

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
LAUREN MILLER	LAUREN MILLER	DAVE OCONNOR
GREG MABRY		CARSEN CORNELL
		GENE SMITH

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	NVA210131A	2015	Mercedes-Benz	S550	29	Trade on New	No	\$ 65,500	\$ 64,286	98%	\$3,006	\$0
2	NVA2200050A	2018	Rolls-Royce	WRAITH	8	Trade on New	No	\$ 299,000	\$ 287,500	100%	\$23,359	\$0
3	NVA220145	2022	BENTLEY	BENTAYGA	3	Other	No	\$ 258,230	\$ 258,230	100%	\$26,848	
4	NVA220135	2022	BENTLEY	BENTAYGA	12	Other	No	\$ 234,165	\$ 234,165	100%	\$26,741	\$3,465
5	NVA220073A	2022	BENTLEY	GT	49	Other	No	\$ 364,665	\$ 357,372	100%	\$34,051	
6	NVA220136	2022	BENTLEY	BENTAYGA	10	Other	No	\$ 252,795	\$ 252,795	100%	\$29,149	\$1,300
7	NVA220146	2022	BENTLEY	GTC SPEED	3	Other	No	\$ 237,795	\$ 350,000	100%	\$34,966	\$1,300
8	NVA220147	2022	BENTLEY	BENTAYGA	6	Other	No	\$ 243,165	\$ 243,165	100%	\$27,258	\$3,115
9	NVA190024	2019	BENTLEY	BENTAYGA	85	Street/Curb Buy	No	\$ 150,000	\$ 145,000	98%	\$21,861	\$0
10	LC077133A	2014	BENTLEY	GTC V8	77	Trade on Used	Yes	\$ 125,000	\$ 125,000	100%	\$21,324	\$0
11	NVA220069A	2021	BENTLEY	BENTAYGA	8	Trade on New	No	\$ 297,500	\$ 295,289	99%	\$18,759	\$0
12	MC089633A	2021	BENTLEY	GT	87	Trade on New	No	\$ 254,000	\$ 254,000	100%	\$13,396	\$676
13	GC051024	2016	BENTLEY	FLYING SPUR	161	Trade on Used	No	\$ 120,000	\$ 120,000	100%	\$12,300	\$0
14	NVA220069A	2020	BENTLEY	GTC	15	TRADE ON NEW	No	\$ 289,000	\$ 280,000	98%	\$12,500	\$0
15	GC055337	2016	BENTLEY	GTC	140	Street/Curb Buy	Yes	\$ 145,000	\$ 145,000	100%	\$4,847	\$10,455
16	NVA210069A	2020	BENTLEY	GT	47	Trade on New	No	\$ 225,000	\$ 225,000	100%	\$19,165	\$0
17	NVA220071	2018	Mercedes-Benz	SL63	9	Trade on New	No	\$ 115,000	\$ 115,000	95%	\$20,000	\$1,300
18	KC025299	2019	BENTLEY	BENTAYGA	151	Trade on New	No	\$ 161,000	\$ 160,000	100%	\$15,000	\$7,796
19	NVA22061	2022	BENTLEY	GTC	7	Other	No	\$ 291,180	\$ 291,180	100%	\$29,201	\$1,815
20	NVA22074	2022	BENTLEY	FLYING SPUR	19	Other	No	\$ 299,725	\$ 281,741	94%	\$13,487	\$0
21	NVA220069A	2022	BENTLEY	GTC	17	Other	No	\$ 285,280	\$ 285,280	100%	\$33,434	\$3,000
22	NVA220071	2022	BENTLEY	GTC	16	Other	No	\$ 381,065	\$ 381,065	100%	\$45,545	\$8,037
23	NVA220051	2022	Bentley	GT V8	23	Other	No	\$ 257,840	\$ 257,840	100%	\$23,797	\$7,744
24	NC092456	2022	BENTLEY	GT SPEED	10	Other	No	\$ 318,370	\$ 318,370	100%	\$37,636	\$6,736
25	NVA21056	2022	BENTLEY	BENTAYGA	7	Other	No	\$ 292,560	\$ 287,560	96%	\$26,101	\$0
26	NVA22109	2022	BENTLEY	BENTAYGA	11	Other	No	\$ 248,345	\$ 248,345	100%	\$28,585	\$1,815
27	NVA220095	2022	BENTLEY	GT SPEED	24	Other	No	\$ 353,035	\$ 353,035	100%	\$41,901	\$5,315
28	NVA220050	2022	BENTLEY	FLYING SPUR	30		No	\$ 268,060	\$ 268,060	100%	\$29,316	\$0
29	NVA220097	2022	BENTLEY	FLYING SPUR	23	Other	No	\$ 306,910	\$ 306,910	100%	\$36,211	\$1,815
30	NVA170010S	2017	BENTLEY	GTC	84	Trade on Used	No	\$ 184,000	\$ 184,000	100%	\$14,191	\$4,424

