

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Eric Voge	Brian Gottschalk	Sean Nelson
Mark Pelant		Dexter Summers
		Andre Prasad
		Scott Gabrik
		Nic Conzemius
		House
		Emmanuel Anaim

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	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	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	F3187A	2017	PORSCHE	911 4S CAB	103	Trade on New	Yes	Yes	\$ 116,990	\$ 115,490	99%	\$3,219	\$0
2	P109839	2018	PORSCHE	GT2 RS	58	Street/Curb Buy	Yes	Yes	\$ 397,990	\$ 380,000	100%	\$22,105	\$0
3	P109857	2020	PORSCHE	MACAN S	20	Street/Curb Buy	Yes	Yes	\$ 55,990	\$ 55,990	95%	\$1,168	\$2,810
4	P109776	2022	PORSCHE	CAYENNE COUPE	260	Street/Curb Buy	Yes	Yes	\$ 79,591	\$ 79,591	95%	(\$10,978)	\$1,155
5	SF3023A	2019	PORSCHE	MACAN	38	Trade on Used	Yes	Yes	\$ 42,990	\$ 42,990	101%	\$868	\$1,530
6	P109785	2021	PORSCHE	CAYENNE GTS COUPE	251	Street/Curb Buy	Yes	Yes	\$ 116,200	\$ 116,200	95%	(\$8,948)	\$0
7	P109846	2021	PORSCHE	PANAMERA 4	42	Street/Curb Buy	Yes	Yes	\$ 87,880	\$ 85,000	89%	\$3,550	\$0
8	SF2787	2021	PORSCHE	MACAN	190	Loaner	Yes	Yes	\$ 49,990	\$ 49,000	90%	(\$3,995)	\$1,376
9	P109745	2020	PORSCHE	TAYCAN 4S	319	Street/Curb Buy	Yes	Yes	\$ 99,990	\$ 99,990	101%	(\$19,661)	\$4,450
10	P109847	2021	PORSCHE	MACAN GTS	50	Street/Curb Buy	Yes	Yes	\$ 84,990	\$ 84,000	103%	(\$1,107)	\$917
11	P109860	2016	PORSCHE	BOXSTER SPYDER	24	Street/Curb Buy	Yes	Yes	\$ 119,990	\$ 119,990	109%	\$16,215	\$0
12	P109862	2018	PORSCHE	MACAN	15	Street/Curb Buy	Yes	Yes	\$ 42,990	\$ 42,990	100%	\$0	\$362
13	P109820A	2016	PORSCHE	BOXSTER	18	Trade on Used	Yes	Yes	\$ 48,600	\$ 48,600	103%	\$3,488	\$1,179
14	P109778	2022	PORSCHE	911 COUPE	282	Street/Curb Buy	Yes	Yes	\$ 132,992	\$ 127,747	98%	(\$11,014)	\$3,099
15	SS1670	2022	PORSCHE	MACAN	100	Loaner	Yes	Yes	\$ 57,590	\$ 57,590	100%	\$4,052	\$700
