

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
#NAME?	#NAME?	#NAME?

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	4L315	2021	MERCEDES LIGHT TRUCK	GLC300W	140	Loaner	Yes	No	61,888.00	60,468.00	100%	\$ 61,835	98%	\$ 1,420	-5,037.32	436.05
2	4L317	2021	MERCEDES LIGHT TRUCK	GLC43W4	153	Loaner		No	126,427.79	126,427.79	92%	\$ 136,784	92%	\$ -	3,140.47	4,237.92
3	4L319	2021	MERCEDES LIGHT TRUCK	GLB250W4	242	Loaner		No	45,888.00	41,526.87	99%	\$ 46,365	90%	\$ 4,361	-5,141.08	.00
4	4L325	2021	MERCEDES LIGHT TRUCK	GLC300W4	128	Loaner		No	42,998.00	40,698.00	103%	\$ 41,684	98%	\$ 2,300	208.37	1,060.02
5	4L327	2021	MERCEDES LIGHT TRUCK	GLC300W	146	Loaner		No	34,310.00	34,310.00	99%	\$ 34,498	99%	\$ -	.00	3,120.42
6	4L332	2021	MERCEDES-BENZ	E350W	77	Loaner	Yes	No	43,888.00	43,527.29	99%	\$ 44,449	98%	\$ 361	-1,800.00	2,100.00
7	4L333	2021	MERCEDES-BENZ	E350W	129	Loaner	Yes	No	46,888.00	46,888.00	100%	\$ 47,077	100%	\$ -	2,303.25	3,559.44
8	4L334	2021	MERCEDES-BENZ	E350W	106	Loaner		No	21,347.70	21,347.70	99%	\$ 21,509	99%	\$ -	.00	183.48
9	4L335	2021	MERCEDES-BENZ	E350W	94	Loaner		No	25,669.00	25,669.00	105%	\$ 24,554	105%	\$ -	.53	3,235.84
10	4L336	2021	MERCEDES LIGHT TRUCK	GLB250W4	74	Loaner		No	90,085.00	88,085.00	96%	\$ 93,714	94%	\$ 2,000	7,599.10	2,550.72
11	4L337	2021	MERCEDES LIGHT TRUCK	GLB250W	112	Loaner	Yes	No	59,888.00	58,594.00	98%	\$ 61,062	96%	\$ 1,294	-3,651.08	.00
12	4L338	2021	MERCEDES LIGHT TRUCK	GLC	127	Loaner		No	37,998.00	32,854.00	98%	\$ 38,872	85%	\$ 5,144	3,854.00	.00
13	4L340	2021	MERCEDES LIGHT TRUCK	GLC300W	106	Loaner		No	33,998.00	32,883.00	96%	\$ 35,253	93%	\$ 1,115	1,255.01	4,623.92
14	4L341	2021	MERCEDES LIGHT TRUCK	GLC300W4	186	Loaner		No	24,825.75	24,825.75	102%	\$ 24,255	102%	\$ -	.00	.00
15	4L346	2022	MERCEDES-BENZ	S500V4	43	Loaner	Yes	No	113,650.00	104,650.00	101%	\$ 112,492	93%	\$ 9,000	5,027.70	2,091.22
16	4L346A	2020	MERCEDES-BENZ	CLA50C	79	Trade on Used	Yes	No	60,888.00	60,495.86	106%	\$ 57,311	106%	\$ 392	-2,633.59	3,711.63
17	4L347	2022	MERCEDES-BENZ	S500V4	83	Loaner	Yes	No	38,888.00	38,688.00	105%	\$ 37,053	104%	\$ 200	-3,815.10	2,185.15
18	4L348	2022	MERCEDES LIGHT TRUCK	GLA250W	100	Loaner		No	92,315.00	90,000.00	97%	\$ 95,147	95%	\$ 2,315	765.00	6,558.88
19	4L349	2022	MERCEDES LIGHT TRUCK	GLB250W	97	Loaner		No	24,682.00	24,682.00	100%	\$ 24,796	100%	\$ -	.35	2,000.00
20	4L350	2022	MERCEDES LIGHT TRUCK	GLB250W4	65	Loaner		No	26,418.70	26,418.70	101%	\$ 26,042	101%	\$ -	.00	1,445.00
21	4L351	2021	MERCEDES LIGHT TRUCK	GLC300W	99	Loaner		No	20,831.78	20,831.78	96%	\$ 21,689	96%	\$ -	.00	104.85
22	4L353	2022	MERCEDES LIGHT TRUCK	GLC300W4	140	Loaner		No	32,555.48	32,555.48	95%	\$ 34,205	95%	\$ -	.00	4,345.80
23	4L355	2022	MERCEDES LIGHT TRUCK	GLE350W	59	Loaner		No	24,572.03	24,572.03	104%	\$ 23,713	104%	\$ -	.00	3,781.99
24	4L355A	2017	MERCEDES LIGHT TRUCK	GLE350W	74	Trade on Used		No	39,561.00	39,561.00	100%	\$ 39,733	100%	\$ -	.75	4,896.16
25	4L356	2022	MERCEDES LIGHT TRUCK	GLE350W4	60	Loaner		No	51,888.00	50,888.00	102%	\$ 50,878	100%	\$ 1,000	-2,919.77	3,851.10