Scoreboard Totals

% Retailed of Non-Franchise Make	7%
Total # Retail Units	42
Avg. Days to Sale	36.6
Avg. Advertised Price (Time of Sale)	\$ 240,057
Avg. Transaction Price	\$ 241,118
Avg. Market Price at 100%	\$ 241,668
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (1,061)
Avg. Front-End Gross	\$ 24,088
Avg. Finance Gross	\$ 3,072
PUVR	\$ 26,293
Total Gross (Units & PUVR)	\$ 1,104,326
GROI	107%
% with Trade	45%
Avg. Over/Under Allowance	\$60



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	7%	#DIV/0!	#DIV/0!
Total # Retail Units	42	0	0
Avg. Days to Sale	36.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 240,057	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 241,118	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 241,668	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,061)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 24,088	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,072	#DIV/0!	#DIV/0!
PUVR	\$ 26,293	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,104,326	#DIV/0!	#DIV/0!
GROI	107%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	60	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	7%	#DIV/0!	#DIV/0!
Total # Retail Units	42	0	0
Avg. Days to Sale	36.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 240,057	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 241,118	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 241,668	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,061)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 24,088	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,072	#DIV/0!	#DIV/0!
PUVR	\$ 26,293	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,104,326	#DIV/0!	#DIV/0!
GROI	107%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	60	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	7%	#DIV/0!	#DIV/0!
Total # Retail Units	42	0	0
Avg. Days to Sale	36.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 240,057	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 241,118	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 241,668	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,061)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 24,088	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,072	#DIV/0!	#DIV/0!
PUVR	\$ 26,293	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,104,326	#DIV/0!	#DIV/0!
GROI	107%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	60	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	42	2	40
Avg. Days to Sale	36.6	108.5	33.0
Avg. Advertised Price (Time of Sale)	\$ 240,057	\$ 135,000	\$ 246,424
Avg. Transaction Price	\$ 241,118	\$ 135,000	\$ 246,424
Avg. Market Price at 100%	\$ 241,668	\$ 135,000	\$ 246,832
Avg. Price to Market % (Time of Sale)	99%	100%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ (1,061)	\$ -	\$ (1,114)
Avg. Front-End Gross	\$ 24,088	\$ 13,086	\$ 24,652
Avg. Finance Gross	\$ 3,072	\$ 5,228	\$ 2,952
PUVR	\$ 26,293	\$ 18,313	\$ 26,693
Total Gross (Units & PUVR)	\$ 1,104,326	\$ 36,626	\$ 1,067,700
GROI	107%	45%	118%
% with Trade	45%	50%	45%
Avg. Over/Under Allowance	60	0	63



