253%	#DIV/0!
% with Trade	27%	25%	#DIV/0!
Avg. Over/Under Allowance	0	0	#DIV/0!



46-60 days	61-90 days	90+ days
0	3	2
0%	8%	5%
#DIV/0!	0%	0%
#DIV/0!	71.0	123.5
#DIV/0!	\$ 29,767	\$ 31,000
#DIV/0!	96%	91%
#DIV/0!	\$ 67	\$ 250
#DIV/0!	\$ (1,299)	\$ (1,242)
#DIV/0!	\$ 3,143	\$ 1,113
#DIV/0!	\$ 1,844	\$ (129)
#DIV/0!	\$ 5,532	\$ (258)
#DIV/0!	31%	-1%
#DIV/0!	33%	50%
#DIV/0!	0	0