26	4L357	2022	MERCEDES LIGHT TRUCK	GLE350W4	49	Loaner		No	65,380.00	61,000.00	97%	\$ 67,402	91%	\$ 4,380	1,834.96	6,914.12
27	4L358	2022	MERCEDES LIGHT TRUCK	GLE350W	76	Loaner		No	40,888.00	40,888.00	105%	\$ 38,770	105%	\$ -	740.00	.00
28	4L359A	2022	MERCEDES-BENZ	C300W	19	Trade on Used		No	31,190.56	31,190.56	96%	\$ 32,490	96%	\$ -	.00	3,390.11
29	4L362	2022	MERCEDES LIGHT TRUCK	GLS450W4	40	Loaner		No	25,012.75	25,012.75	99%	\$ 25,269	99%	\$ -	.00	517.47
30	4L365	2022	MERCEDES-BENZ	CLA35C4	13	Loaner		No	61,285.00	59,785.00	96%	\$ 63,839	94%	\$ 1,500	2,029.21	600.00
31	4L366	2022	MERCEDES-BENZ	E350W	92	Loaner		No	43,080.00	38,998.00	99%	\$ 43,473	90%	\$ 4,082	-797.38	2,123.82
32	4L368	2022	MERCEDES LIGHT TRUCK	GLC300W	29	Loaner		No	52,998.00	52,998.00	99%	\$ 53,400	99%	\$ -	1,276.80	.00
33	4L369	2022	MERCEDES-BENZ	C300W	6	Loaner		No	.00	.00	100%	\$ -	#DIV/0!	BLANK	.00	.00
34	4L370	2022	MERCEDES-BENZ	E350W	71	Loaner	Yes	No	71,998.00	63,848.00	107%	\$ 67,325	95%	\$ 8,150	-7,490.63	10,464.16
35	4L370A	2022	MERCEDES-BENZ	A220W	72	Trade on Used		No	3,000.00	3,000.00	102%	\$ 2,937	102%	\$ -	.00	.00
36	4L371	2022	MERCEDES-BENZ	S500V4	30	Loaner		No	64,270.00	50,283.47	109%	\$ 58,870	85%	\$ 13,987	-7,743.51	10,602.95
37	4L372	2022	MERCEDES-BENZ	S500V4	77	Loaner		No	29,945.00	29,945.00	108%	\$ 27,632	108%	\$ -	.40	1,759.70
38	4L373	2022	MERCEDES LIGHT TRUCK	GLA250W4	145	Loaner	Yes	No	67,888.00	67,888.00	100%	\$ 67,595	100%	\$ -	1,901.99	6,574.50
39	4L374	2022	MERCEDES LIGHT TRUCK	GLB250W	167	Loaner		No	28,998.00	28,201.48	95%	\$ 30,369	93%	\$ 797	3,214.64	3,000.00
40	4L375	2022	MERCEDES LIGHT TRUCK	GLB250W	42	Loaner		No	53,335.00	52,335.00	98%	\$ 54,191	97%	\$ 1,000	3,762.93	1,525.00
41	4L376	2022	MERCEDES LIGHT TRUCK	GLB250W	27	Loaner		No	55,888.00	55,888.00	106%	\$ 52,652	106%	\$ -	-1,478.55	3,880.94
42	4L378	2022	MERCEDES LIGHT TRUCK	GLB250W4	16	Loaner		No	24,115.00	24,115.00	100%	\$ 24,115	100%	\$ -	.62	2,176.80
43	4L379	2022	MERCEDES LIGHT TRUCK	GLB250W4	149	Loaner		No	34,034.00	34,034.00	100%	\$ 34,188	100%	\$ -	-.80	2,384.64
44	4L381	2022	MERCEDES LIGHT TRUCK	GLC300W	47	Loaner		No	45,905.00	36,905.00	104%	\$ 44,206	83%	\$ 9,000	-5,607.74	6,488.90
45	4L385	2022	MERCEDES LIGHT TRUCK	GLC300W4	27	Loaner		No	26,943.99	26,943.99	107%	\$ 25,278	107%	\$ -	.00	878.58
46	4L386	2022	MERCEDES LIGHT TRUCK	GLC300W4	143	Loaner		No	33,103.00	33,103.00	100%	\$ 33,257	100%	\$ -	.80	1,319.34
47	4L387	2022	MERCEDES LIGHT TRUCK	GLC300W4	17	Loaner	Yes	No	36,888.00	39,888.00	104%	\$ 35,478	112%	\$ (3,000)	4,357.84	5,097.60
48	4L388	2022	MERCEDES LIGHT TRUCK	GLC300W4	22	Loaner		No	31,280.38	31,280.38	110%	\$ 28,509	110%	\$ -	.00	.00
49	4L389	2022	MERCEDES-BENZ	E350W	40	Loaner		No	40,888.00	40,888.00	104%	\$ 39,205	104%	\$ -	-740.95	1,840.89
50	4L390	2022	MERCEDES LIGHT TRUCK	GLA250W	120	Loaner	Yes	No	55,998.00	57,998.00	109%	\$ 51,602	112%	\$ (2,000)	10,108.00	6,889.78
51	4L391	2022	MERCEDES LIGHT TRUCK	GLA250W	20	Loaner		No	54,998.00	54,688.00	102%	\$ 53,695	102%	\$ 310	1,000.44	3,930.81
