

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
BRANDI	BRIGITTA	NICK F
NICK H		ADAM
		JESSE
		TERESA
		HOUSE

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	PM1952A	2014	Cadillac	CTS	6	Trade on Used	No	\$ 19,997	\$ 19,997	92%	\$2,322	\$2,329
2	PM1978	2017	AUDI	Q5	16	TRADE ON NEW	NO	\$ 29,997	\$ 29,997	110%	\$3,445	\$2,647
3	MB5649B	2020	HYUNDAI	PALISADE	30	TRADE ON NEW	NO	\$ 34,997	\$ 32,862	88%	\$2,783	\$2,083
4	PM1986	2017	Mercedes-Benz	GLA	31	Street/Curb Buy	yes	\$ 31,997	\$ 31,500	100%	\$2,985	\$0
5	PM1951A	2013	Mercedes-Benz	SL550	22	Trade on Used	NO	\$ 39,997	\$ 39,447	94%	\$6,700	\$1,791
6	MB5723A	2007	Mercedes-Benz	CLS550	15	Trade on New	NO	\$ 12,997	\$ 12,997	100%	\$3,701	\$209
7	PM1922	2018	Mercedes-Benz	GLE350	4	Street/Curb Buy	YES	\$ 44,997	\$ 44,997	110%	\$6,639	\$0
8	PM1983	2019	Infiniti	QX60	23	Street/Curb Buy	NO	\$ 37,997	\$ 36,997	97%	\$3,607	\$4,158
9	PM1987	2021	Mercedes-Benz	GLC300	14	Auction/Wholesale	YES	\$ 54,997	\$ 54,997	105%	\$4,411	\$0
10	MB5681A	2016	BMW	320i	1	TRADE ON NEW	NO	\$ 14,997	\$ 14,997	80%	\$2,334	\$684
11	PM1979	2021	Mercedes-Benz	GLE350	52	Street/Curb Buy	YES	\$ 77,997	\$ 73,868	112%	\$5,285	\$990
12	PM1980	2018	Mercedes-Benz	C300	27	Street/Curb Buy	YES	\$ 37,997	\$ 37,697	108%	\$4,059	\$1,869
13	PM1993	2017	Mercedes-Benz	CLS550	15	Street/Curb Buy	YES	\$ 54,997	\$ 54,997	103%	\$8,037	\$0
14	PM2000	2016	Mercedes-Benz	G550	2	Street/Curb Buy	NO	\$ 82,997	\$ 82,997	94%	\$14,202	\$6,480
15	MB5757A	2019	Mercedes-Benz	GLS63	15	TRADE ON NEW	YES	\$ 84,997	\$ 84,997	100%	\$4,059	\$3,537
16	MB5792A	2021	Mercedes-Benz	G550	1	TRADE ON NEW	YES	\$ 194,997	\$ 190,000	101%	\$17,226	\$0
17	PM1995	2019	Mercedes-Benz	GLC300	36	Street/Curb Buy	YES	\$ 42,997	\$ 42,497	102%	\$7,181	\$1,927
18	MB4351A	2022	Mercedes-Benz	GLE350	4	TRADE ON NEW	YES	\$ 72,997	\$ 72,997	116%	\$8,294	\$5,615
19	PM1998	2017	Mercedes-Benz	GLA250	11	Street/Curb Buy	YES	\$ 29,997	\$ 29,997	100%	\$3,459	\$1,274
20	MB5777A	2017	BUICK	ENCLAVE	7	TRADE ON NEW	NO	\$ 22,997	\$ 22,997	90%	\$2,772	\$0
21	PM1991	2017	Mercedes-Benz	C300	35	Street/Curb Buy	YES	\$ 32,997	\$ 32,997	117%	\$5,310	\$0
22	HY5809A	2020	Mercedes-Benz	GLC300	4	Street/Curb Buy	YES	\$ 47,997	\$ 47,997	104%	\$8,806	\$5,454
23	MB5604A	2015	Lexus	LX570	17	TRADE ON NEW	NO	\$ 54,997	\$ 51,500	113%	\$6,733	\$0
24	MB5798A	2015	Mercedes-Benz	ML350	6	TRADE ON NEW	NO	\$ 23,997	\$ 23,497	100%	\$4,580	\$0
25	MB4351B	2020	NISSAN	ALTIMA	14	TRADE ON USED	NO	\$ 24,862	\$ 24,862	101%	\$2,864	\$2,699
26	MB5847A	2019	Mercedes-Benz	C300	1	TRADE ON NEW	YES	\$ 43,997	\$ 43,997	105%	\$11,997	\$0
27	PM1980A	2017	Mercedes-Benz	C300	17	TRADE ON USED	YES	\$ 32,270	\$ 28,264	108%	\$5,217	\$0
28	PM1604	2018	Mercedes-Benz	C300	56	LBO OEM/Leasing Co.	YES	\$ 28,862	\$ 28,862	92%	\$1,114	\$0
29	PM1995A	2018	Mercedes-Benz	GLA250	19	TRADE ON USED	YES	\$ 29,997	\$ 28,997	118%	\$3,102	\$1,691

