

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
KEITH URIEN	ABE SADEDDEEN	ROHIT SHARMA
SPENCER PAUL	PHIL GALAN	SUNNY KHERA
ARMANDO PEREZ		JOHN TURJA
JAMES JONES		JESSICA JONES
		JASON TORO
		MIKE WHITE
		CHRIS FAUGHT
		STEVE RIISOM
		GINO CASTILLO
		MOE MSOUTI
		JACOB GONZALES
		AUDRIANNA SALZAR

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	HA818636	2017	Mercedes-Benz	GLS450	37	Auction/Wholesale	Yes	\$ 56,998	\$ 56,598	112%	\$3,268	\$7,661
2	MF876620A	2021	Mercedes-Benz	GLC300	102	Loaner	YES	\$ 47,977	\$ 47,977	96%	\$1,150	\$0
3	JF403433	2018	Mercedes-Benz	GLC300	87	Auction/Wholesale	YES	\$ 43,777	\$ 43,777	92%	(\$2,764)	\$7,708
4	JV094473	2018	Mercedes-Benz	GLC300	90	Auction/Wholesale	YES	\$ 34,977	\$ 34,977	96%	(\$5,050)	\$3,519
5	KJ068525A	2019	Mercedes-Benz	GLA250	19	Street/Curb Buy	YES	\$ 33,998	\$ 33,998	105%	\$1,318	\$8,326
6	JJ480413	2018	Mercedes-Benz	GLA250	98	Auction/Wholesale	YES	\$ 31,477	\$ 31,477	89%	(\$2,086)	\$2,541
7	HJ287919	2017	Mercedes-Benz	GLA250	40	Auction/Wholesale	YES	\$ 32,998	\$ 32,998	113%	\$2,156	\$2,881
8	JF054120	2018	Mercedes-Benz	SL550	79	Auction/Wholesale	YES	\$ 87,877	\$ 87,877	96%	(\$1,559)	\$3,568
9	MA037336	2021	Mercedes-Benz	GT43	48	Street/Curb Buy	YES	\$ 99,998	\$ 99,998	98%	\$6,915	\$15,569
10	MA878091	2021	Mercedes-Benz	E450	41	Street/Curb Buy	YES	\$ 76,100	\$ 76,100	106%	\$9,622	\$8,322
11	JA358087	2018	Mercedes-Benz	E300	42	Trade on New	YES	\$ 44,488	\$ 44,488	110%	\$2,109	\$6,392
12	JA373834	2018	Mercedes-Benz	E300	110	Auction/Wholesale	YES	\$ 39,998	\$ 39,998	90%	(\$3,551)	\$8,522
13	JA447548	2018	Mercedes-Benz	E300	92	Auction/Wholesale	YES	\$ 41,277	\$ 41,277	95%	(\$3,309)	\$2,729
14	JN553329	2018	Mercedes-Benz	CLA250	86	Auction/Wholesale	YES	\$ 28,777	\$ 28,005	100%	(\$2,856)	\$3,001
15	LR598800	2020	Mercedes-Benz	C300	50	Street/Curb Buy	YES	\$ 43,998	\$ 43,998	110%	\$2,714	\$1,241
16	LU325174	2020	Mercedes-Benz	C300	93	Auction/Wholesale	YES	\$ 38,977	\$ 38,977	96%	(\$3,067)	\$1,692
17	JC037640	2018	VOLKSWAGEN	PASSAT	56	Trade on Used	NO	\$ 29,888	\$ 26,888	114%	(\$214)	\$2,663
18	HC929993	2017	TOYOTA	CAROLLA	33	Trade on Used	NO	\$ 19,998	\$ 19,500	100%	\$3,511	\$2,007
19	JG349141	2018	RAM	2500	84	Street/Curb Buy	NO	\$ 60,777	\$ 60,777	93%	(\$1,222)	\$4,596
20	KN622535	2019	RAM	1500	45	Auction/Wholesale	NO	\$ 56,888	\$ 54,995	100%	(\$921)	\$2,762
21	EA317903	2014	Mercedes-Benz	ML350	16	Auction/Wholesale	NO	\$ 26,998	\$ 26,498	108%	\$2,766	\$3,368
22	J3375184	2018	Mercedes-Benz	METRIS	13	Loaner	NO	\$ 39,998	\$ 39,998	103%	\$2,320	\$6,129
23	MW101421	2021	Mercedes-Benz	GLB250	63	Loaner	NO	\$ 49,999	\$ 49,999	107%	\$7,130	\$6,306
24	KB188044	2019	Mercedes-Benz	GLE43	0	LBO Customer	NO	\$ -	\$ -	0%	(\$3,772)	\$0
25	LA079927	2020	Mercedes-Benz	GLE350	45	Trade on New	YES	\$ 68,998	\$ 68,998	114%	\$5,193	\$2,153
26	JB039210	2018	Mercedes-Benz	GLE350	48	Street/Curb Buy	YES	\$ 44,877	\$ 43,877	103%	\$326	\$810
27	JB036765	2018	Mercedes-Benz	GLE350	41	Auction/Wholesale	YES	\$ 50,998	\$ 50,498	116%	\$1,327	\$1,500
28	LA112516	2020	Mercedes-Benz	GLE350	105	Auction/Wholesale	YES	\$ 58,877	\$ 58,521	95%	(\$4,509)	\$890

