

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	TLF237263	2020	TESLA	X	3	Trade on New	No	\$ 102,888	\$ 102,888	100%	\$17,104	\$4,018
2	TLF140500	2020	Mercedes-Benz	E53	4	Trade on Used	YES	\$ 89,991	\$ 89,443	99%	\$8,235	\$0
3	PJB201295	2018	Mercedes-Benz	GLE350	12	Street/Curb Buy	YES	\$ 41,498	\$ 41,498	100%	\$4,988	\$2,499
4	TJ5175857	2018	TOYOTA	4RUNNER	30	Trade on Used	No	\$ 38,288	\$ 37,788	98%	(\$2,918)	\$905
5	TJH268880	2018	Land Rover	EVOQUE	34	Trade on New	No	\$ 38,991	\$ 33,989	87%	\$3,487	\$1,727
6	PJU264295	2018	Mercedes-Benz	C300	50	Other	YES	\$ 35,988	\$ 33,988	94%	(\$2,872)	\$2,978
7	PJN515424	2018	Mercedes-Benz	VLA250	50	Other	No	\$ 33,998	\$ 29,998	88%	(\$1,646)	\$736
8	PK5105403	2019	Chevrolet	CORVETTE	17	Auction/Wholesale	No	\$ 62,991	\$ 59,842	95%	\$146	\$1,652
9	PJU240221	2018	Mercedes-Benz	C300	23	LBO OEM/Leasing Co.	Yes	\$ 35,991	\$ 34,231	95%	(\$2,359)	\$805
10	TKB025680	2019	HONDA	PILOT	63	Trade on Used	No	\$ 39,988	\$ 35,559	89%	\$769	\$1,064
11	LL3649047	2020	Mercedes-Benz	METRIS	2	Loaner	YES	\$ 30,400	\$ 30,400	100%	\$7,037	\$0
12	PJD049490	2018	AUDI	Q7		Auction/Wholesale	No	\$ 51,859	\$ 51,859	100%	(\$1,853)	\$4,353
13	PLA051057	2020	Mercedes-Benz	CLS450	64	Auction/Wholesale	Yes	\$ 75,988	\$ 72,987	96%	\$224	\$3,327
14	PJU246889	2018	Mercedes-Benz	C300	15	LBO OEM/Leasing Co.	Yes	\$ 35,991	\$ 34,491	96%	\$2,317	\$1,438
15	PKV127592	2019	Mercedes-Benz	GLC300	51	Auction/Wholesale	Yes	\$ 39,991	\$ 37,000	93%	(\$1,379)	\$1,383
16	TLA084435	2022	Mercedes-Benz	GLE450	22	Trade on New	Yes	\$ 79,588	\$ 79,000	99%	\$9,177	\$5,457
17	TL9C92514	2020	BMW	X3	11	Trade on New	No	\$ 44,028	\$ 44,028	100%	\$2,238	\$1,584
18	TBC015372	2011	BENTLEY	MULSANNE	9	Trade on New	No	\$ 99,799	\$ 93,999	96%	\$24,023	\$4,317
19	PMA050490	2021	Mercedes-Benz	S580	17	Auction/Wholesale	No	\$ 159,771	\$ 155,288	97%	\$4,052	\$4,477
20	PL5221102	2020	TOYOTA	4RUNNER	26	Auction/Wholesale	No	\$ 43,975	\$ 43,889	100%	(\$51)	\$275
21	TKB219407	2019	Mercedes-Benz	GLS450	42	Trade on Used	Yes	\$ 52,988	\$ 48,991	92%	\$2,114	\$3,567
22	PJB043097	2018	Mercedes-Benz	GLE350	29	Trade on New	Yes	\$ 38,988	\$ 38,988	100%	\$3,356	\$771
23	PKA050862	2019	HONDA	ACCORD	52	Auction/Wholesale	No	\$ 25,999	\$ 24,997	96%	(\$26)	\$2,966
24	PJR419788	2018	Mercedes-Benz	C300	31	Auction/Wholesale	Yes	\$ 33,482	\$ 33,565	100%	\$802	\$0
25	PHA898285	2017	Mercedes-Benz	GLE350	2	Auction/Wholesale	No	\$ 34,975	\$ 34,957	100%	\$5,265	\$3,030
26	PLGC79045	2020	FORD	EXPLORER	27	Auction/Wholesale	No	\$ 37,975	\$ 35,980	95%	(\$60)	\$1,895
27	T65204829	2006	FORD	MUSTANG	49	Trade on Used	No	\$ 8,991	\$ 8,998	100%	(\$1,755)	\$0

