

| Unit # | Stock#  | Year | Make          | Model    | Days in Stock | Acquisition Source        | CPO | Advertised Price (Time of Sale) | Transaction Price | Advertised Price to Market % (Time of Sale) | Front-End Gross | Finance Gross |
|--------|---------|------|---------------|----------|---------------|---------------------------|-----|---------------------------------|-------------------|---|-----------------|---------------|
| 1      | Z5055A  | 2019 | Mercedes-Benz | C300     | 41            | Trade on New              | Yes | \$ 31,900                       | \$ 31,900         | 100%  | (\$152)         | \$0           |
| 2      | Z5016A  | 2020 | Mercedes-Benz | GLE350   | 7             | Trade on New              | Yes | \$ 61,994                       | \$ 61,994         | 100%  | \$7,527         | \$3,164       |
| 3      | Z4887A  | 2022 | Mercedes-Benz | GLE350   | 5             | Trade on New              | Yes | \$ 63,480                       | \$ 62,263         | 98%   | \$488           | \$0           |
| 4      | V54252  | 2020 | Mercedes-Benz | GLE350   | 7             | LBO Customer              | Yes | \$ 47,600                       | \$ 47,600         | 100%  | \$5,343         | \$0           |
| 5      | Z5078A  | 2020 | Mercedes-Benz | GLC63    | 29            | Trade on New              | Yes | \$ 66,842                       | \$ 66,842         | 100%  | \$2,010         | \$3,568       |
| 6      | Z5088A  | 2016 | Mercedes-Benz | C300     | 6             | Trade on New              | No  | \$ 22,872                       | \$ 22,872         | 100%  | \$4,081         | \$1,200       |
| 7      | V54260  | 2019 | Mercedes-Benz | GLE43 C4 | 1             | LBO Customer              | No  | \$ 49,569                       | \$ 49,569         | 100%  | (\$45)          | \$2,289       |
| 8      | Z3546R  | 2021 | Mercedes-Benz | C300     | 157           | ntal Fleet (Enterprise, e | Yes | \$ 36,980                       | \$ 35,759         | 97%   | \$18            | \$0           |
| 9      | V54247  | 2013 | Mercedes-Benz | ML350    | 21            | Street/Curb Buy           | No  | \$ 20,980                       | \$ 19,462         | 93%   | \$2,085         | \$0           |
| 10     | V54259  | 2014 | Mercedes-Benz | S550     | 0             | Street/Curb Buy           | No  | \$ 26,980                       | \$ 25,000         | 93%   | \$70            | \$0           |
| 11     | Z5113A  | 2015 | Mercedes-Benz | ML350    | 5             | Trade on New              | No  | \$ 23,980                       | \$ 22,556         | 94%   | \$2,335         | \$0           |
| 12     | V54219  | 2013 | Mercedes-Benz | G63      | 77            | Auction/Wholesale         | No  | \$ 77,480                       | \$ 74,000         | 95%   | \$785           | \$1,673       |
| 13     | Z3479R  | 2021 | Mercedes-Benz | GLC300   | 70            | ntal Fleet (Enterprise, e | Yes | \$ 45,964                       | \$ 45,964         | 100%  | \$2,742         | \$0           |
| 14     | Z5096A  | 2019 | Mercedes-Benz | GLA250   | 7             | Trade on New              | Yes | \$ 31,480                       | \$ 30,524         | 97%   | \$887           | \$1,716       |
| 15     | V54267  | 2019 | Mercedes-Benz | GLA250   | 0             | LBO OEM/Leasing Co.       | No  | \$ 18,078                       | \$ 18,078         | 100%  | \$0             | \$3,394       |
| 16     | Z5107A  | 2021 | Mercedes-Benz | GLE53    | 21            | Trade on New              | Yes | \$ 83,980                       | \$ 82,486         | 98%   | \$4,530         | \$0           |
| 17     | Z5065A  | 2020 | Mercedes-Benz | GLC 300  | 27            | Trade on New              | Yes | \$ 39,480                       | \$ 37,226         | 94%   | (\$366)         | \$2,199       |
| 18     | V54263  | 2019 | Mercedes-Benz | SLC300   | 3             | LBO Customer              | Yes | \$ 40,954                       | \$ 40,954         | 100%  | \$4,446         | \$2,274       |
| 19     | V54259A | 2014 | Mercedes-Benz | GL450    | 10            | Trade on New              | No  | \$ 19,480                       | \$ 18,959         | 97%   | \$373           | \$2,038       |
| 20     | V54224  | 2022 | Mercedes-Benz | Sprinter | 73            | Auction/Wholesale         | No  | \$ 79,980                       | \$ 77,566         | 97%   | \$5,496         | \$0           |
| 21     | V54216  | 2023 | Mercedes-Benz | 170 AWD  |               | Auction/Wholesale         | No  |                                 |                   |   |                 |               |
| 22     | V54217B | 2019 | Mercedes-Benz | C300     |               | Trade on Used             | Yes |                                 |                   |   |                 |               |
| 23     | V54268  | 2021 | Mercedes-Benz | GLS450   |               | LBO Customer              | No  |                                 |                   |   |                 |               |
| 24     | Z4978A  | 2020 | Mercedes-Benz | S63 CPE  |               | Trade on New              | Yes |                                 |                   |   |                 |               |
| 25     | V54264  | 2019 | Mercedes-Benz | S450     |               | LBO Customer              | No  |                                 |                   |   |                 |               |
| 26     | Z5124A  | 2022 | Mercedes-Benz | GLB250   |               | Trade on New              | Yes |                                 |                   |   |                 |               |
| 27     | Z5114A  | 2019 | Mercedes-Benz | AMG GT53 |               | Trade on New              | Yes |                                 |                   |   |                 |               |
| 28     | V54271  | 2020 | Mercedes-Benz | E450     |               | LBO Customer              | No  |                                 |                   |   |                 |               |
| 29     | Z5107B  | 2012 | Mercedes-Benz | SL550    |               | Trade on Used             | No  |                                 |                   |   |                 |               |
| 30     | Z3479RA | 1998 | Mercedes-Benz | E320     |               | Trade on Used             | No  |                                 |                   |   |                 |               |