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	37
Avg. Days to Sale	19.5
Avg. Advertised Price (Time of Sale)	\$ 45,890
Avg. Transaction Price	\$ 45,080
Avg. Market Price at 100%	\$ 44,589
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 811
Avg. Front-End Gross	\$ 5,060
Avg. Finance Gross	\$ 1,361
PUVR	\$ 6,421
Total Gross (Units & PUVR)	\$ 237,571
GROI	262%
% with Trade	43%
Avg. Over/Under Allowance	(\$149)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	37	0	0
Avg. Days to Sale	19.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,890	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,080	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 44,589	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 811	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 5,060	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,361	#DIV/0!	#DIV/0!
PUVR	\$ 6,421	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 237,571	#DIV/0!	#DIV/0!
GROI	262%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-149	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	37	0	0
Avg. Days to Sale	19.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,890	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,080	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 44,589	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 811	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 5,060	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,361	#DIV/0!	#DIV/0!
PUVR	\$ 6,421	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 237,571	#DIV/0!	#DIV/0!
GROI	262%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-149	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	32%	#DIV/0!	#DIV/0!
Total # Retail Units	37	0	0
Avg. Days to Sale	19.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,890	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,080	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 44,589	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 811	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 5,060	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,361	#DIV/0!	#DIV/0!
PUVR	\$ 6,421	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 237,571	#DIV/0!	#DIV/0!
GROI	262%	#DIV/0!	#DIV/0!
% with Trade	43%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-149	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	37	21	16
Avg. Days to Sale	19.5	23.4	14.4
Avg. Advertised Price (Time of Sale)	\$ 45,890	\$ 54,965	\$ 33,238
Avg. Transaction Price	\$ 45,080	\$ 54,102	\$ 33,238
Avg. Market Price at 100%	\$ 44,589	\$ 52,024	\$ 34,433
Avg. Price to Market % (Time of Sale)	103%	106%	97%
Avg. Transaction to Market	101%	104%	97%
Avg. Transactional Discount	\$ 811	\$ 863	\$ 742
Avg. Front-End Gross	\$ 5,060	\$ 5,481	\$ 4,506
Avg. Finance Gross	\$ 1,361	\$ 1,260	\$ 1,494
PUVR	\$ 6,421	\$ 6,741	\$ 6,000
Total Gross (Units & PUVR)	\$ 237,571	\$ 141,564	\$ 96,007
GROI	262%	191%	450%
% with Trade	43%	57%	25%
Avg. Over/Under Allowance	-149	-310	63



