

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Brandon Barbaro	Robert Grimmett	Robert Grimmett
Walter Reed	Ray Charles Andrews	Ray Charles Andrews
Zane Dickey	Matt Williams	Matt Williams
Jeremy Trest	Shay Moore	Shay Moore
	Hana Ross	Hana Ross
	Cierra Nelson	Cierra Nelson
	Mercedes Lopez	Mercedes Lopez
	Tom Bartle	Tom Bartle
	David Lievrouw	David Lievrouw
	Kevin Watson	Kevin Watson
	D'Angalo Jackson	D'Angalo Jackson
	Beaux Benson	Beaux Benson
	Marin Kovacevic	Marin Kovacevic
	Jason Camacho	Jason Camacho
	Travis Cornett	Travis Cornett
	Miguel Carreon	Miguel Carreon
	Rami Alnajjar	Rami Alnajjar
	Scott Shaw	Scott Shaw
	Chris Rupert	Chris Rupert
	Judy Chung	Judy Chung

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	PKA684719	2019	Mercedes-Benz	E450	13	Auction/Wholesale	Yes	\$ 59,991	\$ 59,991	102%	\$1,416	\$450	Mercedes Lopez	Zane Dickey	Mercedes Lopez	No	\$0
2	EMA479632	2021	Mercedes-Benz	GLS450	9	Trade on New	Yes	\$ 82,991	\$ 82,400	93%	\$488	\$0	Shay Moore	Brandon Barbaro	Shay Moore	Yes	(\$2,000)
3	TKB206197	2019	Mercedes-Benz	GLE400	28	Trade on New	Yes	\$ 48,991	\$ 48,491	92%	\$2,216	\$1,330	Shay Moore	Walter Reed	Shay Moore	Yes	\$0
4	TEA126706	2014	Honda	ACCORD	24	Trade on Used	No	\$ 15,991	\$ 15,991	100%	\$2,684	\$805	Beaux Benson	Zane Dickey	Beaux Benson	Yes	\$0
5	TGA661819	2016	Land Rover	RR	43	Trade on Used	No	\$ 45,888	\$ 44,888	102%	\$2,152	\$2,179	Travis Cornett	Walter Reed	Travis Cornett	Yes	(\$2,000)
6	TJJ530995	2018	Mercedes-Benz	GLA250	30	Trade on New	Yes	\$ 29,991	\$ 30,491	97%	\$1,844	\$408	Beaux Benson	Walter Reed	Beaux Benson	Yes	\$0
7	TF5007202	2015	Lexus	RC 350	55	Trade on Used	No	\$ 34,477	\$ 34,477	98%	\$1,197	\$812	David Lievrouw	Zane Dickey	David Lievrouw	Yes	\$0
8	TLGL28619	2020	Lincoln	AVIATOR	10	Trade on New	No	\$ 64,991	\$ 64,991	104%	\$10,611	\$1,158	Cierra Nelson	Walter Reed	Cierra Nelson	Yes	\$2,000
9	THN046331	2017	Audi	A4	31	Trade on Used	No	\$ 27,991	\$ 26,991	99%	\$2,101	\$2,924	Cierra Nelson	Brandon Barbaro	Cierra Nelson	Yes	\$0
10	PJU274453	2018	Mercedes-Benz	C300	31	Street/Curb Buy	Yes	\$ 34,991	\$ 34,991	104%	\$3,540	\$2,636	Robert Grimmett	Brandon Barbaro	Robert Grimmett	No	\$0
11	TJC223479	2018	Jeep	GRAND CHEROKE	25	Trade on Used	No	\$ 34,991	\$ 32,650	101%	\$4,354	\$885	Matt Williams	Brandon Barbaro	Matt Williams	Yes	\$0
12	PHZ133239	2017	GMC	ACADIA	12	Auction/Wholesale	No	\$ 33,991	\$ 33,991	108%	\$1,466	\$0	D'Angalo Jackson	Brandon Barbaro	D'Angalo Jackson	No	\$500
13	TKB210851	2019	Mercedes-Benz	GLE400	15	Trade on Used	Yes	\$ 51,991	\$ 51,000	100%	\$3,041	\$1,480	Matt Williams	Brandon Barbaro	Matt Williams	Yes	\$0
14	PKV145682	2019	Mercedes-Benz	GLC300	8	Street/Curb Buy	Yes	\$ 39,991	\$ 39,000	99%	\$2,287	\$1,218	Matt Williams	Brandon Barbaro	Matt Williams	No	\$0
15	PLR547045	2020	Mercedes-Benz	C300	0	Street/Curb Buy	Yes	\$ 40,991	\$ 40,199	100%	(\$920)	\$1,535	D'Angalo Jackson	Walter Reed	D'Angalo Jackson	No	\$0
16	TMA521924	2021	Mercedes-Benz	GLE63	17	Trade on New	No	\$ 164,991	\$ 148,200	112%	\$15,937	\$5,026	Miguel Carreon	Walter Reed	Miguel Carreon	Yes	\$0