|    |         |      |               |           |  |                             |     |  |  |  |  |  |  |
|----|---------|------|---------------|-----------|--|-----------------------------|-----|--|--|--|--|--|--|
| 31 |         |      |               |           |  |                             |     |  |  |  |  |  |  |
| 32 | Z4788B  | 2020 | Mercedes-Benz | G550      |  | Trade on Used               | Yes |  |  |  |  |  |  |
| 33 | Z4886B  | 2014 | Mercedes-Benz | S550      |  | Trade on Used               | No  |  |  |  |  |  |  |
| 34 | Z4966A  | 2020 | Mercedes-Benz | GLE350    |  | Trade on New                | Yes |  |  |  |  |  |  |
| 35 | Z4967B  | 2019 | Mercedes-Benz | GLC300    |  | Trade on Used               | No  |  |  |  |  |  |  |
| 36 | V54201A | 2014 | Mercedes-Benz | E350      |  | Trade on New                | No  |  |  |  |  |  |  |
| 37 | V54175A | 2016 | Mercedes-Benz | GLE350    |  | Trade on New                | No  |  |  |  |  |  |  |
| 38 | Z3300R  | 2020 | Mercedes-Benz | C300      |  | Rental Fleet (Enterprise, e | Yes |  |  |  |  |  |  |
| 39 | V54202  | 2020 | Mercedes-Benz | GLC300    |  | Auction/Wholesale           | Yes |  |  |  |  |  |  |
| 40 | Z2956R  | 2020 | Mercedes-Benz | GLS450    |  | Rental Fleet (Enterprise, e | Yes |  |  |  |  |  |  |
| 41 | Z4818A  | 2018 | Mercedes-Benz | S560      |  | Trade on New                | No  |  |  |  |  |  |  |
| 42 | Z3250R  | 2021 | Mercedes-Benz | GLA250    |  | Rental Fleet (Enterprise, e | Yes |  |  |  |  |  |  |
| 43 | V54204  | 2019 | Mercedes-Benz | GLA250    |  | LBO Customer                | No  |  |  |  |  |  |  |
| 44 | Z3840R  | 2021 | Mercedes-Benz | GLB250    |  | Rental Fleet (Enterprise, e | Yes |  |  |  |  |  |  |
| 45 | V54208  | 2020 | Mercedes-Benz | GLE450    |  | LBO Customer                | No  |  |  |  |  |  |  |
| 46 | Z3476R  | 2021 | Mercedes-Benz | A220      |  | Rental Fleet (Enterprise, e | Yes |  |  |  |  |  |  |
| 47 | Z4825B  | 2014 | Mercedes-Benz | ML350     |  | Trade on Used               | No  |  |  |  |  |  |  |
| 48 | V54209  | 2019 | Mercedes-Benz | GLC300    |  | LBO Customer                | No  |  |  |  |  |  |  |
| 49 | Z3402RA | 2017 | Mercedes-Benz | GLC300    |  | Trade on New                | No  |  |  |  |  |  |  |
| 50 | V54096A | 2012 | Mercedes-Benz | GL350 BTC |  | Trade on New                | No  |  |  |  |  |  |  |
| 51 | Z4933B  | 2019 | Mercedes-Benz | GLC300    |  | Trade on Used               | Yes |  |  |  |  |  |  |
| 52 | V54211  | 2019 | Mercedes-Benz | GLC300    |  | LBO Customer                | No  |  |  |  |  |  |  |
| 53 | V54210  | 2019 | Mercedes-Benz | CLS450    |  | LBO Customer                | No  |  |  |  |  |  |  |