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	42	36	3
Avg. Days to Sale	36.6	37.5	15.3
Avg. Advertised Price (Time of Sale)	\$ 240,057	\$ 254,181	\$ 155,595
Avg. Transaction Price	\$ 241,118	\$ 255,772	\$ 155,595
Avg. Market Price at 100%	\$ 241,668	\$ 255,659	\$ 162,296
Avg. Price to Market % (Time of Sale)	99%	99%	96%
Avg. Transaction to Market	100%	100%	96%
Avg. Transactional Discount	\$ (1,061)	\$ (1,591)	\$ 4,238
Avg. Front-End Gross	\$ 24,088	\$ 25,655	\$ 15,455
Avg. Finance Gross	\$ 3,072	\$ 3,385	\$ 433
PUVR	\$ 26,293	\$ 27,951	\$ 15,888
Total Gross (Units & PUVR)	\$ 1,104,326	\$ 1,006,240	\$ 47,665
GROI	107%	105%	240%
% with Trade	45%	3%	600%
Avg. Over/Under Allowance	60	69	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	42	9	4
% of Retail Units	100%	21%	10%
% Retailed of Non-New Franchise	7%	33%	0%
Avg. Days to Sale	36.6	48.6	89.0
Avg. Transaction Price	\$ 241,118	\$ 202,231	\$ 111,250
Avg. Transaction to Market %	100%	98%	100%
Avg. Transactional Discount	\$ (1,061)	\$ 2,769	\$ -
Avg. Front End Gross	\$ 24,088	\$ 15,660	\$ 12,093
Avg. Finance Gross	\$ 3,072	\$ 1,169	\$ 1,324
PUVR	\$ 26,293	\$ 16,829	\$ 13,416
Total Gross (Units & PUVR)	\$1,104,326	\$ 151,462	\$ 53,664
GROI	107%	62%	49%
% with Trade	45%	67%	25%
Avg. Over/Under Allowance	60	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	0	0	0
5%	0%	0%	0%
0%	#DIV/0!	#DIV/0!	#DIV/0!
112.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 145,000	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,500	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,354	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,228	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,582	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,163	#DIV/0!	#DIV/0!	#DIV/0!
41%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	26
0%	0%	62%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	18.8
#DIV/0!	#DIV/0!	\$ 280,916
#DIV/0!	#DIV/0!	101%
#DIV/0!	#DIV/0!	\$ (2,865)
#DIV/0!	#DIV/0!	\$ 29,691
#DIV/0!	#DIV/0!	\$ 4,112
#DIV/0!	#DIV/0!	\$ 32,028
#DIV/0!	#DIV/0!	\$ 832,721
#DIV/0!	#DIV/0!	218%
#DIV/0!	#DIV/0!	46%
#DIV/0!	#DIV/0!	96

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	42	29	1
% of Retail Units	100%	69%	2%
% Retailed of Non-New Franchise	7%	10%	0%
Avg. Days to Sale	36.6	14.8	34.0
Avg. Transaction Price	\$ 241,118	\$ 267,797	\$ 16,000
Avg. Transaction to Market %	100%	100%	98%
Avg. Transactional Discount	\$ (1,061)	\$ (2,167)	\$ -
Avg. Front End Gross	\$ 24,088	\$ 27,432	\$ 555
Avg. Finance Gross	\$ 3,072	\$ 2,979	\$ 870
PUVR	\$ 26,293	\$ 30,411	\$ 1,425
Total Gross (Units & PUVR)	\$ 1,104,326	\$ 881,910	\$ 1,425
GROI	107%	276%	94%
% with Trade	45%	41%	0%
Avg. Over/Under Allowance	60	86	0



46-60 days	61-90 days	90+ days
3	6	3
7%	14%	7%
0%	0%	0%
47.3	79.8	150.7
\$ 278,026	\$ 180,958	\$ 141,667
98%	99%	100%
\$ 4,098	\$ 833	\$ 333
\$ 24,285	\$ 17,305	\$ 10,716
\$ 5,659	\$ 1,170	\$ 6,084
\$ 29,944	\$ 18,475	\$ 16,799
\$ 89,833	\$ 110,852	\$ 50,398
82%	46%	28%
67%	67%	33%
0	0	0