29	KF600508	2019	Mercedes-Benz	GLC43	0	LBO Customer	NO	\$	40,517	\$	40,517	0%	\$1,955	\$2,396
30	LF765134	2020	Mercedes-Benz	GLC300	31	Street/Curb Buy	YES	\$	53,888	\$	53,715	110%	\$3,120	\$0
31	HV012885	2017	Mercedes-Benz	GLC300	58	Trade on Used	NO	\$	34,977	\$	34,977	107%	\$2,068	\$1,235
32	MV287358	2021	Mercedes-Benz	GLC300	14	Loaner	NO	\$	51,998	\$	50,798	106%	\$2,387	\$4,812
33	MV274338	2021	Mercedes-Benz	GLC300	39	Loaner	NO	\$	48,577	\$	47,495	101%	\$9,504	\$3,457
34	MW128741	2021	Mercedes-Benz	GLB250	60	Loaner	NO	\$	44,977	\$	44,977	98%	\$2,552	\$7,314
35	MJ135915	2021	Mercedes-Benz	GLA250	8	Auction/Wholesale	YES	\$	48,998	\$	48,998	118%	(\$1,224)	\$628
36	MJ240755	2021	Mercedes-Benz	GLA250	18	Trade on New	YES	\$	46,998	\$	46,998	106%	\$4,082	\$477
37	KJ580602	2019	Mercedes-Benz	GLA250	0	LBO Customer	NO	\$	28,150	\$	28,150	0%	\$719	\$0
38	9A455404	2009	Mercedes-Benz	GL450	18	Trade on Used	NO	\$	16,598	\$	15,998	110%	\$3,805	\$800
39	JA418547	2018	Mercedes-Benz	S560	16	Street/Curb Buy	YES	\$	78,998	\$	76,998	109%	\$9,942	\$8,003
40	FA596491	2015	Mercedes-Benz	ML350	70	Auction/Wholesale	no	\$	26,777	\$	26,777	101%	(\$735)	\$4,123
41	FA500600	2015	Mercedes-Benz	GL450	20	Trade on Used	NO	\$	32,998	\$	32,998	101%	\$2,993	\$6,037
42	EA964327	2014	Mercedes-Benz	E63	40	Auction/Wholesale	NO	\$	54,488	\$	54,488	102%	\$4,152	\$5,473
43	KA549112	2019	Mercedes-Benz	E450	23	Trade on New	YES	\$	67,998	\$	67,998	101%	\$9,111	\$0
44	KF073824	2019	Mercedes-Benz	E450	0	LBO Customer	NO	\$	38,865	\$	38,865	0%	(\$1,138)	\$9,347
45	MA922950	2021	Mercedes-Benz	E350	3	Loaner	NO	\$	68,945	\$	68,945	98%	\$8,092	\$7,493
46	JA314181	2018	Mercedes-Benz	E300	0	LBO Customer	NO	\$	34,448	\$	34,448	0%	\$124	\$3,068
47	KA573332	2019	Mercedes-Benz	E300	0	LBO Customer	NO	\$	39,495	\$	39,495	81%	\$1,464	\$2,500
48	KA544201	2019	Mercedes-Benz	E350	51	Auction/Wholesale	YES	\$	47,888	\$	47,888	104%	\$890	\$5,160
49	KN724560	2019	Mercedes-Benz	CLA250	0	LBO Customer	NO	\$	25,630	\$	25,630	82%	\$255	\$0
50	FN221136	2015	Mercedes-Benz	CLA250	19	Auction/Wholesale	NO	\$	30,998	\$	30,998	118%	\$1,767	\$3,063
51	JF606075	2018	Mercedes-Benz	C43	16	Auction/Wholesale	YES	\$	56,998	\$	56,998	112%	\$4,545	\$8,457
52	MR607255	2021	Mercedes-Benz	C300	54	Loaner	NO	\$	46,998	\$	46,998	107%	\$4,173	\$6,414
53	LR526503	2020	Mercedes-Benz	C300	17	Trade on New	YES	\$	49,998	\$	49,998	110%	\$3,944	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	27%
Total # Retail Units	200
Avg. Days to Sale	46.8
Avg. Advertised Price (Time of Sale)	\$ 44,998
Avg. Transaction Price	\$ 44,687
Avg. Market Price at 100%	\$ 45,683
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 312
Avg. Front-End Gross	\$ 1,915
Avg. Finance Gross	\$ 3,875
PUVR	\$ 5,838
Total Gross (Units & PUVR)	\$ 1,167,556
GROI	100%
% with Trade	27%
Avg. Over/Under Allowance	\$170