28	TKU296539	2019	Mercedes-Benz	C300	69	Trade on New	Yes	\$	41,400	\$	30,998	75%	(\$2,155)	\$2,485
29	TJU240920	2019	Mercedes-Benz	C300	48	Trade on New	Yes	\$	34,998	\$	29,000	83%	\$946	\$261
30	PJN602327	2018	Mercedes-Benz	CLA250	44	LBO OEM/Leasing Co.	Yes	\$	36,388	\$	35,998	99%	(\$2,758)	\$359
31	TGU168530	2016	Mercedes-Benz	C300	16	Trade on Used	No	\$	23,524	\$	23,524	100%	\$4,657	\$793
32	THB003545	2017	ACURA	MDX	18	Trade on New	No	\$	31,589	\$	31,589	100%	\$5,560	\$1,341
33	PKS509978	2019	DODGE	RAM	53	Auction/Wholesale	No	\$	29,288	\$	29,288	100%	\$1,864	\$2,893
34	PKF590919	2019	Mercedes-Benz	GLC350E	25	Auction/Wholesale	Yes	\$	47,599	\$	47,599	100%	(\$4,720)	\$1,184
35	PK5157657	2019	FORD	MUSTANG	53	Auction/Wholesale	No	\$	41,900	\$	35,492	85%	(\$606)	\$2,682
36	PKR461040	2019	Mercedes-Benz	C300	1	LBO Customer	No	\$	28,004	\$	28,004	100%	(\$86)	\$523
37	TC5697076	2012	Mercedes-Benz	SPRINTER	5	Trade on New	No	\$	32,088	\$	32,088	100%	\$6,052	\$391
38	PHA925623	2017	Mercedes-Benz	GLS450	1	LBO Customer	No	\$	39,555	\$	39,555	100%	(\$75)	\$0
39	PJA479004	2018	Mercedes-Benz	E300	34	Auction/Wholesale	Yes	\$	43,990	\$	43,990	100%	(\$1,832)	\$1,694
40	TGA661387	2016	Mercedes-Benz	GLE350	21	Trade on New	No	\$	31,891	\$	31,891	100%	\$9,396	\$496
41	THA301915	2017	Mercedes-Benz	S550	25	Trade on New	Yes	\$	65,589	\$	65,589	100%	\$3,559	\$2,407
42	PJU240405	2018	Mercedes-Benz	C300	35	Auction/Wholesale	Yes	\$	34,899	\$	34,899	100%	(\$1,327)	\$1,602
43	LLA754925	2020	Mercedes-Benz	E350	9	Loaner	Yes	\$	39,774	\$	36,200	91%	\$155	\$238
44	TJA360556	2018	Mercedes-Benz	E300	35	Trade on Used	Yes	\$	41,988	\$	38,988	93%	\$770	\$2,110
45	TKF572825	2019	Mercedes-Benz	GLC300C	21	Trade on New	Yes	\$	51,494	\$	49,500	96%	\$10,200	\$2,096
46	PJS242016	2018	TOYOTA	HIGHLANDER	60	Other	No	\$	29,988	\$	27,280	91%	(\$1,805)	\$0
47	PLF803794	2020	Mercedes-Benz	GLC300	50	LBO OEM/Leasing Co.	Yes	\$	53,998	\$	50,500	94%	(\$4,578)	\$2,426
48	TJU239958	2018	Mercedes-Benz	C300	44	Trade on Used	Yes	\$	31,994	\$	31,203	98%	\$5,479	\$500
49	PKF869913	2019	Mercedes-Benz	C63CS	169	Street/Curb Buy	No	\$	69,988	\$	63,117	90%	\$1,872	\$200
50	LLR570796	2020	Mercedes-Benz	C300	1	Loaner	Yes	\$	43,870	\$	35,991	82%	\$3,437	\$1,778
51	TER302935	2014	Mercedes-Benz	C250	7	Trade on Used	No	\$	14,991	\$	14,000	93%	\$6,210	\$403
52	PJJ425578	2018	Mercedes-Benz	GLA250	23	Auction/Wholesale	Yes	\$	30,989	\$	30,272	98%	\$8,283	\$0
53	TF9571216	2015	INFINITI	Q80	10	Trade on New	No	\$	28,988	\$	28,988	100%	\$11,198	\$1,460