17	TJA110511	2018	Audi	S5	12	Trade on New	No	\$ 44,991	\$ 42,500	98%	\$553	\$153	Hana Ross	Brandon Barbaro	Hana Ross	Yes	\$0
18	TMA257421	2021	Mercedes-Benz	GLE53C4	16	Trade on Used	Yes	\$ 96,991	\$ 96,991	100%	\$2,665	\$3,795	Chris Rupert	Walter Reed	Chris Rupert	Yes	\$0
19	TJW746406	2018	Toyota	RAV 4	37	Trade on Used	No	\$ 31,991	\$ 31,491	111%	\$229	\$990	Hana Ross	Brandon Barbaro	Hana Ross	Yes	\$0
20	TMR114833	2021	GMC	YUKON SLT	5	Trade on Used	No	\$ 70,991	\$ 70,991	97%	\$4,055	\$0	Ray Charles Andr	Brandon Barbaro	Ray Charles Andrew	Yes	\$0
21	PLF137564	2020	Mercedes-Benz	E450	42	Street/Curb Buy	Yes	\$ 85,991	\$ 85,991	100%	\$2,223	\$0	Shay Moore	Brandon Barbaro	Shay Moore	No	\$0
22	TGU175522	2016	Mercedes-Benz	C300	20	Trade on Used	No	\$ 24,991	\$ 24,991	104%	\$5,191	\$2,396	Robert Grimmett	Brandon Barbaro	Robert Grimmett	Yes	\$0
23	TEKF36392	2014	Ford	F-150	3	Trade on Used	No	\$ 18,991	\$ 18,000	100%	\$2,542	\$448	D'Angalo Jackson	Walter Reed	D'Angalo Jackson	Yes	\$0
24	TK2003992	2019	Lexus	UX 200	47	Trade on New	No	\$ 34,991	\$ 34,000	98%	\$4,394	\$3,398	Ray Charles Andr	Brandon Barbaro	Ray Charles Andrew	Yes	\$0
25	TKN739740	2019	Mercedes-Benz	CLA250	8	Trade on New	Yes	\$ 29,991	\$ 29,991	90%	\$1,553	\$1,568	Mercedes Lopez	Walter Reed	Mercedes Lopez	Yes	\$0
26																	
27	TGN310245	2016	Mercedes-Benz	CLA250W4	17	Trade on New	Yes	\$ 26,991	\$ 26,951	107%	(\$1,555)	\$755	David Lievrouw	Brandon Barbaro	David Lievrouw	Yes	\$0
28	TGB171861	2016	Mercedes-Benz	E350W	3	Trade on Used	No	\$ 25,991	\$ 25,491	91%	\$2,294	\$0	Scott Shaw	Walter Reed	Scott Shaw	Yes	\$0
29	THC396235	2017	Nissan	MAXIMA	9	Trade on New	No	\$ 29,991	\$ 29,491	112%	\$2,404	\$0	Scott Shaw	Brandon Barbaro	Scott Shaw	Yes	\$0
30	TMR159523	2021	Cadillac	ESCALADE	18	Trade on New	No	\$ 119,991	\$ 119,991	99%	\$7,335	\$0	David Lievrouw	Walter Reed	David Lievrouw	Yes	(\$5,000)
31	TJ5000372	2018	Lexus	LS500	80	Trade on New	No	\$ 63,777	\$ 63,777	92%	\$1,462	\$350	Hana Ross	Walter Reed	Hana Ross	Yes	\$0
32	TKA443204	2019	Mercedes-Benz	S560	31	Trade on New	Yes	\$ 85,991	\$ 85,991	94%	\$5,800	\$800	Travis Cornett	Brandon Barbaro	Travis Cornett	Yes	\$0
33	TES676609	2014	Cadillac	SRX	26	Trade on New	No	\$ 21,991	\$ 20,491	122%	\$3,779	\$350	Mercedes Lopez	Brandon Barbaro	Mercedes Lopez	Yes	\$0
34	PKB229564	2019	Mercedes-Benz	GLS450 W4	51	Auction/Wholesale	Yes	\$ 67,888	\$ 67,888	105%	(\$2,827)	\$2,588	Cierra Nelson	Brandon Barbaro	Cierra Nelson	No	\$1,165
35	TA9132609	2010	Chevrolet	CAMARO	15	Trade on Used	No	\$ 22,991	\$ 22,500	93%	\$4,635	\$413	Tom Bartle	Zane Dickey	Tom Bartle	Yes	\$0
36	TJA390704	2018	Mercedes-Benz	E400W4	12	Trade on New	Yes	\$ 51,991	\$ 51,991	100%	\$5,546	\$796	D'Angalo Jackson	Walter Reed	D'Angalo Jackson	Yes	\$0
37	PKU292313	2019	Mercedes-Benz	C300	23	Street/Curb Buy	Yes	\$ 36,991	\$ 36,991	95%	\$1,270	\$0	Ray Charles Andr	Brandon Barbaro	Ray Charles Andrew	No	\$0
38	PKW162950	2019	Volkswagen	GOLF R	53	Auction/Wholesale	No	\$ 40,777	\$ 40,677	92%	\$4,565	\$2,063	Cierra Nelson	Walter Reed	Cierra Nelson	No	\$0