52	4L395	2022	MERCEDES LIGHT TRUCK	GLC300W	148	Loaner		No	121,100.00	115,200.00	99%	\$ 121,841	95%	\$ 5,900	5,320.08	2,210.00
53	4L396	2022	MERCEDES LIGHT TRUCK	GLC300W	122	Loaner		No	52,460.00	42,810.00	97%	\$ 54,002	79%	\$ 9,650	-7,794.94	8,483.10

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	200
Avg. Days to Sale	76.6
Avg. Advertised Price (Time of Sale)	\$ 39,336
Avg. Transaction Price	\$ 37,962
Avg. Market Price at 100%	\$ 38,848
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 1,424
Avg. Front-End Gross	\$ (369)
Avg. Finance Gross	\$ 1,696
PUVR	\$ 1,352
Total Gross (Units & PUVR)	\$ 270,324
GROI	17%
% with Trade	14%
Avg. Over/Under Allowance	\$5



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	76.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,336	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,962	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,848	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,424	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (369)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,696	#DIV/0!	#DIV/0!
PUVR	\$ 1,352	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,324	#DIV/0!	#DIV/0!
GROI	17%	#DIV/0!	#DIV/0!
% with Trade	14%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	5	#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	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	76.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,336	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,962	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,848	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,424	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (369)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,696	#DIV/0!	#DIV/0!
PUVR	\$ 1,352	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,324	#DIV/0!	#DIV/0!
GROI	17%	#DIV/0!	#DIV/0!
% with Trade	14%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	5	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	76.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,336	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 37,962	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,848	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,424	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ (369)	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,696	#DIV/0!	#DIV/0!
PUVR	\$ 1,352	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,324	#DIV/0!	#DIV/0!
GROI	17%	#DIV/0!	#DIV/0!
% with Trade	14%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	5	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	27	0
Avg. Days to Sale	76.6	81.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,336	\$ 46,529	#DIV/0!
Avg. Transaction Price	\$ 37,962	\$ 45,680	#DIV/0!
Avg. Market Price at 100%	\$ 38,848	\$ 45,645	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	102%	#DIV/0!
Avg. Transaction to Market	98%	100%	#DIV/0!
Avg. Transactional Discount	\$ 1,424	\$ 850	#DIV/0!
Avg. Front-End Gross	\$ (369)	\$ (86)	#DIV/0!
