

Input Sheet

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[illegible]



ACADEMY

New Car Franchise

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard	
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	#DIV/0!
Total # Retail Units	0
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	#DIV/0!
Average Finance Gross	#DIV/0!
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!





Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	#DIV/0!
Total # Retail Units	0
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	#DIV/0!
Average Finance Gross	#DIV/0!
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



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[illegible]

[illegible]

Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	0	0
# of Traded Vehicles Retailed	0	0
% Retailed of Non-New Franchise	#DIV/0!	#DIV/0!
Total # Retail Units	0	0
Average Days to Sale	#DIV/0!	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction Price	#DIV/0!	#DIV/0!
Average Market Price at 100%	#DIV/0!	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!	#DIV/0!
Average Transaction to Market	#DIV/0!	#DIV/0!
Average Transactional Discount	#DIV/0!	#DIV/0!
Average Front End Gross	#DIV/0!	#DIV/0!
Average Finance Gross	#DIV/0!	#DIV/0!
PUVR	#DIV/0!	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!	#DIV/0!



[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

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[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard	
Finance Manager	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
% Retailed of Non-New Franchise	#DIV/0!
Total # Retail Units	0
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	#DIV/0!
Average Finance Gross	#DIV/0!
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!



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[illegible]

[illegible]

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Scoreboard	
CPO	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
Total # Retail Units	0
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	#DIV/0!
Average Finance Gross	#DIV/0!
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!

Yes	No
0	0
0	0
0	0
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!



Scoreboard	
Same Brand as New	Totals
# of Purchased Vehicles Retailed	0
# of Traded Vehicles Retailed	0
Total # Retail Units	0
Average Days to Sale	#DIV/0!
Average Advertised Price (Time of Sale)	#DIV/0!
Average Transaction Price	#DIV/0!
Average Market Price at 100%	#DIV/0!
Average Price to Market (Time of Sale)	#DIV/0!
Average Transaction to Market	#DIV/0!
Average Transactional Discount	#DIV/0!
Average Front End Gross	#DIV/0!
Average Finance Gross	#DIV/0!
PUVR	#DIV/0!
Total Gross (Units&PUVR)	#DIV/0!

Yes	No
0	0
0	0
0	0
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!



Total					
Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	0	\$0	\$0	#DIV/0!	#VALUE!
31 - 45 Days	0	\$0	\$0	#DIV/0!	#VALUE!
46 - 60 Days	0	\$0	\$0	#DIV/0!	#VALUE!
60 - 90 Days	0	\$0	\$0	#DIV/0!	#VALUE!
90 Days and Over	0	\$0	\$0	#DIV/0!	#VALUE!
Total		\$0	\$0	#VALUE!	#VALUE!



\$ 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	0
Total	0

\$ 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!
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$0	\$0	#DIV/0!
\$ -	\$ -	#DIV/0!

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

% of total unit sales
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!



Trade/Curbs		
Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	0	\$0
31 - 45 Days	0	\$0
46 - 60 Days	0	\$0
60 - 90 Days	0	\$0
90 Days and Over	0	\$0
Total	0	

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



Total F&I Gross \$	\$ PUVR	% of total unit sales
\$0	#DIV/0!	#DIV/0!
\$0	#DIV/0!	#DIV/0!
\$0	#DIV/0!	#DIV/0!
\$0	#DIV/0!	#DIV/0!
\$0	#DIV/0!	#DIV/0!
	#DIV/0!	#DIV/0!

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