39	PGL216393	2016	Jeep	WRANGLER UNLIT	4	Auction/Wholesale	No	\$ 30,991	\$ 30,491	85%	\$636	\$2,247	Robert Grimmett	Brandon Barbaro	Robert Grimmett	No	\$0
40	PKX315591	2019	Mercedes-Benz	G63W4	14	Street/Curb Buy	No	\$ 18,991	\$ 18,000	100%	\$4,779	\$3,836	Beaux Benson	Brandon Barbaro	Beaux Benson	No	(\$4,000)
41	TFL678673	2015	Jeep	WRANGLER UNLIT	13	Trade on Used	No	\$ 34,991	\$ 34,991	100%	\$6,443	\$175	Rami Alnajjar	Walter Reed	Rami Alnajjar	Yes	\$0
42	TEF247012	2014	Mercedes-Benz	E350C	11	Trade on Used	No	\$ 25,991	\$ 25,991	110%	\$1,283	\$1,410	Hana Ross	Brandon Barbaro	Hana Ross	Yes	\$0
43	PHR400222	2017	Chevrolet	TAHOE	8	Auction/Wholesale	No	\$ 41,991	\$ 41,791	97%	(\$609)	\$3,001	Beaux Benson	Walter Reed	Beaux Benson	No	(\$1,000)
44	TJB172426	2018	Mercedes-Benz	GLE350	17	Trade on New	Yes	\$ 39,991	\$ 39,487	98%	\$2,151	\$400	Cierra Nelson	Brandon Barbaro	Cierra Nelson	Yes	\$0
45	TG4192035	2016	Lexus	LX570	30	Trade on Used	No	\$ 62,977	\$ 62,977	98%	\$1,477	\$1,160	Mercedes Lopez	Walter Reed	Mercedes Lopez	Yes	\$0
46	TKB220372	2019	Mercedes-Benz	GLS450W4	85	Trade on New	Yes	\$ 56,777	\$ 56,777	96%	\$2,242	\$1,218	David Lievrouw	Zane Dickey	David Lievrouw	Yes	\$0

47	PJV033998	2018	Mercedes-Benz	GLC300	5	Street/Curb Buy	No	\$ 22,991	\$ 22,432	100%	(\$75)	\$2,804	Tom Bartle	Zane Dickey	Tom Bartle	No	\$0
48	PHA197325	2017	Mercedes-Benz	CLS550	62	Auction/Wholesale	Yes	\$ 49,777	\$ 47,891	102%	(\$5,620)	\$3,381	Mercedes Lopez	Walter Reed	Mercedes Lopez	No	\$0
49	TKU284773	2019	Mercedes-Benz	C300	27	Trade on New	Yes	\$ 38,991	\$ 38,491	97%	\$5,801	\$3,408	Tom Bartle	Walter Reed	Tom Bartle	Yes	\$0
50	ENW046391	2022	Toyota	GR SUPRA	3	Trade on New	No	\$ 59,991	\$ 59,991	103%	\$8,085	\$2,393	David Lievrouw	Walter Reed	David Lievrouw	Yes	\$0
51	PLH102468	2020	Dodge	CHARGER	12	Auction/Wholesale	No	\$ 34,991	\$ 33,785	111%	\$60	\$0	Robert Grimmett	Walter Reed	Robert Grimmett	No	\$0
52	TMU331935	2021	Hyundai	TUCSON	71	Trade on Used	No	\$ 33,477	\$ 33,272	96%	\$295	\$0	Robert Grimmett	Walter Reed	Robert Grimmett	Yes	\$0
53	PK3483625	2019	Subaru	ASCENT	14	Auction/Wholesale	No	\$ 43,991	\$ 41,775	108%	(\$1,350)	\$0	Robert Grimmett	Walter Reed	Robert Grimmett	No	\$0
54	PK1353024	2019	Volvo	XC60	14	Auction/Wholesale	No	\$ 40,991	\$ 39,771	99%	\$46	\$0	Robert Grimmett	Walter Reed	Robert Grimmett	No	\$0
55	TH5G85291	2017	BMW	M3	61	Trade on Used	No	\$ 54,888	\$ 54,888	95%	\$2,944	\$2,217	Shay Moore	Brandon Barbaro	Shay Moore	Yes	\$0
56	TH5048751	2017	Lexus	IS200T	7	Trade on Used	No	\$ 29,991	\$ 33,991	98%	\$7,674	\$920	Robert Grimmett	Walter Reed	Robert Grimmett	Yes	\$0
57	PGK578776	2016	BMW	M4 GTS C	6	Street/Curb Buy	No	\$ 99,991	\$ 99,991	86%	\$20,035	\$3,388	David Lievrouw	Zane Dickey	David Lievrouw	No	\$0
58	PJA351294	2018	Jaguar	F-PACE	13	Auction/Wholesale	No	\$ 38,991	\$ 38,991	95%	\$736	\$1,646	Beaux Benson	Zane Dickey	Beaux Benson	No	\$0
59	PJ5602682	2018	Lincoln	CONTINENTAL	13	Auction/Wholesale	No	\$ 31,991	\$ 31,991	93%	\$1,579	\$2,459	David Lievrouw	Brandon Barbaro	David Lievrouw	No	\$0
60	LLW045837	2020	Mercedes-Benz	A220	34	Loaner	Yes	\$ 38,991	\$ 34,777	90%	\$2,235	\$1,417	Tom Bartle	Brandon Barbaro	Tom Bartle	No	\$1,000