16	P109853	2021	PORSCHE	911 C4S	45	Street/Curb Buy	Yes	Yes	\$ 152,260	\$ 151,260	97%	\$3,419	\$399
17	S1790A	2020	PORSCHE	MACAN	98	Trade on New	Yes	Yes	\$ 43,990	\$ 43,990	99%	\$237	\$1,313
18	F3127A	2015	PORSCHE	911 GT3	174	Trade on New	Yes	Yes	\$ 138,191	\$ 138,191	92%	(\$2,039)	\$1,507
19	P109856	2020	PORSCHE	CAYENNE	39	Street/Curb Buy	Yes	Yes	\$ 63,000	\$ 63,000	99%	(\$1,308)	\$2,106
20	P109817	2015	PORSCHE	911 TURBO	161	Street/Curb Buy	Yes	Yes	\$ 120,750	\$ 120,750	96%	\$8,994	\$3,164
21	P109832	2022	PORSCHE	TAYCAN GTS	57	Street/Curb Buy	Yes	Yes	\$ 146,440	\$ 146,000	98%	\$2,552	\$3,010
22	P109799	2021	PORSCHE	911 C4S	164	Street/Curb Buy	Yes	Yes	\$ 152,990	\$ 152,990	95%	\$215	\$848
23	HP50007B	1997	PORSCHE	911 C4S	84	Trade on Used	Yes	Yes	\$ 155,990	\$ 155,000	100%	\$3,873	\$1,475
24	P109802A	2011	TESLA	MODEL S PLAID	75	Trade on Used	No	No	\$ 114,440	\$ 105,000	102%	(\$9,200)	\$0
25	P109843	2014	PORSCHE	911 50TH	31	Street/Curb Buy	Yes	Yes	\$ 124,550	\$ 122,500	101%	\$8,839	\$0
26	P109840	2016	PORSCHE	GT3 RS	30	Street/Curb Buy	Yes	Yes	\$ 189,990	\$ 189,990	92%	\$26,565	\$0
27	SF2840	2021	PORSCHE	MACAN	43	Loaner	Yes	Yes	\$ 54,550	\$ 52,900	98%	(\$511)	\$0
28	SS1680	2022	PORSCHE	MACAN	30	Loaner	Yes	Yes	\$ 60,990	\$ 60,990	99%	\$4,032	\$1,449
29	P109849	2020	PORSCHE	TAYCAN TURBO	12	Street/Curb Buy	Yes	Yes	\$ 139,990	\$ 139,990	107%	\$19,323	\$1,099
30	SF2848	2022	PORSCHE	MACAN	41	Loaner	Yes	Yes	\$ 59,990	\$ 59,990	98%	\$3,474	\$300
31	P109834	2019	PORSCHE	CAYENNE HYBRID	60	Street/Curb Buy	Yes	Yes	\$ 65,990	\$ 65,990	104%	\$555	\$2,652
32	P109820	2017	PORSCHE	911 S CAB	120	Street/Curb Buy	Yes	Yes	\$ 103,990	\$ 99,000	102%	(\$7,899)	\$0
33	P109741A	2010	PORSCHE	911 4S CAB	64	Trade on Used	Yes	Yes	\$ 56,000	\$ 56,000	91%	\$3,599	\$0

34	SS1680A	2019	PORSCHE	MACAN	22	Trade on Used	Yes	Yes	\$ 45,990	\$ 44,679	102%	\$1,500	\$2,238
35	P109837	2014	PORSCHE	CAYENNE DIESEL	45	Street/Curb Buy	Yes	Yes	\$ 29,340	\$ 29,340	100%	(\$789)	\$0
36	P109818	2020	PORSCHE	911 CAB	133	Street/Curb Buy	Yes	Yes	\$ 118,990	\$ 118,990	96%	\$10,389	\$1,536
37	P109831	2019	PORSCHE	CAYENNE	20	Street/Curb Buy	Yes	Yes	\$ 57,990	\$ 57,000	101%	\$378	\$0
38	HP50017A	2022	PORSCHE	911 GT3	168	Trade on Used	Yes	Yes	\$ 262,990	\$ 262,990	99%	\$11,925	\$1,698
39	P109830	2019	PORSCHE	CAYENNE TURBO	46	Street/Curb Buy	Yes	Yes	\$ 93,990	\$ 93,990	102%	\$22,382	\$1,249
40	P109836	2007	PORSCHE	CAYMAN	28	Street/Curb Buy	No	Yes	\$ 30,990	\$ 29,500	102%	\$5,959	\$0
41	S1671A	2018	PORSCHE	MACAN GTS	294	Trade on New	No	Yes	\$ 49,990	\$ 47,491	94%	(\$4,224)	\$1,885
42	P109801	2019	PORSCHE	MACAN S	136	Street/Curb Buy	Yes	Yes	\$ 54,990	\$ 54,990	104%	(\$3,781)	\$0
43	P109788	2020	PORSCHE	PANAMERA GTS	173	Street/Curb Buy	Yes	Yes	\$ 123,990	\$ 120,690	106%	(\$10,259)	\$1,962
44	P109770A	2021	PORSCHE	PANAMERA GTS ST	222	Trade on Used	Yes	Yes	\$ 153,530	\$ 148,990	117%	(\$9,339)	\$0
45	B12211A	2019	PORSCHE	CAYENNE HYBRID	57	Trade on Used	Yes	Yes	\$ 72,220	\$ 70,570	105%	\$2,278	\$0
46	P109692A	2014	PORSCHE	911 C4S	279	Trade on Used	Yes	Yes	\$ 89,990	\$ 88,740	100%	(\$1,799)	\$3,905
47	SF2582	2021	PORSCHE	MACAN	228	Loaner	Yes	Yes	\$ 62,997	\$ 62,997	96%	\$1,623	\$1,052
48	P109812	2020	PORSCHE	GT4	16	Street/Curb Buy	Yes	Yes	\$ 126,575	\$ 125,000	97%	\$4,741	\$3,381
49	P109823	2021	PORSCHE	MACAN	2	Street/Curb Buy	Yes	Yes	\$ 55,990	\$ 55,990	102%	\$3,122	\$1,309
50	P109814A	2018	PORSCHE	MACAN GTS	54	Trade on Used	Yes	Yes	\$ 55,990	\$ 54,700	97%	\$1,939	\$3,705
51	SF3023	2022	PORSCHE	MACAN	27	Loaner	Yes	Yes	\$ 59,990	\$ 59,000	96%	\$3,123	\$3,489
52	P109838	2020	PORSCHE	CAYENNE	14	Street/Curb Buy	Yes	Yes	\$ 64,990	\$ 64,990	101%	\$4,917	\$0
53	F3248A	2018	PORSCHE	MACAN GTS	6	Trade on New	Yes	Yes	\$ 58,990	\$ 58,990	101%	\$1,919	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	9%
Total # Retail Units	200
Avg. Days to Sale	85.3
Avg. Advertised Price (Time of Sale)	\$ 95,938
Avg. Transaction Price	\$ 94,956
Avg. Market Price at 100%	\$ 94,786
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 981
Avg. Front-End Gross	\$ 2,692
Avg. Finance Gross	\$ 1,959
PUVR	\$ 4,651
Total Gross (Units & PUVR)	\$ 930,196
GROI	21%
% with Trade	45%
Avg. Over/Under Allowance	(\$73)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	9%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	85.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 95,938	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 94,956	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 94,786	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 981	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,692	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,959	#DIV/0!	#DIV/0!
PUVR	\$ 4,651	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 930,196	#DIV/0!	#DIV/0!
GROI	21%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-73	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	9%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	85.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 95,938	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 94,956	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 94,786	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 981	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,692	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,959	#DIV/0!	#DIV/0!
PUVR	\$ 4,651	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 930,196	#DIV/0!	#DIV/0!
GROI	21%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-73	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	9%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	85.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 95,938	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 94,956	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 94,786	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 981	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,692	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,959	#DIV/0!	#DIV/0!
PUVR	\$ 4,651	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 930,196	#DIV/0!	#DIV/0!
GROI	21%	#DIV/0!	#DIV/0!
% with Trade	45%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-73	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	177	23
Avg. Days to Sale	85.3	87.9	65.7
Avg. Advertised Price (Time of Sale)	\$ 95,938	\$ 98,006	\$ 78,036
Avg. Transaction Price	\$ 94,956	\$ 97,155	\$ 78,036
Avg. Market Price at 100%	\$ 94,786	\$ 97,282	\$ 78,026
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ 981	\$ 851	\$ 1,988
Avg. Front-End Gross	\$ 2,692	\$ 2,927	\$ 880
Avg. Finance Gross	\$ 1,959	\$ 1,976	\$ 1,831
PUVR	\$ 4,651	\$ 4,903	\$ 2,711
Total Gross (Units & PUVR)	\$ 930,196	\$ 867,843	\$ 62,353
GROI	21%	21%	19%
% with Trade	45%	45%	43%
Avg. Over/Under Allowance	-73	-54	-217



