

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
David Markley	Casey Harrison	Doug Harms
Brad Jones	Malcolm Thompson	Charlie Vaccaro
Colin Harrison		Rachel Collins
Angel Mercado		Jimmy Hill
		Don Bonura
		Steve Edwards
		Ryan Lane
		Gerry Mo
		Steve Shupak
		Darren Scholle
		Spencer Hixson
		Eric Koenigsberg
		Karla Jimenez
		Kay Goggins
		Robert Scobie
		John Johnson
		Harlan Roper
		James Stagmeier
		Oscar Cruz
		Dwight Banks
		Jerry Peek
		Ken Straw
		Marcelo Guevara

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%	\$1,500	\$500
1	U17689	2018	Mercedes-Benz	E300W	75	Street/Curb Buy	YES	\$ 41,985	\$ 39,553	99%	\$131	\$1,748
2	U17863A	2018	Mercedes-Benz	E400C4	17	Trade on Used	YES	\$ 54,917	\$ 54,500	102%	\$5,968	\$0
3	U17962	2020	Mercedes-Benz	GT63C4	12	Street/Curb Buy	YES	\$ 171,517	\$ 171,517	N/A	\$16,575	\$22,201
4	L6776P	2021	Mercedes-Benz	C300W	12	Loaner	No	\$ 39,119	\$ 38,350	102%	\$12,057	\$1,928
5	U17887	2017	Mercedes-Benz	C43C4	22	Street/Curb Buy	YES	\$ 53,968	\$ 53,968	118%	\$2,779	\$6,468
6	U17952	2019	Mercedes-Benz	C300W	4	Street/Curb Buy	YES	\$ 41,985	\$ 41,985	108%	\$3,800	\$5,018
7	L6749PA	2018	Mercedes-Benz	GLC300W	14	Trade on Used	YES	\$ 35,998	\$ 35,216	105%	\$2,938	\$4,476
8	U17774	2018	Mercedes-Benz	GLC300C4	46	Street/Curb Buy	YES	\$ 51,751	\$ 51,751	114%	\$7,722	\$4,850
9	L6762P	2020	Mercedes-Benz	E450C	12	Loaner	YES	\$ 69,345	\$ 69,345	108%	\$24,834	\$8,276
10	G2806A	2015	Mercedes-Benz	GL450W4	51	Trade on Used	No	\$ 39,899	\$ 39,000	110%	\$14,197	\$0
11	U17647	2018	Mercedes-Benz	GLE350W	79	Street/Curb Buy	YES	\$ 44,361	\$ 44,361	104%	\$1,081	\$5,873
12	G2851A	2020	Mercedes-Benz	GLS450W4	10	Trade on New	YES	\$ 84,553	\$ 84,000	112%	\$5,778	\$747
13	U17761	2018	Mercedes-Benz	E43W4	57	Street/Curb Buy	YES	\$ 64,985	\$ 64,985	127%	\$3,739	\$7,352
14	M35282A	2018	Mercedes-Benz	E400C	16	Trade on New	YES	\$ 52,989	\$ 51,017	102%	\$2,968	\$3,261
15	U17986	2018	Mercedes-Benz	GLC300W4	0	LBO Customer	No	N/A	\$ 26,946	N/A	(\$25)	\$5,871
16	U17539	2018	Mercedes-Benz	C43A4	101	Street/Curb Buy	YES	\$ 80,884	\$ 80,884	100%	\$6,196	\$8,341
17	U17830	2018	Mercedes-Benz	E400A	34	Street/Curb Buy	YES	\$ 64,884	\$ 64,884	120%	\$8,835	\$6,560
18	L6777P	2020	Mercedes-Benz	CLS450C	11	Loaner	YES	\$ 71,220	\$ 71,220	107%	\$19,175	\$0
19	G2815A	2020	Mercedes-Benz	GLE350W	29	Trade on Used	YES	\$ 61,495	\$ 60,800	101%	\$3,357	\$1,169
20	U17976	2019	Mercedes-Benz	GLC300W	0	LBO Customer	No	N/A	\$ 27,606	N/A	\$0	\$0
21	L6772P	2020	Mercedes-Benz	C300W	10	Loaner	YES	\$ 40,798	\$ 40,798	104%	\$12,741	\$0
22	L6753P	2020	Mercedes-Benz	GLC300W	27	Loaner	YES	\$ 46,015	\$ 46,015	100%	\$8,926	\$1,246
23	G2874A	2017	Porsche	CAYENNE	30	Trade on New	No	\$ 54,899	\$ 52,750	105%	\$8,421	\$0
24	U18014	2019	Mercedes-Benz	C300W	0	LBO Customer	No	N/A	\$ 27,071	N/A	(\$19)	\$980
25	U17965	2020	Mercedes-Benz	GLS450W4	9	Trade on Used	YES	\$ 82,610	\$ 82,610	111%	\$3,286	\$1,201
26	L6785P	2020	Mercedes-Benz	GLC300W	4	Loaner	Yes	\$ 44,590	\$ 44,590	99%	\$10,894	\$2,643
27	U18008	2020	Mercedes-Benz	S560V	3	Street/Curb Buy	YES	\$ 64,719	\$ 62,866	102%	\$4,404	\$2,035
28	U17788	2019	Mercedes-Benz	E450A	49	Street/Curb Buy	YES	\$ 74,859	\$ 74,859	109%	\$9,494	\$8,214