61	TJA418401	2018	Mercedes-Benz	S560	11	Trade on New	Yes	\$ 76,991	\$ 76,991	94%	\$2,522	\$1,956	Cierra Nelson	Brandon Barbaro	Cierra Nelson	Yes	\$0
62	TJB008321	2018	Mercedes-Benz	GLS63	38	Trade on New	Yes	\$ 68,777	\$ 68,777	89%	\$2,823	\$1,895	Matt Williams	Brandon Barbaro	Matt Williams	Yes	\$0
63	PLF364108X	2020	Tesla	MODEL S	53	Street/Curb Buy	No	\$ 90,377	\$ 90,000	97%	\$7,488	\$1,215	Matt Williams	Brandon Barbaro	Matt Williams	No	\$0
64	TJR402445	2018	Mercedes-Benz	C300	20	Trade on New	Yes	\$ 34,991	\$ 34,991	95%	\$2,698	\$0	Chris Rupert	Walter Reed	Chris Rupert	Yes	\$0
65	PJA364868	2018	Mercedes-Benz	S450	0	Street/Curb Buy	Yes	\$ 53,991	\$ 53,522	100%	(\$936)	\$5,371	Mercedes Lopez	Walter Reed	Mercedes Lopez	No	\$0
66	PKF833725	2019	Mercedes-Benz	C300	1	Street/Curb Buy	No	\$ 27,991	\$ 27,934	100%	(\$75)	\$200	Tom Bartle	Brandon Barbaro	Tom Bartle	No	\$0
67	TJR292289	2018	GMC	YUKON	18	Trade on Used	No	\$ 58,991	\$ 57,246	100%	\$1,216	\$241	Shay Moore	Brandon Barbaro	Shay Moore	Yes	\$0
68	THA989375	2017	Mercedes-Benz	GLE43 AMG	0	Trade on New	No	\$ 40,991	\$ 40,375	100%	\$600	\$0	Travis Cornett	Brandon Barbaro	Travis Cornett	Yes	\$0
69	TFU553602	2015	Toyota	CAMRY	24	Trade on New	No	\$ 17,991	\$ 17,991	100%	\$2,420	\$399	Matt Williams	Brandon Barbaro	Matt Williams	Yes	\$0
70	PJEB80070	2018	Ford	F-250SD	0	Street/Curb Buy	No	\$ 66,991	\$ 66,000	100%	\$425	\$2,300	Miguel Carreon	Brandon Barbaro	Miguel Carreon	No	\$0
71	PJA393005	2018	Mercedes-Benz	S560	0	Street/Curb Buy	No	\$ 55,991	\$ 55,772	100%	\$1,495	\$0	Travis Cornett	Brandon Barbaro	Travis Cornett	No	\$0
72	TJU264658	2018	Mercedes-Benz	C300	32	Trade on Used	Yes	\$ 35,991	\$ 35,991	98%	\$1,931	\$1,977	Robert Grimmett	Walter Reed	Robert Grimmett	Yes	\$0
73	TKV130932	2019	Mercedes-Benz	GLC300 W4	28	Trade on Used	Yes	\$ 40,991	\$ 40,991	92%	\$5,240	\$3,104	Matt Williams	Walter Reed	Matt Williams	Yes	\$500
74	PKF569584	2019	Mercedes-Benz	GLC 300	1	Street/Curb Buy	No	\$ 32,991	\$ 32,859	100%	(\$75)	\$0	Miguel Carreon	Walter Reed	Miguel Carreon	No	\$0
75	LMV308030	2021	Mercedes-Benz	GLC	5	Loaner	Yes	\$ 37,991	\$ 37,050	100%	\$487	\$700	Miguel Carreon	Walter Reed	Miguel Carreon	No	\$0
76	PKA036133	2019	Mercedes-Benz	S560A	43	Street/Curb Buy	Yes	\$ 118,777	\$ 118,777	96%	\$11,846	\$3,950	David Lievrouw	Brandon Barbaro	David Lievrouw	No	\$0
77	TJ5198328	2018	Lexus	GX460	55	Trade on Used	No	\$ 41,777	\$ 41,777	92%	\$376	\$1,744	Robert Grimmett	Zane Dickey	Robert Grimmett	Yes	\$0
78	TKM515232	2019	Infiniti	Q50	49	Trade on Used	No	\$ 34,477	\$ 37,127	96%	\$374	\$0	Mercedes Lopez	Walter Reed	Mercedes Lopez	Yes	\$0
79	TLEE05711	2020	Ford	F-350	49	Trade on New	No	\$ 74,991	\$ 74,250	92%	\$7,651	\$0	Scott Shaw	Walter Reed	Scott Shaw	Yes	\$0
80	TLU042569	2020	Toyota	CAMRY	63	Trade on Used	No	\$ 34,177	\$ 34,177	87%	(\$478)	\$1,858	Mercedes Lopez	Zane Dickey	Mercedes Lopez	Yes	\$0
81	PKV149851	2019	Mercedes-Benz	GLC 300	7	Street/Curb Buy	Yes	\$ 31,991	\$ 31,546	100%	\$1,226	\$1,655	Matt Williams	Brandon Barbaro	Matt Williams	No	\$0