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	160
Avg. Days to Sale	31.4
Avg. Advertised Price (Time of Sale)	\$ 49,628
Avg. Transaction Price	\$ 47,887
Avg. Market Price at 100%	\$ 51,525
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 1,741
Avg. Front-End Gross	\$ 1,825
Avg. Finance Gross	\$ 1,507
PUVR	\$ 3,331
Total Gross (Units & PUVR)	\$ 533,025
GROI	80%
% with Trade	38%
Avg. Over/Under Allowance	\$280



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	160	0	0
Avg. Days to Sale	31.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 49,628	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 47,887	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 51,525	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,741	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,825	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,507	#DIV/0!	#DIV/0!
PUVR	\$ 3,331	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 533,025	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	280	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	160	0	0
Avg. Days to Sale	31.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 49,628	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 47,887	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 51,525	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,741	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,825	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,507	#DIV/0!	#DIV/0!
PUVR	\$ 3,331	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 533,025	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	280	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	29%	#DIV/0!	#DIV/0!
Total # Retail Units	160	0	0
Avg. Days to Sale	31.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 49,628	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 47,887	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 51,525	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,741	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,825	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,507	#DIV/0!	#DIV/0!
PUVR	\$ 3,331	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 533,025	#DIV/0!	#DIV/0!
GROI	80%	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	280	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	160	84	76
Avg. Days to Sale	31.4	34.7	27.7
Avg. Advertised Price (Time of Sale)	\$ 49,628	\$ 52,889	\$ 44,423
Avg. Transaction Price	\$ 47,887	\$ 51,020	\$ 44,423
Avg. Market Price at 100%	\$ 51,525	\$ 54,981	\$ 47,795
Avg. Price to Market % (Time of Sale)	96%	96%	93%
Avg. Transaction to Market	93%	93%	93%
Avg. Transactional Discount	\$ 1,741	\$ 1,868	\$ 1,600
Avg. Front-End Gross	\$ 1,825	\$ 469	\$ 3,324
Avg. Finance Gross	\$ 1,507	\$ 1,642	\$ 1,357
PUVR	\$ 3,331	\$ 2,110	\$ 4,681
Total Gross (Units & PUVR)	\$ 533,025	\$ 177,256	\$ 355,769
GROI	80%	43%	137%
% with Trade	38%	48%	26%
Avg. Over/Under Allowance	280	241	359



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	160	114	46
Avg. Days to Sale	31.4	31.5	31.1
Avg. Advertised Price (Time of Sale)	\$ 49,628	\$ 50,448	\$ 45,878
Avg. Transaction Price	\$ 47,887	\$ 48,697	\$ 45,878
Avg. Market Price at 100%	\$ 51,525	\$ 52,409	\$ 49,482
Avg. Price to Market % (Time of Sale)	96%	96%	93%
Avg. Transaction to Market	93%	93%	93%
Avg. Transactional Discount	\$ 1,741	\$ 1,751	\$ 1,717
Avg. Front-End Gross	\$ 1,825	\$ 1,112	\$ 3,592
Avg. Finance Gross	\$ 1,507	\$ 1,509	\$ 1,502
PUVR	\$ 3,331	\$ 2,620	\$ 5,093
Total Gross (Units & PUVR)	\$ 533,025	\$ 298,730	\$ 234,295
GROI	80%	61%	129%
% with Trade	38%	35%	43%
Avg. Over/Under Allowance	280	214	497



