

[illegible]

Unit #	Stock#	M Hirt h	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transacti on Price	Advertised Price to Market % (Time of Sale)	Front- End Gross	Financ e Gross
ex.	P123456	Driske	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	223793A	A Gorr	Mercedes-Benz	E350W	6	Trade on New						
2	P1922	R Dun	Mercedes-Benz	A220		Other						
3	CVP1886	A Mor	Mercedes-Benz	C300W		Loaner						
4	P1970	G Kane	Mercedes-Benz	C300A								
5	223777A	C Park	Mercedes-Benz	GLC300W		LBO OEM/Leasing Co.						
6	P1918	A Batt	Mercedes-Benz	C300W								
7	P1983	J Spec	Mercedes-Benz	GLE350W								
8	222566C	F Watl	Honda	Accord		LBO OEM/Leasing Co.						
9	233839A	D Olso	Toyota	4Runner		LBO OEM/Leasing Co.						
10	233807A	S Capr	Mercedes-Benz	GLC300W		LBO OEM/Leasing Co.						
11	CVP1899		Mercedes-Benz	C300W		Loaner						
12	233811B		Mercedes-Benz	E300W		LBO OEM/Leasing Co.						
13	233860A		Mercedes-Benz	GLC300W		LBO OEM/Leasing Co.						
14	P1971		Mercedes-Benz	D63V4 AMG								
15	P1973		Mercedes-Benz	S560C4								
16	P1972		Mercedes-Benz	GLC300W								
17	P1969		Mercedes-Benz	GLC300W								
18	223735A		Mercedes-Benz	GLE350W		LBO OEM/Leasing Co.						
19	221579A		Mercedes-Benz	A220		LBO OEM/Leasing Co.						
20	ICPASIS		Mercedes-Benz	GLC300W		LBO OEM/Leasing Co.						
21	P1979		Mercedes-Benz	CLA250								
22	223820A		Mercedes-Benz	E450A		LBO OEM/Leasing Co.						
23	223870A		BMW	X3		LBO OEM/Leasing Co.						
24	P1980		Mercedes-Benz	GLE350W								
25	233826A		Mercedes-Benz	GLS450W4		LBO OEM/Leasing Co.						
26	P1914A		Toyota	Camry		LBO OEM/Leasing Co.						
27	CVP1879		Mercedes-Benz	C300W		Loaner						
28	CVP1900		Mercedes-Benz	GLE350W		Loaner						
29	P1984		Mercedes-Benz	GLE300W								
30	P1913		Mercedes-Benz	GLE350W								

31	221560A		Mercedes-Benz	A220		LBO OEM/Leasing Co.						
32	P1976		Mercedes-Benz	GLS450W4								
33	CVP1889		Mercedes-Benz	GLA250W2		Loaner						
34	P1902		Mercedes-Benz	CLA250								
35	P1982		Mercedes-Benz	C300W								
36	221489B		Mercedes-Benz	A220		LBO OEM/Leasing Co.						
37	CVP1926		Mercedes-Benz	CLC300W		Loaner						
38	KA49397		Mercedes-Benz	S560V		LBO OEM/Leasing Co.						
39	LR534645		Mercedes-Benz	C300W		LBO OEM/Leasing Co.						
40	CVP1933		Mercedes-Benz	GLC300W		Loaner						
41	CVP1927		Mercedes-Benz	E300W		Loaner						
42	LW037416		Mercedes-Benz	A220		LBO OEM/Leasing Co.						
43	CVP1929		Mercedes-Benz	GLE350W4		Loaner						
44	CVP1954		Mercedes-Benz	GLC300W		Loaner						
45	T223822A		Mercedes-Benz	C43C4		LBO OEM/Leasing Co.						
46	225588A		Mercedes-Benz	G63		LBO OEM/Leasing Co.						
47	CVP1974		Mercedes-Benz	GLC300W		Loaner						
48	P1960		Mercedes-Benz	G550								
49	P1964		Mercedes-Benz	GLC300C4								
50	KF554732		Mercedes-Benz	GLC300W		LBO OEM/Leasing Co.						
51	233823A		Mercedes-Benz	E300W								
52	LA561152		Mercedes-Benz	S560V								
53	KW028614		Mercedes-Benz	A220								

Scoreboard Totals

% Retailed of Non-Franchise Make	#VALUE!
Total # Retail Units	Mercedes-Benz
Avg. Days to Sale	6.0
Avg. Advertised Price (Time of Sale)	#DIV/0!
Avg. Transaction Price	#DIV/0!
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	#DIV/0!
Avg. Front-End Gross	#DIV/0!
Avg. Finance Gross	#DIV/0!
PUVR	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!
GROI	#DIV/0!
% with Trade	#VALUE!
Avg. Over/Under Allowance	#DIV/0!



ACADEMY

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	#VALUE!	#DIV/0!	#DIV/0!
Total # Retail Units	Mercedes-Benz	0	0
Avg. Days to Sale	6.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	#VALUE!	#DIV/0!	#DIV/0!
Total # Retail Units	Mercedes-Benz	0	0
Avg. Days to Sale	6.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	#VALUE!	#DIV/0!	#DIV/0!
Total # Retail Units	Mercedes-Benz	0	0
Avg. Days to Sale	6.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	Mercedes-Benz	0	0
Avg. Days to Sale	6.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard			
Same Brand as New	Totals	Yes	No
Total # Retail Units	Mercedes-Benz	68	5
Avg. Days to Sale	6.0	6.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	Mercedes-Be	1	0
% of Retail Units	#VALUE!	#VALUE!	#VALUE!
% Retailed of Non-New Franchise	#VALUE!	0%	#DIV/0!
Avg. Days to Sale	6.0	6.0	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	0%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	13	0
#VALUE!	#VALUE!	#VALUE!	#VALUE!
#DIV/0!	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
33	0	1
#VALUE!	#VALUE!	#VALUE!
15%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	Mercedes-Benz	1	0
% of Retail Units	#VALUE!	#VALUE!	#VALUE!
% Retailed of Non-New Franchise	#VALUE!	0%	#DIV/0!
Avg. Days to Sale	6.0	6.0	#DIV/0!
Avg. Transaction Price	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front End Gross	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	#DIV/0!	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	#VALUE!	0%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



[illegible]