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| Dave McEnerney  | Adham Mayassi      | Julie Brock         |
| Andrew Becker   |                    | Jim Hanrahan        |
|                 |                    | Tory Green          |
|                 |                    | Vince Varnadore     |
|                 |                    | Chris Wells         |
|                 |                    | Sean Garwood        |
|                 |                    | Donovon Stone       |
|                 |                    | Hadrian Operado     |
|                 |                    | Melanie Cambron     |
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## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 0%         |
| Total # Retail Units                  | 146        |
| Avg. Days to Sale                     | 28.4       |
| Avg. Advertised Price (Time of Sale)  | \$ 44,503  |
| Avg. Transaction Price                | \$ 43,579  |
| Avg. Market Price at 100%             | \$ 45,574  |
| Avg. Price to Market % (Time of Sale) | 98%        |
| Avg. Transaction to Market            | 96%        |
| Avg. Transactional Discount           | \$ 924     |
| Avg. Front-End Gross                  | \$ 2,133   |
| Avg. Finance Gross                    | \$ 1,176   |
| PUVR                                  | \$ 3,308   |
| Total Gross (Units & PUVR)            | \$ 483,026 |
| GROI                                  | 96%        |
| % with Trade                          | 32%        |
| Avg. Over/Under Allowance             | \$0        |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals     | Bob Atwood |         |
|---------------------------------------|------------|------------|---------|
| % Retailed of Non-New Franchise       | 0%         | #DIV/0!    | #DIV/0! |
| Total # Retail Units                  | 146        | 0          | 0       |
| Avg. Days to Sale                     | 28.4       | #DIV/0!    | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 44,503  | #DIV/0!    | #DIV/0! |
| Avg. Transaction Price                | \$ 43,579  | #DIV/0!    | #DIV/0! |
| Avg. Market Price at 100%             | \$ 45,574  | #DIV/0!    | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 98%        | #DIV/0!    | #DIV/0! |
| Avg. Transaction to Market            | 96%        | #DIV/0!    | #DIV/0! |
| Avg. Transactional Discount           | \$ 924     | #DIV/0!    | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,133   | #DIV/0!    | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,176   | #DIV/0!    | #DIV/0! |
| PUVR                                  | \$ 3,308   | #DIV/0!    | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 483,026 | #DIV/0!    | #DIV/0! |
| GROI                                  | 96%        | #DIV/0!    | #DIV/0! |
| % with Trade                          | 32%        | #DIV/0!    | #DIV/0! |
| Avg. Over/Under Allowance             | 0          | #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       | 0%         | #DIV/0!    | #DIV/0!       |
| Total # Retail Units                  | 146        | 0          | 0             |
| Avg. Days to Sale                     | 28.4       | #DIV/0!    | #DIV/0!       |
| Avg. Advertised Price (Time of Sale)  | \$ 44,503  | #DIV/0!    | #DIV/0!       |
| Avg. Transaction Price                | \$ 43,579  | #DIV/0!    | #DIV/0!       |
| Avg. Market Price at 100%             | \$ 45,574  | #DIV/0!    | #DIV/0!       |
| Avg. Price to Market % (Time of Sale) | 98%        | #DIV/0!    | #DIV/0!       |
| Avg. Transaction to Market            | 96%        | #DIV/0!    | #DIV/0!       |
| Avg. Transactional Discount           | \$ 924     | #DIV/0!    | #DIV/0!       |
| Avg. Front-End Gross                  | \$ 2,133   | #DIV/0!    | #DIV/0!       |
| Avg. Finance Gross                    | \$ 1,176   | #DIV/0!    | #DIV/0!       |
| PUVR                                  | \$ 3,308   | #DIV/0!    | #DIV/0!       |
| Total Gross (Units & PUVR)            | \$ 483,026 | #DIV/0!    | #DIV/0!       |
| GROI                                  | 96%        | #DIV/0!    | #DIV/0!       |
| % with Trade                          | 32%        | #DIV/0!    | #DIV/0!       |
| Avg. Over/Under Allowance             | 0          | #DIV/0!    | #DIV/0!       |

































## Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager                       | Totals     | Walker Strong |         |
|---------------------------------------|------------|---------------|---------|
| % Retailed of Non-New Franchise       | 0%         | #DIV/0!       | #DIV/0! |
| Total # Retail Units                  | 146        | 0             | 0       |
| Avg. Days to Sale                     | 28.4       | #DIV/0!       | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 44,503  | #DIV/0!       | #DIV/0! |
| Avg. Transaction Price                | \$ 43,579  | #DIV/0!       | #DIV/0! |
| Avg. Market Price at 100%             | \$ 45,574  | #DIV/0!       | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 98%        | #DIV/0!       | #DIV/0! |
| Avg. Transaction to Market            | 96%        | #DIV/0!       | #DIV/0! |
| Avg. Transactional Discount           | \$ 924     | #DIV/0!       | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,133   | #DIV/0!       | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,176   | #DIV/0!       | #DIV/0! |
| PUVR                                  | \$ 3,308   | #DIV/0!       | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 483,026 | #DIV/0!       | #DIV/0! |
| GROI                                  | 96%        | #DIV/0!       | #DIV/0! |
| % with Trade                          | 32%        | #DIV/0!       | #DIV/0! |
| Avg. Over/Under Allowance             | 0          | #DIV/0!       | #DIV/0! |







## Scoreboard

| CPO                                   | Totals     | Yes        | No         |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units                  | 146        | 75         | 70         |
| Avg. Days to Sale                     | 28.4       | 34.0       | 21.4       |
| Avg. Advertised Price (Time of Sale)  | \$ 44,503  | \$ 50,059  | \$ 36,451  |
| Avg. Transaction Price                | \$ 43,579  | \$ 49,410  | \$ 36,451  |
| Avg. Market Price at 100%             | \$ 45,574  | #DIV/0!    | #DIV/0!    |
| Avg. Price to Market % (Time of Sale) | 98%        | #DIV/0!    | #DIV/0!    |
| Avg. Transaction to Market            | 96%        | #DIV/0!    | #DIV/0!    |
| Avg. Transactional Discount           | \$ 924     | \$ 649     | \$ 1,260   |
| Avg. Front-End Gross                  | \$ 2,133   | \$ 2,498   | \$ 1,687   |
| Avg. Finance Gross                    | \$ 1,176   | \$ 1,175   | \$ 1,177   |
| PUVR                                  | \$ 3,308   | \$ 3,672   | \$ 2,864   |
| Total Gross (Units & PUVR)            | \$ 483,026 | \$ 275,412 | \$ 200,465 |
| GROI                                  | 96%        | 79%        | 132%       |
| % with Trade                          | 32%        | 43%        | 20%        |
| Avg. Over/Under Allowance             | 0          | 0          | 0          |



## Scoreboard

| Same Brand as New                     | Totals     | Yes        | No      |
|---------------------------------------|------------|------------|---------|
| Total # Retail Units                  | 146        | 146        | 0       |
| Avg. Days to Sale                     | 28.4       | 28.4       | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 44,503  | \$ 44,503  | #DIV/0! |
| Avg. Transaction Price                | \$ 43,579  | \$ 43,579  | #DIV/0! |
| Avg. Market Price at 100%             | \$ 45,574  | #DIV/0!    | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 98%        | #DIV/0!    | #DIV/0! |
| Avg. Transaction to Market            | 96%        | #DIV/0!    | #DIV/0! |
| Avg. Transactional Discount           | \$ 924     | \$ 924     | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,133   | \$ 2,133   | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,176   | \$ 1,176   | #DIV/0! |
| PUVR                                  | \$ 3,308   | \$ 3,308   | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 483,026 | \$ 483,026 | #DIV/0! |
| GROI                                  | 96%        | 96%        | #DIV/0! |
| % with Trade                          | 32%        | 32%        | #DIV/0! |
| Avg. Over/Under Allowance             | 0          | 0          | #DIV/0! |



## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 146        | 26           | 13            |
| % of Retail Units               | 100%       | 18%          | 9%            |
| % Retailed of Non-New Franchise | 0%         | 0%           | 0%            |
| Avg. Days to Sale               | 28.4       | 15.8         | #DIV/0!       |
| Avg. Transaction Price          | \$ 43,579  | \$ 43,762    | #DIV/0!       |
| Avg. Transaction to Market %    | 96%        | #DIV/0!      | #DIV/0!       |
| Avg. Transactional Discount     | \$ 924     | \$ 787       | #DIV/0!       |
| Avg. Front End Gross            | \$ 2,133   | \$ 2,171     | #DIV/0!       |
| Avg. Finance Gross              | \$ 1,176   | \$ 1,389     | #DIV/0!       |
| PUVR                            | \$ 3,308   | \$ 3,560     | #DIV/0!       |
| Total Gross (Units & PUVR)      | \$ 483,026 | \$ 92,554    | #DIV/0!       |
| GROI                            | 96%        | 185%         | #DIV/0!       |
| % with Trade                    | 32%        | 42%          | 23%           |
| Avg. Over/Under Allowance       | 0          | 0            | 0             |



| Street/Curb buy | Auction/wholesale | Loaner  | LBO customer |
|-----------------|-------------------|---------|--------------|
| 5               | 4                 | 0       | 11           |
| 3%              | 3%                | 0%      | 8%           |
| 0%              | 0%                | #DIV/0! | 0%           |
| 10.5            | 75.0              | #DIV/0! | 3.7          |
| \$ 22,231       | \$ 75,783         | #DIV/0! | \$ 46,041    |
| #DIV/0!         | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 1,749        | \$ 2,947          | #DIV/0! | \$ -         |
| \$ 1,078        | \$ 3,141          | #DIV/0! | \$ 3,248     |
| \$ -            | \$ 837            | #DIV/0! | \$ 1,521     |
| \$ 1,078        | \$ 3,977          | #DIV/0! | \$ 4,769     |
| \$ 5,388        | \$ 15,908         | #DIV/0! | \$ 52,459    |
| 166%            | 25%               | #DIV/0! | 1017%        |
| 40%             | 0%                | #DIV/0! | 0%           |
| 0               | 0                 | #DIV/0! | 0            |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other   |
|----------------|--------------------------------|---------|
| 1              | 10                             | 0       |
| 1%             | 7%                             | 0%      |
| 0%             | 0%                             | #DIV/0! |
| 0.0            | 113.5                          | #DIV/0! |
| \$ 18,078      | \$ 40,862                      | #DIV/0! |
| 100%           | #DIV/0!                        | #DIV/0! |
| \$ -           | \$ 611                         | #DIV/0! |
| \$ -           | \$ 1,380                       | #DIV/0! |
| \$ 3,394       | \$ -                           | #DIV/0! |
| \$ 3,394       | \$ 1,380                       | #DIV/0! |
| \$ 3,394       | \$ 13,800                      | #DIV/0! |
| #DIV/0!        | 11%                            | #DIV/0! |
| 0%             | 50%                            | #DIV/0! |
| 0              | 0                              | #DIV/0! |

## Scoreboard

| Age                             | Totals     | 0-30 days | 31-45 days |
|---------------------------------|------------|-----------|------------|
| Total # Retail Units            | 146        | 13        | 1          |
| % of Retail Units               | 100%       | 9%        | 1%         |
| % Retailed of Non-New Franchise | 0%         | 0%        | 0%         |
| Avg. Days to Sale               | 28.4       | 11.5      | 41.0       |
| Avg. Transaction Price          | \$ 43,579  | \$ 43,331 | \$ 31,900  |
| Avg. Transaction to Market %    | 96%        | 96%       | 100%       |
| Avg. Transactional Discount     | \$ 924     | \$ 722    | \$ -       |
| Avg. Front End Gross            | \$ 2,133   | \$ 2,592  | \$ (152)   |
| Avg. Finance Gross              | \$ 1,176   | \$ 1,419  | \$ -       |
| PUVR                            | \$ 3,308   | \$ 4,011  | \$ (152)   |
| Total Gross (Units & PUVR)      | \$ 483,026 | \$ 52,142 | \$ (152)   |
| GROI                            | 96%        | 291%      | -4%        |
| % with Trade                    | 32%        | 23%       | 0%         |
| Avg. Over/Under Allowance       | 0          | 0         | 0          |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 0          | 3          | 1         |
| 0%         | 2%         | 1%        |
| #DIV/0!    | 0%         | 0%        |
| #DIV/0!    | 73.3       | 157.0     |
| #DIV/0!    | \$ 65,843  | \$ 35,759 |
| #DIV/0!    | 95%        | 94%       |
| #DIV/0!    | \$ 1,965   | \$ 1,221  |
| #DIV/0!    | \$ 3,008   | \$ 18     |
| #DIV/0!    | \$ 558     | \$ -      |
| #DIV/0!    | \$ 3,565   | \$ 18     |
| #DIV/0!    | \$ 10,696  | \$ 18     |
| #DIV/0!    | 27%        | 0%        |
| #DIV/0!    | 33%        | 100%      |
| #DIV/0!    | 0          | 0         |