29	U17993	2018	Mercedes-Benz	GLE43C4	5	Street/Curb Buy	YES	\$ 69,968	\$ 69,468	102%	\$9,749	\$1,342
30	U17881A	2018	Mercedes-Benz	CLA250C	12	Trade on Used	YES	\$ 31,874	\$ 31,874	100%	\$4,003	\$3,370
31	L6774P	2020	Mercedes-Benz	C300W	19	Loaner	Yes	\$ 40,923	\$ 40,923	109%	\$12,950	\$4,902
32	U17973	2021	Mercedes-Benz	C63CS	9	Street/Curb Buy	YES	\$ 115,874	\$ 115,874	N/A	\$23,321	\$6,568
33	L6751PA	2019	Mercedes-Benz	C300W	26	Trade on Used	YES	\$ 37,974	\$ 37,000	101%	\$4,999	\$3,685
34	U17777	2019	Mercedes-Benz	GLC350E4	53	Street/Curb Buy	YES	\$ 45,997	\$ 45,997	102%	\$296	\$1,599
35	U17418	2020	Mercedes-Benz	GLE350W4	136	Street/Curb Buy	YES	\$ 64,240	\$ 62,280	98%	\$4,662	\$11,482
36	U17660	2018	Mercedes-Benz	C300C	75	Street/Curb Buy	YES	\$ 41,472	\$ 40,972	100%	(\$848)	\$1,598
37	U17907	2019	Mercedes-Benz	E300W	22	Street/Curb Buy	YES	\$ 49,968	\$ 49,968	101%	\$9,937	\$2,225
38	L6742P	2020	Mercedes-Benz	A220W4	40	Loaner	YES	\$ 39,992	\$ 38,492	100%	\$9,368	\$0
39	U18007	2020	Mercedes-Benz	GLE350W	0	LBO Customer	No	N/A	\$ 45,090	N/A	\$0	\$0
40	U17496A	2014	Mercedes-Benz	CLS550	83	Trade on Used	No	\$ 29,467	\$ 28,500	98%	\$5,950	\$4,243
41	L6715P	2020	Mercedes-Benz	GLE350W	79	Loaner	YES	\$ 63,775	\$ 63,775	104%	\$18,893	\$9,552
42	U18006	2019	Mercedes-Benz	GLC300W	0	LBO Customer	No	N/A	\$ 33,680	N/A	\$500	\$2,766
43	U17898	2020	Mercedes-Benz	GTA	22	Street/Curb Buy	YES	\$ 132,900	\$ 132,500	N/A	\$7,534	\$6,816
44	U18000	2018	Mercedes-Benz	S560V4	1	LBO Customer	No	N/A	\$ 58,181	N/A	\$0	\$0
45	U17854	2016	Mercedes-Benz	E550A	37	Street/Curb Buy	YES	\$ 42,914	\$ 42,914	123%	\$1,646	\$0
46	U18011	2018	Mercedes-Benz	E400A	0	LBO Customer	No	N/A	\$ 33,256	N/A	\$0	\$1,442
47	G2959A	2017	Mercedes-Benz	GLE350W4	7	Trade on New	YES	\$ 39,217	\$ 38,500	99%	\$4,826	\$3,451
48	U17405	2020	Mercedes-Benz	C300A	138	Street/Curb Buy	YES	\$ 59,983	\$ 59,000	97%	\$350	\$1,538
49	U17869	2019	Mercedes-Benz	GLS450W4	32	Street/Curb Buy	YES	\$ 67,938	\$ 67,938	110%	\$3,063	\$4,691
50	U17935	2018	Mercedes-Benz	C300W	13	Street/Curb Buy	YES	\$ 38,412	\$ 38,412	108%	\$5,318	\$4,294
51	U17857	2015	Mercedes-Benz	ML350W2	34	Street/Curb Buy	YES	\$ 30,893	\$ 30,000	100%	\$2,012	\$2,417
52	U17977	2019	Mercedes-Benz	S560V4	2	LBO Customer	No	N/A	\$ 58,621	N/A	\$0	\$1,637
53	G2839A	2018	Mercedes-Benz	GLC300W	27	Trade on New	YES	\$ 40,899	\$ 40,000	103%	\$2,591	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	6%
Total # Retail Units	200
Avg. Days to Sale	33.4
Avg. Advertised Price (Time of Sale)	\$ 52,741
Avg. Transaction Price	\$ 50,061
Avg. Market Price at 100%	\$ 49,991
Avg. Price to Market % (Time of Sale)	106%