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	37	25	12
Avg. Days to Sale	19.5	21.5	15.5
Avg. Advertised Price (Time of Sale)	\$ 45,890	\$ 52,570	\$ 31,073
Avg. Transaction Price	\$ 45,080	\$ 51,803	\$ 31,073
Avg. Market Price at 100%	\$ 44,589	\$ 50,414	\$ 31,924
Avg. Price to Market % (Time of Sale)	103%	104%	97%
Avg. Transaction to Market	101%	103%	97%
Avg. Transactional Discount	\$ 811	\$ 767	\$ 902
Avg. Front-End Gross	\$ 5,060	\$ 5,772	\$ 3,576
Avg. Finance Gross	\$ 1,361	\$ 1,397	\$ 1,286
PUVR	\$ 6,421	\$ 7,169	\$ 4,862
Total Gross (Units & PUVR)	\$ 237,571	\$ 179,227	\$ 58,344
GROI	262%	232%	363%
% with Trade	43%	48%	33%
Avg. Over/Under Allowance	-149	-260	83



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	37	14	6
% of Retail Units	100%	38%	16%
% Retailed of Non-New Franchise	32%	57%	50%
Avg. Days to Sale	19.5	12.3	15.2
Avg. Transaction Price	\$ 45,080	\$ 50,036	\$ 26,761
Avg. Transaction to Market %	101%	99%	99%
Avg. Transactional Discount	\$ 811	\$ 1,023	\$ 1,092
Avg. Front End Gross	\$ 5,060	\$ 5,703	\$ 4,058
Avg. Finance Gross	\$ 1,361	\$ 1,115	\$ 1,418
PUVR	\$ 6,421	\$ 6,817	\$ 5,476
Total Gross (Units & PUVR)	\$ 237,571	\$ 95,442	\$ 32,856
GROI	262%	399%	486%
% with Trade	43%	43%	17%
Avg. Over/Under Allowance	-149	-214	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	2	1	0
35%	5%	3%	0%
8%	0%	0%	#DIV/0!
25.2	36.0	5.0	#DIV/0!
\$ 46,669	\$ 52,430	\$ 66,456	#DIV/0!
104%	107%	100%	#DIV/0!
\$ 702	\$ -	\$ -	#DIV/0!
\$ 5,941	\$ 2,341	\$ -	#DIV/0!
\$ 2,004	\$ -	\$ 200	#DIV/0!
\$ 7,944	\$ 2,341	\$ 200	#DIV/0!
\$ 103,277	\$ 4,682	\$ 200	#DIV/0!
244%	45%	22%	#DIV/0!
54%	50%	100%	#DIV/0!
-115	-500	0	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
3%	0%	0%
0%	#DIV/0!	#DIV/0!
56.0	#DIV/0!	#DIV/0!
\$ 28,862	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,114	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,114	#DIV/0!	#DIV/0!
\$ 1,114	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	37	29	3
% of Retail Units	100%	78%	8%
% Retailed of Non-New Franchise	32%	38%	0%
Avg. Days to Sale	19.5	11.6	34.0
Avg. Transaction Price	\$ 45,080	\$ 46,413	\$ 35,665
Avg. Transaction to Market %	101%	101%	105%
Avg. Transactional Discount	\$ 811	\$ 846	\$ 332
Avg. Front End Gross	\$ 5,060	\$ 5,602	\$ 5,159
Avg. Finance Gross	\$ 1,361	\$ 1,473	\$ 642
PUVR	\$ 6,421	\$ 7,075	\$ 5,801
Total Gross (Units & PUVR)	\$ 237,571	\$ 205,168	\$ 17,403
GROI	262%	472%	172%
% with Trade	43%	38%	67%
Avg. Over/Under Allowance	-149	-155	0



46-60 days	61-90 days	90+ days
4	1	0
11%	3%	0%
25%	0%	#DIV/0!
54.3	67.0	#DIV/0!
\$ 45,528	\$ 32,862	#DIV/0!
103%	95%	#DIV/0!
\$ 1,118	\$ -	#DIV/0!
\$ 1,371	\$ 3,800	#DIV/0!
\$ 455	\$ 3,898	#DIV/0!
\$ 1,826	\$ 7,698	#DIV/0!
\$ 7,302	\$ 7,698	#DIV/0!
27%	126%	#DIV/0!
50%	100%	#DIV/0!
-125	-500	#DIV/0!