82	PJJ468148	2018	Mercedes-Benz	GLA 250	43	Street/Curb Buy	No	\$ 27,777	\$ 27,777	95%	\$2,018	\$0	Ray Charles Andr	Brandon Barbaro	Ray Charles Andrew	No	\$500
83	TJR402392	2018	Mercedes-Benz	C300	5	Trade on New	Yes	\$ 34,991	\$ 34,991	104%	\$4,261	\$1,457	Mercedes Lopez	Brandon Barbaro	Mercedes Lopez	Yes	\$0
84	TLEA66697	2020	Ford	EXPEDITION MAX	38	Trade on New	No	\$ 64,777	\$ 64,777	90%	\$3,015	\$7,497	David Lievrouw	Zane Dickey	David Lievrouw	Yes	\$0
85	TFL611204	2015	Jeep	WRANGLER UNLIT	11	Trade on New	No	\$ 36,991	\$ 34,000	90%	\$163	\$719	Shay Moore	Brandon Barbaro	Shay Moore	Yes	\$0
86	PLF169514	2020	Mercedes-Benz	SLC300	33	Street/Curb Buy	Yes	\$ 56,777	\$ 55,112	95%	\$1,173	\$0	Shay Moore	Walter Reed	Shay Moore	No	\$1,000
87	PKA520365	2019	Mercedes-Benz	E63	10	Street/Curb Buy	No	\$ 61,991	\$ 61,988	100%	(\$75)	\$200	Tom Bartle	Zane Dickey	Tom Bartle	No	\$0
88	TMW122267	2021	Mercedes-Benz	GLB250	11	Trade on Used	Yes	\$ 44,991	\$ 44,991	95%	\$1,069	\$3,477	D'Angalo Jackson	Brandon Barbaro	D'Angalo Jackson	Yes	\$0
89	TLF714893	2020	Mercedes-Benz	GLC300	45	Trade on New	Yes	\$ 43,377	\$ 43,377	97%	(\$831)	\$1,464	Cierra Nelson	Walter Reed	Cierra Nelson	Yes	\$0
90	TH3297648	2017	Mercedes-Benz	METRIS	11	Trade on New	No	\$ 29,991	\$ 29,991	92%	\$7,654	\$543	Shay Moore	Walter Reed	Shay Moore	Yes	\$0
91	TM2179294	2021	Lexus	NX300	28	Trade on New	No	\$ 41,991	\$ 40,991	98%	(\$660)	\$0	Tom Bartle	Zane Dickey	Tom Bartle	Yes	\$0
92	TL5762997	2020	Toyota	4RUNNER	42	Trade on New	No	\$ 54,991	\$ 53,500	89%	\$6,861	\$3,644	Mercedes Lopez	Brandon Barbaro	Mercedes Lopez	Yes	\$0
93	EKX302989	2019	Mercedes-Benz	G550W4	14	Trade on New	Yes	\$ 165,991	\$ 165,991	91%	\$9,912	\$3,640	Matt Williams	Walter Reed	Matt Williams	Yes	(\$2,000)
94	TGA244646	2016	Mercedes-Benz	S550	27	Trade on New	Yes	\$ 56,991	\$ 56,991	105%	\$4,905	\$1,050	Tom Bartle	Walter Reed	Tom Bartle	Yes	(\$1,736)
95	TLX338397	2020	Mercedes-Benz	G550	16	Trade on New	Yes	\$ 190,991	\$ 190,991	100%	\$39,923	\$13,836	Judy Chung	Walter Reed	Judy Chung	Yes	\$7,500
96	PJU280725	2018	Mercedes-Benz	C300	0	Street/Curb Buy	No	\$ 26,991	\$ 26,747	100%	(\$925)	\$443	Marin Kovacevic	Walter Reed	Marin Kovacevic	No	\$0
97	EJA101212	2018	Mercedes-Benz	GLE43C4	10	Trade on New	Yes	\$ 68,991	\$ 66,777	100%	\$4,178	\$100	David Lievrouw	Brandon Barbaro	David Lievrouw	Yes	\$0
98	PKA152123	2019	Mercedes-Benz	GLE43 AMG	5	Street/Curb Buy	Yes	\$ 75,991	\$ 74,991	97%	\$799	\$4,775	Ray Charles Andr	Brandon Barbaro	Ray Charles Andrew	No	(\$500)

99	TJF475404	2018	Mercedes-Benz	GLC63CS	13	Trade on Used	Yes	\$ 75,991	\$ 75,000	100%	\$3,902	\$3,204	Tom Bartle	Zane Dickey	Tom Bartle	Yes	\$1,000
100	TLA259190	2020	Land Rover	RR VELAR	9	Trade on New	No	\$ 69,991	\$ 69,500	104%	\$6,395	\$5,275	Tom Bartle	Zane Dickey	Tom Bartle	Yes	\$0
101	PHU212581	2017	Mercedes-Benz	C300	62	Auction/Wholesale	Yes	\$ 28,880	\$ 28,880	97%	(\$4,052)	\$0	Mercedes Lopez	Brandon Barbaro	Mercedes Lopez	No	\$0
102	TLA164986	2020	Mercedes-Benz	GLS450W4	7	Trade on New	Yes	\$ 67,991	\$ 67,991	88%	\$2,721	\$968	Ray Charles Andr	Zane Dickey	Ray Charles Andrew	Yes	\$0
103	PJ421235	2018	Mercedes-Benz	GLA250	3	Street/Curb Buy	Yes	\$ 26,991	\$ 26,952	100%	\$2,879	\$3,170	D'Angalo Jackson	Zane Dickey	D'Angalo Jackson	No	\$0
104	PMX371988	2021	Mercedes-Benz	G63 AMG	103	Auction/Wholesale	Yes	\$ 265,777	\$ 259,000	100%	(\$2,574)	\$2,321	Robert Grimmett	Brandon Barbaro	Robert Grimmett	No	\$0
105	TLN083719	2020	Mercedes-Benz	CLA250W4	11	Trade on New	Yes	\$ 41,991	\$ 41,991	100%	\$1,501	\$3,484	Tom Bartle	Zane Dickey	Tom Bartle	Yes	\$0
106	PJV038964	2018	Mercedes-Benz	GLC		Street/Curb Buy	Yes	\$ 26,991	\$ 26,489	100%	(\$756)	\$0	Hana Ross	Walter Reed	Hana Ross	No	\$0
107																	
108	PKF055244	2019	Mercedes-Benz	SL450R	7	Auction/Wholesale	Yes	\$ 82,991	\$ 82,491	100%	\$14,816	\$0	Robert Grimmett	Walter Reed	Robert Grimmett	No	\$0
109	TGS292315	2016	Toyota	HIGHLANDER	7	Trade on New	No	\$ 32,991	\$ 30,991	100%	\$3,068	\$0	Matt Williams	Walter Reed	Matt Williams	Yes	(\$1,165)
110	TLA072835	2020	Mercedes-Benz	GLE450W4	16	Trade on New	Yes	\$ 68,991	\$ 68,991	95%	\$4,399	\$3,178	David Lievrouw	Zane Dickey	David Lievrouw	Yes	\$0
111	TGC032805	2016	Lexus	RX350	40	Trade on Used	No	\$ 31,777	\$ 30,239	96%	\$781	\$290	Cierra Nelson	Walter Reed	Cierra Nelson	Yes	\$0
112	PLF843655	2020	Mercedes-Benz	GLC300W4	55	Auction/Wholesale	Yes	\$ 49,777	\$ 49,777	100%	\$527	\$1,285	Tom Bartle	Walter Reed	Tom Bartle	No	\$6,000
113	TH5112876	2017	Chevrolet	CORVETTE	47	Trade on Used	No	\$ 61,777	\$ 61,777	96%	\$1,926	\$475	Mercedes Lopez	Walter Reed	Mercedes Lopez	Yes	\$1,000
114	PJV041740	2018	Mercedes-Benz	GLC300W	0	Street/Curb Buy	Yes	\$ 23,991	\$ 23,570	100%	(\$520)	\$1,699	D'Angalo Jackson	Walter Reed	D'Angalo Jackson	No	\$0
115	PKA138626	2019	Mercedes-Benz	GLE43	13	Street/Curb Buy	Yes	\$ 69,991	\$ 69,991	98%	\$927	\$768	Ray Charles Andr	Brandon Barbaro	Ray Charles Andrew	No	\$0
116	PJU278858	2018	Mercedes-Benz	C300W4	64	Auction/Wholesale	Yes	\$ 37,407	\$ 37,407	101%	(\$1,783)	\$4,167	Cierra Nelson	Walter Reed	Cierra Nelson	No	\$5,000
117	PJR401715	2018	Mercedes-Benz	C300	0	Street/Curb Buy	Yes	\$ 27,991	\$ 27,290	100%	(\$925)	\$1,289	Marin Kovacevic	Walter Reed	Marin Kovacevic	No	\$0
118	PKF850107	2019	Mercedes-Benz	C300	54	Auction/Wholesale	Yes	\$ 49,777	\$ 49,777	93%	(\$212)	\$709	Travis Cornett	Walter Reed	Travis Cornett	No	\$2,000
119	THA017551	2017	Honda	ACCORD	55	Trade on Used	No	\$ 22,777	\$ 22,000	100%	\$765	\$1,663	Mercedes Lopez	Walter Reed	Mercedes Lopez	Yes	\$0
120	TJC518896	2018	Infiniti	QX60	11	Trade on New	No	\$ 28,991	\$ 28,991	92%	\$1,253	\$696	Tom Bartle	Walter Reed	Tom Bartle	Yes	\$0
121	PKV160231	2019	Mercedes-Benz	GLC300	0	Street/Curb Buy	No	\$ 26,491	\$ 26,101	100%	\$76	\$200	Mercedes Lopez	Walter Reed	Mercedes Lopez	No	\$0
122	TKU310265	2019	Mercedes-Benz	C300	14	Trade on Used	Yes	\$ 37,991	\$ 37,991	101%	\$1,650	\$1,000	Hana Ross	Walter Reed	Hana Ross	Yes	\$0
123	TFA505727	2015	Mercedes-Benz	GL450W4	8	Trade on New	No	\$ 26,991	\$ 23,500	100%	\$5,529	\$0	Mercedes Lopez	Walter Reed	Mercedes Lopez	Yes	\$0
124	PHA162186	2017	Mercedes-Benz	E300W4M	0	Street/Curb Buy	No	\$ 30,991	\$ 30,754	100%	(\$225)	\$325	D'Angalo Jackson	Walter Reed	D'Angalo Jackson	No	\$0