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	46.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,687	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 45,683	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 312	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,915	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,875	#DIV/0!	#DIV/0!
PUVR	\$ 5,838	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,167,556	#DIV/0!	#DIV/0!
GROI	100%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	170	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	46.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,687	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 45,683	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 312	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,915	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,875	#DIV/0!	#DIV/0!
PUVR	\$ 5,838	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,167,556	#DIV/0!	#DIV/0!
GROI	100%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	170	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	27%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	46.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 44,998	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,687	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 45,683	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 312	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,915	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 3,875	#DIV/0!	#DIV/0!
PUVR	\$ 5,838	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,167,556	#DIV/0!	#DIV/0!
GROI	100%	#DIV/0!	#DIV/0!
% with Trade	27%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	170	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	99	101
Avg. Days to Sale	46.8	52.7	41.1
Avg. Advertised Price (Time of Sale)	\$ 44,998	\$ 53,919	\$ 35,938
Avg. Transaction Price	\$ 44,687	\$ 53,614	\$ 35,938
Avg. Market Price at 100%	\$ 45,683	\$ 52,475	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	103%	#DIV/0!
Avg. Transaction to Market	98%	102%	#DIV/0!
Avg. Transactional Discount	\$ 312	\$ 306	\$ 319
Avg. Front-End Gross	\$ 1,915	\$ 1,940	\$ 1,889
Avg. Finance Gross	\$ 3,875	\$ 4,479	\$ 3,283
PUVR	\$ 5,838	\$ 6,419	\$ 5,262
Total Gross (Units & PUVR)	\$ 1,167,556	\$ 635,521	\$ 531,460
GROI	100%	82%	128%
% with Trade	27%	28%	25%
Avg. Over/Under Allowance	170	176	164