Avg. Transaction to Market	100%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 6,035
Avg. Finance Gross	\$ 3,355
PUVR	\$ 9,390
Total Gross (Units & PUVR)	\$ 1,878,062
GROI	202%
% with Trade	40%
Avg. Over/Under Allowance	(\$84)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	6%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	33.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 52,741	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 50,061	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 49,991	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 6,035	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,355	#DIV/0!	#DIV/0!
PUVR	\$ 9,390	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,878,062	#DIV/0!	#DIV/0!
GROI	202%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-84	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	6%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	33.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 52,741	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 50,061	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 49,991	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 6,035	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,355	#DIV/0!	#DIV/0!
PUVR	\$ 9,390	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,878,062	#DIV/0!	#DIV/0!
GROI	202%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-84	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	6%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	33.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 52,741	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 50,061	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 49,991	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 6,035	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,355	#DIV/0!	#DIV/0!
PUVR	\$ 9,390	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,878,062	#DIV/0!	#DIV/0!
GROI	202%	#DIV/0!	#DIV/0!
% with Trade	40%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-84	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	133	67
Avg. Days to Sale	33.4	38.3	23.7
Avg. Advertised Price (Time of Sale)	\$ 52,741	\$ 55,441	\$ 40,320
Avg. Transaction Price	\$ 50,061	\$ 54,967	\$ 40,320
Avg. Market Price at 100%	\$ 49,991	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	106%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ 473	#VALUE!
Avg. Front-End Gross	\$ 6,035	\$ 6,826	\$ 4,465
Avg. Finance Gross	\$ 3,355	\$ 3,751	\$ 2,570
PUVR	\$ 9,390	\$ 10,577	\$ 7,036
Total Gross (Units & PUVR)	\$ 1,878,062	\$ 1,406,677	\$ 471,384
GROI	202%	181%	265%
% with Trade	40%	51%	16%
Avg. Over/Under Allowance	-84	-143	33



