



Scoreboard	
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	10
% Retailed of Non-New Franchise	45%
Total # Retail Units	11
Average Days to Sale	111.0
Average Advertised Price (Time of Sale)	\$ 24,378
Average Transaction Price	\$ 23,633
Average Market Price at 100%	\$ 25,479
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	93%
Average Transactional Discount	\$ 745
Average Front End Gross	\$ 2,733
Average Finance Gross	\$ 503
PUVR	\$ 3,236
Total Gross (Units&PUVR)	\$ 35,599



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	10
% Retailed of Non-New Franchise	45%
Total # Retail Units	11
Average Days to Sale	111.0
Average Advertised Price (Time of Sale)	\$ 24,378
Average Transaction Price	\$ 23,633
Average Market Price at 100%	\$ 25,479
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	93%
Average Transactional Discount	\$ 745
Average Front End Gross	\$ 2,733
Average Finance Gross	\$ 503
PUVR	\$ 3,236
Total Gross (Units&PUVR)	\$ 35,599



Scoreboard		
Sales Consultant	Totals	Rod Shelffo
# of Purchased Vehicles Retailed	1	0
# of Traded Vehicles Retailed	10	2
% Retailed of Non-New Franchise	45%	100%
Total # Retail Units	11	2
Average Days to Sale	111.0	80.0
Average Advertised Price (Time of Sale)	\$ 24,378	\$ 24,995
Average Transaction Price	\$ 23,633	\$ 24,298
Average Market Price at 100%	\$ 25,479	\$ 26,388
Average Price to Market (Time of Sale)	96%	95%
Average Transaction to Market	93%	92%
Average Transactional Discount	\$ 745	\$ 698
Average Front End Gross	\$ 2,733	\$ 2,683
Average Finance Gross	\$ 503	\$ 250
PUVR	\$ 3,236	\$ 2,933
Total Gross (Units&PUVR)	\$ 35,599	\$ 5,866



Mickey Heaton	Greg Dominguez	Ari Angulo
0	0	1
2	2	3
0%	0%	50%
2	2	4
185.0	156.5	84.8
\$ 17,373	\$ 27,723	\$ 22,995
\$ 17,373	\$ 26,573	\$ 22,246
\$ 17,828	\$ 30,382	\$ 23,830
97%	91%	96%
97%	87%	93%
\$ -	\$ 1,150	\$ 749
\$ 2,407	\$ 1,866	\$ 3,012
\$ 875	\$ 750	\$ 370
\$ 3,282	\$ 2,616	\$ 3,382
\$ 6,564	\$ 5,231	\$ 13,527

Alex Orozco	Brittney Rendon	
0	0	0
1	0	0
100%	#DIV/0!	#DIV/0!
1	0	0
39.0	#DIV/0!	#DIV/0!
\$ 35,995	#DIV/0!	#DIV/0!
\$ 34,495	#DIV/0!	#DIV/0!
\$ 35,754	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!
\$ 1,500	#DIV/0!	#DIV/0!
\$ 4,111	#DIV/0!	#DIV/0!
\$ 300	#DIV/0!	#DIV/0!
\$ 4,411	#DIV/0!	#DIV/0!
\$ 4,411	#DIV/0!	#DIV/0!

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	10
% Retailed of Non-New Franchise	45%
Total # Retail Units	11
Average Days to Sale	111.0
Average Advertised Price (Time of Sale)	\$ 24,378
Average Transaction Price	\$ 23,633
Average Market Price at 100%	\$ 25,479
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	93%
Average Transactional Discount	\$ 745
Average Front End Gross	\$ 2,733
Average Finance Gross	\$ 503
PUVR	\$ 3,236
Total Gross (Units&PUVR)	\$ 35,599



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	10
Total # Retail Units	11
Average Days to Sale	111.0
Average Advertised Price (Time of Sale)	\$ 24,378
Average Transaction Price	\$ 23,633
Average Market Price at 100%	\$ 25,479
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	93%
Average Transactional Discount	\$ 745
Average Front End Gross	\$ 2,733
Average Finance Gross	\$ 503
PUVR	\$ 3,236
Total Gross (Units&PUVR)	\$ 35,599

Yes	No
1	0
7	3
8	3
128.8	63.7
\$ 24,646	\$ 23,263
\$ 23,772	\$ 23,263
\$ 25,591	\$ 25,180
\$ 1	\$ 1
93%	92%
\$ 874	\$ 399
\$ 2,488	\$ 3,387
\$ 675	\$ 44
\$ 3,163	\$ 3,431
\$ 25,306	\$ 10,293



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	1
# of Traded Vehicles Retailed	10
Total # Retail Units	11
Average Days to Sale	111.0
Average Advertised Price (Time of Sale)	\$ 24,378
Average Transaction Price	\$ 23,633
Average Market Price at 100%	\$ 25,479
Average Price to Market (Time of Sale)	96%
Average Transaction to Market	93%
Average Transactional Discount	\$ 745
Average Front End Gross	\$ 2,733
Average Finance Gross	\$ 503
PUVR	\$ 3,236
Total Gross (Units&PUVR)	\$ 35,599

Yes	No
1	0
5	5
6	5
158.3	54.2
\$ 21,863	\$ 26,716
\$ 21,064	\$ 26,716
\$ 22,740	\$ 28,766
96%	93%
93%	93%
\$ 799	\$ 679
\$ 2,065	\$ 3,536
\$ 767	\$ 186
\$ 2,832	\$ 3,722
\$ 16,989	\$ 18,610



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	2	\$9,358	\$1,350	\$5,354	18.18%
31 - 45 Days	2	\$7,517	\$800	\$4,159	18.18%
46 - 60 Days	1	\$1,857	\$131	\$1,988	9.09%
60 - 90 Days	1	\$4,211	\$1,750	\$5,961	9.09%
90 Days and Over	5	\$7,125	\$1,500	\$1,725	45.45%
Total	11	\$30,068	\$5,531	\$3,236	100.0%



\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 % of total unit sales result of dividing unit sales in age bucket by total unit sales

Purchases	
Days in Inventory	Unit Sales
0 - 30 Days	0
31 - 45 Days	0
46 - 60 Days	0
60 - 90 Days	0
90 Days and Over	1
Total	1

\$ PUVR result of adding Front ()
 % of total unit sales result of di

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$0	\$0	#DIV/0!
\$831	\$0	\$831
\$ 831	\$ -	\$831

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 dividing unit sales in age bucket by total unit sales

% of total unit sales
0.00%
0.00%
0.00%
0.00%
100.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	2	\$9,358
31 - 45 Days	2	\$7,517
46 - 60 Days	1	\$1,857
60 - 90 Days	1	\$4,211
90 Days and Over	4	\$6,294
Total	10	\$29,237

\$ PUVR result of adding Front Gross \$\$ and F&I Gross
% of total unit sales result of dividing unit sales in ag



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$1,350	\$5,354	20.00%
\$800	\$4,159	20.00%
\$131	\$1,988	10.00%
\$1,750	\$5,961	10.00%
\$1,500	\$1,949	40.00%
\$5,531	\$3,477	100.0%

ss \$\$ divided by Number of sales
e bucket by total unit sales