Avg. Finance Gross	\$ 1,696	\$ 2,968	#DIV/0!
PUVR	\$ 1,352	\$ 2,882	#DIV/0!
Total Gross (Units & PUVR)	\$ 270,324	\$ 77,802	#DIV/0!
GROI	17%	28%	#DIV/0!
% with Trade	14%	30%	#DIV/0!
Avg. Over/Under Allowance	5	-3	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	76.6	#DIV/0!	76.6
Avg. Advertised Price (Time of Sale)	\$ 39,336	#DIV/0!	\$ 37,962
Avg. Transaction Price	\$ 37,962	#DIV/0!	\$ 37,962
Avg. Market Price at 100%	\$ 38,848	#DIV/0!	\$ 38,990
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	97%
Avg. Transaction to Market	98%	#DIV/0!	97%
Avg. Transactional Discount	\$ 1,424	#DIV/0!	\$ 1,424
Avg. Front-End Gross	\$ (369)	#DIV/0!	\$ (369)
Avg. Finance Gross	\$ 1,696	#DIV/0!	\$ 1,696
PUVR	\$ 1,352	#DIV/0!	\$ 1,352
Total Gross (Units & PUVR)	\$ 270,324	#DIV/0!	\$ 270,324
GROI	17%	#DIV/0!	17%
% with Trade	14%	#DIV/0!	14%
Avg. Over/Under Allowance	5	#DIV/0!	5



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	64	9
% of Retail Units	100%	32%	5%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	76.6	79.2	61.9
Avg. Transaction Price	\$ 37,962	\$ 35,803	\$ 36,007
Avg. Transaction to Market %	98%	#DIV/0!	100%
Avg. Transactional Discount	\$ 1,424	\$ 1,290	\$ 337
Avg. Front End Gross	\$ (369)	\$ 108	\$ (2,889)
Avg. Finance Gross	\$ 1,696	\$ 1,168	\$ 2,196
PUVR	\$ 1,352	\$ 1,263	\$ (693)
Total Gross (Units & PUVR)	\$ 270,324	\$ 80,837	\$ (6,233)
GROI	17%	16%	-11%
% with Trade	14%	8%	0%
Avg. Over/Under Allowance	5	31	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	46	81	0
0%	23%	41%	0%
#DIV/0!	100%	100%	#DIV/0!
#DIV/0!	72.2	78.8	#DIV/0!
#DIV/0!	\$ 35,728	\$ 41,155	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,245	\$ 1,763	#DIV/0!
#DIV/0!	\$ (723)	\$ (264)	#DIV/0!
#DIV/0!	\$ 1,277	\$ 2,295	#DIV/0!
#DIV/0!	\$ 566	\$ 2,121	#DIV/0!
#DIV/0!	\$ 26,032	\$ 171,803	#DIV/0!
#DIV/0!	8%	24%	#DIV/0!
#DIV/0!	9%	22%	#DIV/0!
#DIV/0!	54	-43	#DIV/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	42	28
% of Retail Units	100%	21%	14%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	76.6	17.1	38.2
Avg. Transaction Price	\$ 37,962	\$ 34,300	\$ 40,747
Avg. Transaction to Market %	98%	#DIV/0!	101%
Avg. Transactional Discount	\$ 1,424	\$ 1,234	\$ 1,193
Avg. Front End Gross	\$ (369)	\$ 162	\$ (474)
Avg. Finance Gross	\$ 1,696	\$ 1,794	\$ 998
PUVR	\$ 1,352	\$ 1,957	\$ 524
Total Gross (Units & PUVR)	\$ 270,324	\$ 82,180	\$ 14,660
GROI	17%	120%	12%
% with Trade	14%	12%	14%
Avg. Over/Under Allowance	5	60	-86



46-60 days	61-90 days	90+ days
19	37	72
10%	19%	36%
100%	100%	100%
52.4	74.9	135.7
\$ 41,187	\$ 35,687	\$ 39,604
99%	#DIV/0!	#DIV/0!
\$ 2,141	\$ 1,308	\$ 1,522
\$ (624)	\$ (703)	\$ (409)
\$ 2,131	\$ 1,442	\$ 1,960
\$ 1,507	\$ 739	\$ 1,551
\$ 28,631	\$ 27,338	\$ 111,680
25%	10%	10%
16%	8%	17%
-26	0	20