125	TLX338397	2020	Mercedes-Benz	G550	16	Trade on New	Yes	\$ 190,991	\$ 190,991	100%	\$39,923	\$13,836	Judy Chung	Walter Reed	Judy Chung	Yes	\$7,500
126	TKX331530	2019	Mercedes-Benz	G63	23	Trade on New	Yes	\$ 210,991	\$ 210,991	92%	\$42,112	\$12,545	David Lievrouw	Zane Dickey	David Lievrouw	Yes	\$0
127	PKB208962	2019	Mercedes-Benz	GLE400W	21	Auction/Wholesale	Yes	\$ 52,991	\$ 52,991	103%	\$4,520	\$959	Hana Ross	Brandon Barbaro	Hana Ross	No	\$0
128	PKJ543479	2019	Mercedes-Benz	GLA250W4	1	Auction/Wholesale	Yes	\$ 36,991	\$ 36,991	100%	\$716	\$589	Shay Moore	Walter Reed	Shay Moore	No	\$0
129	TJB173002	2018	Mercedes-Benz	GLE350	51	Trade on New	Yes	\$ 39,777	\$ 39,777	98%	(\$1,643)	\$1,754	Hana Ross	Brandon Barbaro	Hana Ross	Yes	\$1,000
130	PGC634293	2016	Nissan	PPATHFINDER	42	Auction/Wholesale	No	\$ 17,277	\$ 17,000	97%	(\$2,135)	\$0	Cierra Nelson	Brandon Barbaro	Cierra Nelson	No	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	128
Avg. Days to Sale	23.6
Avg. Advertised Price (Time of Sale)	\$ 53,198
Avg. Transaction Price	\$ 52,600
Avg. Market Price at 100%	\$ 54,107
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 599
Avg. Front-End Gross	\$ 3,372
Avg. Finance Gross	\$ 1,707
PUVR	\$ 5,079
Total Gross (Units & PUVR)	\$ 650,077
GROI	147%
% with Trade	60%
Avg. Over/Under Allowance	\$143



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	128	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 53,198	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 52,600	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 54,107	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 599	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,372	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,707	#DIV/0!	#DIV/0!
PUVR	\$ 5,079	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 650,077	#DIV/0!	#DIV/0!
GROI	147%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	143	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	128	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 53,198	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 52,600	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 54,107	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 599	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,372	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,707	#DIV/0!	#DIV/0!
PUVR	\$ 5,079	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 650,077	#DIV/0!	#DIV/0!
GROI	147%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	143	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	128	0	0
Avg. Days to Sale	23.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 53,198	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 52,600	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 54,107	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 599	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,372	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,707	#DIV/0!	#DIV/0!
PUVR	\$ 5,079	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 650,077	#DIV/0!	#DIV/0!
GROI	147%	#DIV/0!	#DIV/0!