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	189	11
Avg. Days to Sale	33.4	34.1	21.8
Avg. Advertised Price (Time of Sale)	\$ 52,741	\$ 52,600	\$ 53,821
Avg. Transaction Price	\$ 50,061	\$ 49,842	\$ 53,821
Avg. Market Price at 100%	\$ 49,991	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	106%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 1,023
Avg. Front-End Gross	\$ 6,035	\$ 5,984	\$ 6,907
Avg. Finance Gross	\$ 3,355	\$ 3,533	\$ 299
PUVR	\$ 9,390	\$ 9,517	\$ 7,205
Total Gross (Units & PUVR)	\$ 1,878,062	\$ 1,798,803	\$ 79,259
GROI	202%	202%	221%
% with Trade	40%	36%	100%
Avg. Over/Under Allowance	-84	-86	-45



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	27	25
% of Retail Units	100%	14%	13%
% Retailed of Non-New Franchise	6%	30%	4%
Avg. Days to Sale	33.4	21.8	46.4
Avg. Transaction Price	\$ 50,061	\$ 42,211	\$ 45,114
Avg. Transaction to Market %	100%	106%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ 714	\$ 678
Avg. Front End Gross	\$ 6,035	\$ 5,006	\$ 6,049
Avg. Finance Gross	\$ 3,355	\$ 1,693	\$ 2,854
PUVR	\$ 9,390	\$ 6,699	\$ 8,903
Total Gross (Units & PUVR)	\$1,878,062	\$ 180,860	\$ 222,575
GROI	202%	262%	153%
% with Trade	40%	37%	44%
Avg. Over/Under Allowance	-84	37	-133



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
85	0	39	24
43%	0%	20%	12%
2%	#DIV/0!	0%	0%
47.1	#DIV/0!	23.7	0.2
\$ 60,053	#DIV/0!	\$ 46,123	\$ 35,052
#VALUE!	#DIV/0!	#VALUE!	#VALUE!
\$ 536	#DIV/0!	#VALUE!	#VALUE!
\$ 5,468	#DIV/0!	\$ 11,676	\$ 19
\$ 3,911	#DIV/0!	\$ 3,714	\$ 3,198
\$ 9,379	#DIV/0!	\$ 15,390	\$ 3,217
\$ 797,217	#DIV/0!	\$ 600,200	\$ 77,210
119%	#DIV/0!	508%	19825%
45%	#DIV/0!	49%	4%
-101	#DIV/0!	-151	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	200	110	17
% of Retail Units	100%	55%	9%
% Retailed of Non-New Franchise	6%	9%	6%
Avg. Days to Sale	33.4	14.5	36.1
Avg. Transaction Price	\$ 50,061	\$ 52,909	\$ 51,606
Avg. Transaction to Market %	100%	#VALUE!	106%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 299
Avg. Front End Gross	\$ 6,035	\$ 7,653	\$ 6,904
Avg. Finance Gross	\$ 3,355	\$ 3,052	\$ 2,527
PUVR	\$ 9,390	\$ 10,705	\$ 9,430
Total Gross (Units & PUVR)	\$ 1,878,062	\$ 1,177,550	\$ 160,314
GROI	202%	503%	182%
% with Trade	40%	38%	41%
Avg. Over/Under Allowance	-84	-25	-318



46-60 days	61-90 days	90+ days
13	20	18
7%	10%	9%
0%	0%	0%
52.2	74.0	128.8
\$ 45,852	\$ 45,946	\$ 59,772
106%	#VALUE!	#VALUE!
\$ 479	\$ 650	\$ 1,268
\$ 5,297	\$ 6,548	\$ 2,619
\$ 3,303	\$ 3,735	\$ 5,553
\$ 8,600	\$ 10,283	\$ 8,172
\$ 111,801	\$ 205,660	\$ 147,097
129%	109%	38%
46%	60%	61%
-307	-240	9