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	160	36	38
% of Retail Units	100%	23%	24%
% Retailed of Non-New Franchise	29%	44%	45%
Avg. Days to Sale	31.4	24.3	31.3
Avg. Transaction Price	\$ 47,887	\$ 41,302	\$ 33,526
Avg. Transaction to Market %	93%	92%	91%
Avg. Transactional Discount	\$ 1,741	\$ 1,851	\$ 1,575
Avg. Front End Gross	\$ 1,825	\$ 5,617	\$ 2,315
Avg. Finance Gross	\$ 1,507	\$ 1,716	\$ 1,272
PUVR	\$ 3,331	\$ 7,333	\$ 3,587
Total Gross (Units & PUVR)	\$ 533,025	\$ 263,999	\$ 136,312
GROI	80%	263%	123%
% with Trade	38%	44%	26%
Avg. Over/Under Allowance	280	279	200



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	46	4	8
9%	29%	3%	5%
7%	22%	0%	0%
41.9	39.2	4.5	0.9
\$ 92,447	\$ 57,196	\$ 33,870	\$ 33,585
95%	95%	84%	100%
\$ 2,205	\$ 1,906	\$ 3,613	\$ (0)
\$ 3,454	\$ (611)	\$ 3,443	\$ (167)
\$ 1,175	\$ 1,829	\$ 841	\$ 449
\$ 4,629	\$ 1,217	\$ 4,283	\$ 282
\$ 64,806	\$ 56,000	\$ 17,132	\$ 2,253
43%	20%	1012%	345%
64%	33%	50%	0%
133	170	0	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
5	0	9
3%	0%	6%
0%	#DIV/0!	22%
33.8	#DIV/0!	42.6
\$ 43,430	#DIV/0!	\$ 39,380
92%	#DIV/0!	94%
\$ 2,039	#DIV/0!	\$ 989
\$ (1,734)	#DIV/0!	\$ (2,469)
\$ 1,442	#DIV/0!	\$ 1,800
\$ (292)	#DIV/0!	\$ (669)
\$ (1,459)	#DIV/0!	\$ (6,018)
-7%	#DIV/0!	-14%
40%	#DIV/0!	67%
50	#DIV/0!	1,083

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	160	84	31
% of Retail Units	100%	53%	19%
% Retailed of Non-New Franchise	29%	30%	23%
Avg. Days to Sale	31.4	15.2	38.0
Avg. Transaction Price	\$ 47,887	\$ 49,144	\$ 45,720
Avg. Transaction to Market %	93%	95%	93%
Avg. Transactional Discount	\$ 1,741	\$ 1,196	\$ 2,136
Avg. Front End Gross	\$ 1,825	\$ 3,553	\$ 1,165
Avg. Finance Gross	\$ 1,507	\$ 1,450	\$ 1,475
PUVR	\$ 3,331	\$ 5,003	\$ 2,640
Total Gross (Units & PUVR)	\$ 533,025	\$ 420,229	\$ 81,849
GROI	80%	241%	55%
% with Trade	38%	37%	39%
Avg. Over/Under Allowance	280	151	483



46-60 days	61-90 days	90+ days
31	11	1
19%	7%	1%
35%	18%	0%
52.8	66.3	169.0
\$ 37,378	\$ 72,624	\$ 63,117
89%	87%	81%
\$ 2,231	\$ 3,259	\$ 6,871
\$ (988)	\$ (1,052)	\$ 1,872
\$ 1,598	\$ 1,768	\$ 200
\$ 610	\$ 716	\$ 2,072
\$ 18,924	\$ 7,876	\$ 2,072
11%	5%	7%
35%	55%	0%
318	471	#DIV/0!