% with Trade	60%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	143	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	128	60	68
Avg. Days to Sale	23.6	24.5	22.9
Avg. Advertised Price (Time of Sale)	\$ 53,198	\$ 64,202	\$ 42,762
Avg. Transaction Price	\$ 52,600	\$ 63,749	\$ 42,762
Avg. Market Price at 100%	\$ 54,107	\$ 65,945	\$ 44,287
Avg. Price to Market % (Time of Sale)	98%	97%	97%
Avg. Transaction to Market	97%	97%	97%
Avg. Transactional Discount	\$ 599	\$ 453	\$ 727
Avg. Front-End Gross	\$ 3,372	\$ 3,946	\$ 2,866
Avg. Finance Gross	\$ 1,707	\$ 2,275	\$ 1,205
PUVR	\$ 5,079	\$ 6,221	\$ 4,071
Total Gross (Units & PUVR)	\$ 650,077	\$ 373,265	\$ 276,812
GROI	147%	144%	149%
% with Trade	60%	53%	66%
Avg. Over/Under Allowance	143	457	-135



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	128	0	128
Avg. Days to Sale	23.6	#DIV/0!	23.6
Avg. Advertised Price (Time of Sale)	\$ 53,198	#DIV/0!	\$ 52,600
Avg. Transaction Price	\$ 52,600	#DIV/0!	\$ 52,600
Avg. Market Price at 100%	\$ 54,107	#DIV/0!	\$ 54,439
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	97%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ 599	#DIV/0!	\$ 599
Avg. Front-End Gross	\$ 3,372	#DIV/0!	\$ 3,372
Avg. Finance Gross	\$ 1,707	#DIV/0!	\$ 1,707
PUVR	\$ 5,079	#DIV/0!	\$ 5,079
Total Gross (Units & PUVR)	\$ 650,077	#DIV/0!	\$ 650,077
GROI	147%	#DIV/0!	147%
% with Trade	60%	#DIV/0!	35%
Avg. Over/Under Allowance	143	#DIV/0!	143



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	128	46	31
% of Retail Units	100%	36%	24%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	23.6	22.5	29.4
Avg. Transaction Price	\$ 52,600	\$ 63,999	\$ 40,705
Avg. Transaction to Market %	97%	96%	98%
Avg. Transactional Discount	\$ 599	\$ 847	\$ 207
Avg. Front End Gross	\$ 3,372	\$ 6,174	\$ 2,452
Avg. Finance Gross	\$ 1,707	\$ 2,249	\$ 1,356
PUVR	\$ 5,079	\$ 8,423	\$ 3,808
Total Gross (Units & PUVR)	\$ 650,077	\$ 387,446	\$ 118,050
GROI	147%	211%	115%
% with Trade	60%	100%	100%
Avg. Over/Under Allowance	143	133	16



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
28	21	2	0
22%	16%	2%	0%
100%	100%	100%	#DIV/0!
12.6	32.3	19.5	#DIV/0!
\$ 47,563	\$ 53,493	\$ 35,914	#DIV/0!
98%	98%	89%	#DIV/0!
\$ 401	\$ 709	\$ 2,578	#DIV/0!
\$ 2,106	\$ 472	\$ 1,361	#DIV/0!
\$ 1,535	\$ 1,327	\$ 1,059	#DIV/0!
\$ 3,641	\$ 1,799	\$ 2,420	#DIV/0!
\$ 101,956	\$ 37,786	\$ 4,839	#DIV/0!
218%	38%	124%	#DIV/0!
0%	0%	0%	#DIV/0!
-107	651	500	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	128	78	17
% of Retail Units	100%	61%	13%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	23.6	13.2	37.9
Avg. Transaction Price	\$ 52,600	\$ 53,797	\$ 50,615
Avg. Transaction to Market %	97%	98%	95%
Avg. Transactional Discount	\$ 599	\$ 643	\$ 687
Avg. Front End Gross	\$ 3,372	\$ 4,762	\$ 2,692
Avg. Finance Gross	\$ 1,707	\$ 1,800	\$ 1,863
PUVR	\$ 5,079	\$ 6,562	\$ 4,554
Total Gross (Units & PUVR)	\$ 650,077	\$ 511,866	\$ 77,425
GROI	147%	332%	85%
% with Trade	60%	68%	59%
Avg. Over/Under Allowance	143	21	29



46-60 days	61-90 days	90+ days
13	8	1
10%	6%	1%
100%	100%	100%
51.8	68.5	103.0
\$ 49,485	\$ 44,634	\$ 259,000
97%	95%	97%
\$ 26	\$ 261	\$ 6,777
\$ 1,891	\$ (624)	\$ (2,574)
\$ 1,362	\$ 1,649	\$ 2,321
\$ 3,253	\$ 1,025	\$ (253)
\$ 42,287	\$ 8,201	\$ (253)
46%	12%	0%
62%	63%	0%
859	625	0