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	182	18
Avg. Days to Sale	85.3	89.2	45.8
Avg. Advertised Price (Time of Sale)	\$ 95,938	\$ 97,803	\$ 76,033
Avg. Transaction Price	\$ 94,956	\$ 96,828	\$ 76,033
Avg. Market Price at 100%	\$ 94,786	\$ 97,074	\$ 74,785
Avg. Price to Market % (Time of Sale)	101%	101%	102%
Avg. Transaction to Market	100%	100%	102%
Avg. Transactional Discount	\$ 981	\$ 975	\$ 1,047
Avg. Front-End Gross	\$ 2,692	\$ 2,795	\$ 1,652
Avg. Finance Gross	\$ 1,959	\$ 1,955	\$ 2,004
PUVR	\$ 4,651	\$ 4,749	\$ 3,657
Total Gross (Units & PUVR)	\$ 930,196	\$ 864,377	\$ 65,819
GROI	21%	20%	38%
% with Trade	45%	44%	56%
Avg. Over/Under Allowance	-73	-52	-278



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	42	29
% of Retail Units	100%	21%	14%
% Retailed of Non-New Franchise	9%	10%	17%
Avg. Days to Sale	85.3	82.9	92.8
Avg. Transaction Price	\$ 94,956	\$ 81,986	\$ 100,779
Avg. Transaction to Market %	100%	101%	101%
Avg. Transactional Discount	\$ 981	\$ 754	\$ 2,208
Avg. Front End Gross	\$ 2,692	\$ 2,624	\$ 1,638
Avg. Finance Gross	\$ 1,959	\$ 2,381	\$ 1,823
PUVR	\$ 4,651	\$ 5,005	\$ 3,461
Total Gross (Units & PUVR)	\$ 930,196	\$ 210,219	\$ 100,368
GROI	21%	27%	13%
% with Trade	45%	43%	38%
Avg. Over/Under Allowance	-73	0	-155



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
103	0	18	7
52%	0%	9%	4%
5%	#DIV/0!	6%	43%
90.9	#DIV/0!	77.9	7.1
\$ 107,262	#DIV/0!	\$ 59,527	\$ 58,546
100%	#DIV/0!	97%	99%
\$ 837	#DIV/0!	\$ 744	\$ 141
\$ 3,100	#DIV/0!	\$ 2,689	\$ 1,154
\$ 1,948	#DIV/0!	\$ 1,569	\$ 1,436
\$ 5,048	#DIV/0!	\$ 4,258	\$ 2,590
\$ 519,960	#DIV/0!	\$ 76,650	\$ 18,128
19%	#DIV/0!	33%	223%
50%	#DIV/0!	44%	14%
-97	#DIV/0!	0	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	1%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	79.0
#DIV/0!	#DIV/0!	\$ 95,990
#DIV/0!	#DIV/0!	104%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 4,871
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 4,871
#DIV/0!	#DIV/0!	\$ 4,871
#DIV/0!	#DIV/0!	23%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	54	31
% of Retail Units	100%	27%	16%
% Retailed of Non-New Franchise	9%	17%	10%
Avg. Days to Sale	85.3	15.8	39.5
Avg. Transaction Price	\$ 94,956	\$ 86,248	\$ 92,210
Avg. Transaction to Market %	100%	100%	101%
Avg. Transactional Discount	\$ 981	\$ 630	\$ 586
Avg. Front End Gross	\$ 2,692	\$ 5,767	\$ 3,871
Avg. Finance Gross	\$ 1,959	\$ 1,903	\$ 1,925
PUVR	\$ 4,651	\$ 7,670	\$ 5,796
Total Gross (Units & PUVR)	\$ 930,196	\$ 414,203	\$ 179,670
GROI	21%	203%	57%
% with Trade	45%	41%	55%
Avg. Over/Under Allowance	-73	-167	0



46-60 days	61-90 days	90+ days
24	29	62
12%	14%	31%
0%	14%	3%
53.4	75.5	185.7
\$ 89,702	\$ 113,066	\$ 97,478
101%	101%	99%
\$ 1,272	\$ 1,328	\$ 1,211
\$ 4,863	\$ 4,875	\$ (2,438)
\$ 2,190	\$ 2,226	\$ 1,811
\$ 7,053	\$ 7,101	\$ (627)
\$ 169,266	\$ 205,928	\$ (38,871)
53%	30%	-1%
33%	48%	47%
0	-190	0