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	147	53
Avg. Days to Sale	46.8	43.8	55.3
Avg. Advertised Price (Time of Sale)	\$ 44,998	\$ 49,465	\$ 32,207
Avg. Transaction Price	\$ 44,687	\$ 49,187	\$ 32,207
Avg. Market Price at 100%	\$ 45,683	#DIV/0!	\$ 32,968
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 312	\$ 280	\$ 403
Avg. Front-End Gross	\$ 1,915	\$ 2,181	\$ 1,176
Avg. Finance Gross	\$ 3,875	\$ 4,242	\$ 2,858
PUVR	\$ 5,838	\$ 6,493	\$ 4,034
Total Gross (Units & PUVR)	\$ 1,167,556	\$ 954,429	\$ 213,783
GROI	100%	109%	81%
% with Trade	27%	19%	47%
Avg. Over/Under Allowance	170	220	29



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	36	24
% of Retail Units	100%	18%	12%
% Retailed of Non-New Franchise	27%	17%	71%
Avg. Days to Sale	46.8	54.6	42.2
Avg. Transaction Price	\$ 44,687	\$ 43,919	\$ 30,893
Avg. Transaction to Market %	98%	100%	102%
Avg. Transactional Discount	\$ 312	\$ 140	\$ 462
Avg. Front End Gross	\$ 1,915	\$ 1,125	\$ 2,059
Avg. Finance Gross	\$ 3,875	\$ 3,741	\$ 2,196
PUVR	\$ 5,838	\$ 4,866	\$ 4,255
Total Gross (Units & PUVR)	\$1,167,556	\$ 175,175	\$ 102,123
GROI	100%	73%	118%
% with Trade	27%	28%	17%
Avg. Over/Under Allowance	170	75	23



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
40	60	22	15
20%	30%	11%	8%
35%	27%	0%	0%
47.5	58.7	42.0	0.5
\$ 49,425	\$ 47,311	\$ 50,740	\$ 30,710
100%	101%	103%	#DIV/0!
\$ 622	\$ 193	\$ 179	\$ 0
\$ 3,687	\$ 494	\$ 3,973	\$ 352
\$ 3,691	\$ 4,339	\$ 5,203	\$ 2,639
\$ 7,377	\$ 4,832	\$ 9,176	\$ 3,474
\$ 295,098	\$ 289,945	\$ 201,878	\$ 52,114
113%	63%	155%	8727%
38%	20%	55%	0%
155	142	727	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	2
1%	0%	1%
0%	#DIV/0!	0%
14.0	#DIV/0!	11.0
\$ 39,998	#DIV/0!	\$ 91,174
98%	#DIV/0!	101%
\$ -	#DIV/0!	\$ 2,825
\$ 7,437	#DIV/0!	\$ 7,894
\$ 9,056	#DIV/0!	\$ 8,290
\$ 16,493	#DIV/0!	\$ 16,184
\$ 16,493	#DIV/0!	\$ 32,367
1060%	#DIV/0!	581%
0%	#DIV/0!	0%
0	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	59	35
% of Retail Units	100%	30%	18%
% Retailed of Non-New Franchise	27%	10%	37%
Avg. Days to Sale	46.8	15.9	37.6
Avg. Transaction Price	\$ 44,687	\$ 49,806	\$ 42,637
Avg. Transaction to Market %	98%	103%	103%
Avg. Transactional Discount	\$ 312	\$ 470	\$ 326
Avg. Front End Gross	\$ 1,915	\$ 4,273	\$ 3,493
Avg. Finance Gross	\$ 3,875	\$ 4,367	\$ 3,098
PUVR	\$ 5,838	\$ 8,639	\$ 6,591
Total Gross (Units & PUVR)	\$ 1,167,556	\$ 509,714	\$ 230,684
GROI	100%	394%	148%
% with Trade	27%	20%	37%
Avg. Over/Under Allowance	170	144	200



46-60 days	61-90 days	90+ days
30	52	16
15%	26%	8%
30%	44%	13%
53.2	75.2	100.4
\$ 46,461	\$ 41,470	\$ 44,268
103%	97%	93%
\$ 442	\$ 198	\$ (33)
\$ 2,354	\$ (219)	\$ (3,165)
\$ 4,208	\$ 4,136	\$ 3,073
\$ 6,562	\$ 3,917	\$ (92)
\$ 196,856	\$ 203,697	\$ (1,479)
96%	45%	-1%
40%	21%	31%
313	126	156