



Scoreboard	
# of Purchased Vehicles Retailed	2
# of Traded Vehicles Retailed	25
% Retailed of Non-New Franchise	0%
Total # Retail Units	27
Average Days to Sale	33.2
Average Advertised Price (Time of Sale)	\$ 97,903
Average Transaction Price	\$ 96,174
Average Market Price at 100%	\$ 97,903
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,728
Average Front End Gross	\$ 2,955
Average Finance Gross	\$ 1,259
PUVR	\$ 4,214
Total Gross (Units&PUVR)	\$ 113,770



Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	2
# of Traded Vehicles Retailed	25
% Retailed of Non-New Franchise	0%
Total # Retail Units	27
Average Days to Sale	33.2
Average Advertised Price (Time of Sale)	\$ 97,903
Average Transaction Price	\$ 96,174
Average Market Price at 100%	\$ 97,903
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Average Finance Gross	\$ 1,259
PUVR	\$ 4,214
Total Gross (Units&PUVR)	\$ 113,770



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	2	0
# of Traded Vehicles Retailed	25	0
% Retailed of Non-New Franchise	0%	#DIV/0!
Total # Retail Units	27	0
Average Days to Sale	33.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 97,903	#DIV/0!
Average Transaction Price	\$ 96,174	#DIV/0!
Average Market Price at 100%	\$ 97,903	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 1,728	#DIV/0!
Average Front End Gross	\$ 2,955	#DIV/0!
Average Finance Gross	\$ 1,259	#DIV/0!
PUVR	\$ 4,214	#DIV/0!
Total Gross (Units&PUVR)	\$ 113,770	#DIV/0!



Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	2
# of Traded Vehicles Retailed	25
% Retailed of Non-New Franchise	0%
Total # Retail Units	27
Average Days to Sale	33.2
Average Advertised Price (Time of Sale)	\$ 97,903
Average Transaction Price	\$ 96,174
Average Market Price at 100%	\$ 97,903
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,728
Average Front End Gross	\$ 2,955
Average Finance Gross	\$ 1,259
PUVR	\$ 4,214
Total Gross (Units&PUVR)	\$ 113,770



Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	2
# of Traded Vehicles Retailed	25
Total # Retail Units	27
Average Days to Sale	33.2
Average Advertised Price (Time of Sale)	\$ 97,903
Average Transaction Price	\$ 96,174
Average Market Price at 100%	\$ 97,903
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,728
Average Front End Gross	\$ 2,955
Average Finance Gross	\$ 1,259
PUVR	\$ 4,214
Total Gross (Units&PUVR)	\$ 113,770

Yes	No
1	1
21	4
22	5
35.2	24.2
\$ 106,154	\$ 59,211
\$ 104,575	\$ 59,211
\$ 106,154	\$ 61,595
\$ 1	\$ 1
99%	96%
\$ 1,580	\$ 2,384
\$ 3,288	\$ 1,490
\$ 1,324	\$ 971
\$ 4,612	\$ 2,461
\$ 101,466	\$ 12,304



Scoreboard	
Same Brand as New	Totals
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Average Transaction Price	\$ 96,174
Average Market Price at 100%	\$ 97,903
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 1,728
Average Front End Gross	\$ 2,955
Average Finance Gross	\$ 1,259
PUVR	\$ 4,214
Total Gross (Units&PUVR)	\$ 113,770

Yes	No
2	0
25	0
27	0
33.2	#DIV/0!
\$ 97,903	#DIV/0!
\$ 96,174	#DIV/0!
\$ 97,903	#DIV/0!
100%	#DIV/0!
98%	#DIV/0!
\$ 1,728	#DIV/0!
\$ 2,955	#DIV/0!
\$ 1,259	#DIV/0!
\$ 4,214	#DIV/0!
\$ 113,770	#DIV/0!



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	18	\$61,399	\$20,313	\$4,540	66.67%
31 - 45 Days	3	\$9,559	\$549	\$3,369	11.11%
46 - 60 Days	4	\$17,743	\$3,259	\$5,251	14.81%
60 - 90 Days	1	(\$2,311)	\$549	(\$1,762)	3.70%
90 Days and Over	1	(\$6,609)	\$9,317	\$2,709	3.70%
Total	27	\$79,783	\$33,987	\$4,214	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	1
60 - 90 Days	0
90 Days and Over	1
Total	2

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

Total Front Gross \$	Total F&I Gross \$	\$ PUVR
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$3,295	\$549	\$3,844
\$0	\$0	#DIV/0!
(\$6,609)	\$9,317	\$2,709
\$ (3,314)	\$ 9,866	\$3,276

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%
50.00%
0.00%
50.00%
100.0%



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	18	\$61,399
31 - 45 Days	3	\$9,559
46 - 60 Days	3	\$14,448
60 - 90 Days	1	(\$2,311)
90 Days and Over	0	\$0
Total	25	\$83,096

\$ 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
\$20,313	\$4,540	72.00%
\$549	\$3,369	12.00%
\$2,710	\$5,719	12.00%
\$549	(\$1,762)	4.00%
\$0	#DIV/0!	0.00%
\$24,121	\$4,289	100.0%

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

