

Scoreboard Totals

% Retailed of Non-New Franchise	71%
Total # Retail Units	24
Average Days to Sale	51.2
Average Advertised Price (Time of Sale)	\$ 23,823
Average Transaction Price	\$ 22,704
Average Market Price at 100%	\$ 25,322
Average Price to Market % (Time of Sale)	94%
Average Transaction to Market	90%
Average Transactional Discount	\$ 1,057
Average Front End Gross	\$ 2,327
Average Finance Gross	\$ 2,600
PUVR	\$ 4,927
Total Gross (Units & PUVR)	\$ 118,238
GROI	153%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	71%	#DIV/0!
Total # Retail Units	24	0
Average Days to Sale	51.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,823	#DIV/0!
Average Transaction Price	\$ 22,704	#DIV/0!
Average Market Price at 100%	\$ 25,322	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 1,057	#DIV/0!
Average Front End Gross	\$ 2,327	#DIV/0!
Average Finance Gross	\$ 2,600	#DIV/0!
PUVR	\$ 4,927	#DIV/0!
Total Gross (Units & PUVR)	\$ 118,238	#DIV/0!
GROI	153%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	71%	#DIV/0!
Total # Retail Units	24	0
Average Days to Sale	51.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,823	#DIV/0!
Average Transaction Price	\$ 22,704	#DIV/0!
Average Market Price at 100%	\$ 25,322	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 1,057	#DIV/0!
Average Front End Gross	\$ 2,327	#DIV/0!
Average Finance Gross	\$ 2,600	#DIV/0!
PUVR	\$ 4,927	#DIV/0!
Total Gross (Units & PUVR)	\$ 118,238	#DIV/0!
GROI	153%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	71%	#DIV/0!
Total # Retail Units	24	0
Average Days to Sale	51.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,823	#DIV/0!
Average Transaction Price	\$ 22,704	#DIV/0!
Average Market Price at 100%	\$ 25,322	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 1,057	#DIV/0!
Average Front End Gross	\$ 2,327	#DIV/0!
Average Finance Gross	\$ 2,600	#DIV/0!
PUVR	\$ 4,927	#DIV/0!
Total Gross (Units & PUVR)	\$ 118,238	#DIV/0!
GROI	153%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	24	0
Average Days to Sale	51.2	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,823	#DIV/0!
Average Transaction Price	\$ 22,704	#DIV/0!
Average Market Price at 100%	\$ 25,322	#DIV/0!
Average Price to Market % (Time of Sale)	94%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 1,057	#DIV/0!
Average Front End Gross	\$ 2,327	#DIV/0!
Average Finance Gross	\$ 2,600	#DIV/0!
PUVR	\$ 4,927	#DIV/0!
Total Gross (Units & PUVR)	\$ 118,238	#DIV/0!
GROI	153%	#DIV/0!

No	
	24
	51.2
\$	22,704
\$	22,704
\$	26,133
	87%
	87%
\$	1,057
\$	2,327
\$	2,600
\$	4,927
\$	118,238
	153%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	24	5
Average Days to Sale	51.2	37.0
Average Advertised Price (Time of Sale)	\$ 23,823	\$ 19,390
Average Transaction Price	\$ 22,704	\$ 18,382
Average Market Price at 100%	\$ 25,322	\$ 20,627
Average Price to Market % (Time of Sale)	94%	94%
Average Transaction to Market %	90%	89%
Average Transactional Discount	\$ 1,057	\$ 1,008
Average Front End Gross	\$ 2,327	\$ 1,658
Average Finance Gross	\$ 2,600	\$ 2,752
PUVR	\$ 4,927	\$ 4,410
Total Gross (Units & PUVR)	\$ 118,238	\$ 22,049
GROI	153%	233%

No	
	17
	55.1
\$	25,448
\$	25,448
\$	27,752
	92%
	92%
\$	1,072
\$	2,688
\$	2,673
\$	5,360
\$	91,123
	138%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	24	7
% of Retail Units	100%	29%
% Retailed of Off-Brand	71%	29%
Average Days to Sale	51.2	48.1
Average Transaction Price	\$ 22,704	\$ 13,070
Average Transaction to Market %	90%	89%
Average Transactional Discount	\$ 1,057	\$ 768
Average Front End Gross	\$ 2,327	\$ 1,341
Average Finance Gross	\$ 2,600	\$ 2,246
PUVR	\$ 4,927	\$ 3,587
Total Gross (Units & PUVR)	\$ 118,238	\$ 25,107
GROI	153%	205%



Trade on Used	Street/Curb buy	Auction/wholesale
7	0	9
29%	0%	38%
86%	#DIV/0!	89%
51.9	#DIV/0!	38.2
\$ 24,979	#DIV/0!	\$ 25,951
92%	#DIV/0!	93%
\$ 1,011	#DIV/0!	\$ 817
\$ 2,791	#DIV/0!	\$ 2,901
\$ 1,994	#DIV/0!	\$ 3,271
\$ 4,786	#DIV/0!	\$ 6,172
\$ 33,499	#DIV/0!	\$ 55,550
133%	#DIV/0!	224%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
1	0	0
4%	0%	0%
100%	#DIV/0!	#DIV/0!
184.0	#DIV/0!	#DIV/0!
\$ 45,000	#DIV/0!	#DIV/0!
81%	#DIV/0!	#DIV/0!
\$ 4,990	#DIV/0!	#DIV/0!
\$ 800	#DIV/0!	#DIV/0!
\$ 3,282	#DIV/0!	#DIV/0!
\$ 4,082	#DIV/0!	#DIV/0!
\$ 4,082	#DIV/0!	#DIV/0!
18%	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	24	9
% of Retail Units	100%	38%
% Retailed of Off-Brand	71%	700%
Average Days to Sale	51.2	12.9
Average Transaction Price	\$ 22,704	\$ 26,230
Average Transaction to Market %	90%	95%
Average Transactional Discount	\$ 1,057	\$ 538
Average Front End Gross	\$ 2,327	\$ 3,676
Average Finance Gross	\$ 2,600	\$ 2,581
PUVR	\$ 4,927	\$ 6,257
Total Gross (Units & PUVR)	\$ 118,238	\$ 56,316
GROI	153%	666%



31-45 days	46-60 days	61-90 days	90+ days
4	2	5	4
17%	8%	21%	17%
200%	100%	300%	400%
37.0	53.0	76.2	119.3
\$ 24,698	\$ 16,205	\$ 19,690	\$ 19,795
88%	85%	91%	87%
\$ 1,520	\$ 1,285	\$ 1,128	\$ 1,695
\$ 2,279	\$ 1,608	\$ 1,723	\$ 451
\$ 2,496	\$ 2,593	\$ 3,094	\$ 2,133
\$ 4,775	\$ 4,201	\$ 4,817	\$ 2,584
\$ 19,102	\$ 8,401	\$ 24,085	\$ 10,334
188%	176%	116%	39%