

Desk Manager	Finance Manager
Colin Nugent	William Clark
	Deal House
	Scott Baker

Scoreboard Totals

# of Purchased Vehicles Retailed	15
# of Traded Vehicles Retailed	20
% Retailed of Non-New Franchise	43%
Total # Retail Units	35
Average Days to Sale	51.6
Average Advertised Price (Time of Sale)	\$ 52,174
Average Transaction Price	\$ 50,662
Average Market Price at 100%	\$ 50,406
Average Price to Market (Time of Sale)	104%
Average Transaction to Market	101%
Average Transactional Discount	\$ 1,512
Average Front End Gross	\$ 1,119
Average Finance Gross	\$ 772
PUVR	\$ 1,890
Total Gross (Units & PUVR)	\$ 66,165



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	15
# of Traded Vehicles Retailed	20
% Retailed of Non-New Franchise	43%
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Average Finance Gross	\$ 772
PUVR	\$ 1,890
Total Gross (Units & PUVR)	\$ 66,165



Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	15	0
# of Traded Vehicles Retailed	20	0
% Retailed of Non-New Franchise	43%	#DIV/0!
Total # Retail Units	35	0
Average Days to Sale	51.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 52,174	#DIV/0!
Average Transaction Price	\$ 50,662	#DIV/0!
Average Market Price at 100%	\$ 50,406	#DIV/0!
Average Price to Market (Time of Sale)	104%	#DIV/0!
Average Transaction to Market	101%	#DIV/0!
Average Transactional Discount	\$ 1,512	#DIV/0!
Average Front End Gross	\$ 1,119	#DIV/0!
Average Finance Gross	\$ 772	#DIV/0!
PUVR	\$ 1,890	#DIV/0!
Total Gross (Units & PUVR)	\$ 66,165	#DIV/0!



Scoreboard	
Finance Manager	Totals
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PUVR	\$ 1,890
Total Gross (Units & PUVR)	\$ 66,165



Scoreboard

CPO	Totals
# of Purchased Vehicles Retailed	15
# of Traded Vehicles Retailed	20
Total # Retail Units	35
Average Days to Sale	51.6
Average Advertised Price (Time of Sale)	\$ 52,174
Average Transaction Price	\$ 50,662
Average Market Price at 100%	\$ 50,406
Average Price to Market (Time of Sale)	104%
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Average Front End Gross	\$ 1,119
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PUVR	\$ 1,890
Total Gross (Units & PUVR)	\$ 66,165

Yes	No
7	8
11	9
18	17
60.4	40.7
\$ 72,909	\$ 25,195
\$ 71,279	\$ 25,195
\$ 70,113	\$ 26,063
\$ 1	\$ 1
102%	97%
\$ 1,630	\$ 1,366
\$ 1,637	\$ 478
\$ 1,106	\$ 359
\$ 2,743	\$ 838
\$ 49,370	\$ 14,238

Scoreboard

Same Brand as New	Totals
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Average Transaction to Market	101%
Average Transactional Discount	\$ 1,512
Average Front End Gross	\$ 1,119
Average Finance Gross	\$ 772
PUVR	\$ 1,890
Total Gross (Units & PUVR)	\$ 66,165

Yes	No
7	8
13	7
20	15
58.5	40.9
\$ 69,588	\$ 24,231
\$ 67,900	\$ 24,231
\$ 67,082	\$ 24,836
104%	98%
101%	98%
\$ 1,688	\$ 1,242
\$ 1,696	\$ 234
\$ 1,053	\$ 340
\$ 2,749	\$ 574
\$ 54,976	\$ 8,614

Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	14	\$25,352	\$5,454	\$2,200	37.84%
31 - 45 Days	7	\$22,782	\$7,340	\$4,303	18.92%
46 - 60 Days	5	\$2,085	\$3,579	\$1,133	13.51%
60 - 90 Days	5	(\$2,196)	\$4,256	\$412	13.51%
90+ Days	6	(\$9,820)	\$5,173	(\$775)	16.22%
Totals	37	\$38,203	\$25,802	\$1,730	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	Total Front Gross \$
0 - 30 Days	8	\$14,760
31 - 45 Days	1	\$2,890
46 - 60 Days	1	(\$3,518)
60 - 90 Days	4	\$535
90+ Days	1	(\$893)
Totals	15	\$ 13,774



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$1,405	\$2,021	53.33%
\$945	\$3,835	6.67%
\$0	(\$3,518)	6.67%
\$4,256	\$1,198	26.67%
\$3,258	\$2,364	6.67%
\$ 9,863	\$1,576	100.0%

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales

Trade/Curbs

Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	5	\$8,323
31 - 45 Days	5	\$17,334
46 - 60 Days	4	\$5,602
60 - 90 Days	1	(\$2,732)
90+ Days	4	(\$5,711)
Totals	19	\$22,817



\$ PUVR result of adding Front
% of Total Unit Sales result of

Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
\$4,050	\$2,475	26.32%
\$5,554	\$4,578	26.32%
\$3,579	\$2,295	21.05%
\$0	(\$2,732)	5.26%
\$1,915	(\$949)	21.05%
\$15,098	\$1,996	100.0%

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales