

Scoreboard Totals

% Retailed of Non-New Franchise	69%
Total # Retail Units	35
Average Days to Sale	97.6
Average Advertised Price (Time of Sale)	\$ 28,675
Average Transaction Price	\$ 28,132
Average Market Price at 100%	\$ 31,212
Average Price to Market % (Time of Sale)	92%
Average Transaction to Market	90%
Average Transactional Discount	\$ 577
Average Front End Gross	\$ 1,148
Average Finance Gross	\$ 1,894
PUVR	\$ 2,555
Total Gross (Units & PUVR)	\$ 89,431
GROI	34%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	69%	#DIV/0!
Total # Retail Units	35	0
Average Days to Sale	97.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,675	#DIV/0!
Average Transaction Price	\$ 28,132	#DIV/0!
Average Market Price at 100%	\$ 31,212	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 577	#DIV/0!
Average Front End Gross	\$ 1,148	#DIV/0!
Average Finance Gross	\$ 1,894	#DIV/0!
PUVR	\$ 2,555	#DIV/0!
Total Gross (Units & PUVR)	\$ 89,431	#DIV/0!
GROI	34%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	69%	#DIV/0!
Total # Retail Units	35	0
Average Days to Sale	97.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,675	#DIV/0!
Average Transaction Price	\$ 28,132	#DIV/0!
Average Market Price at 100%	\$ 31,212	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 577	#DIV/0!
Average Front End Gross	\$ 1,148	#DIV/0!
Average Finance Gross	\$ 1,894	#DIV/0!
PUVR	\$ 2,555	#DIV/0!
Total Gross (Units & PUVR)	\$ 89,431	#DIV/0!
GROI	34%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	69%	#DIV/0!
Total # Retail Units	35	0
Average Days to Sale	97.6	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 28,675	#DIV/0!
Average Transaction Price	\$ 28,132	#DIV/0!
Average Market Price at 100%	\$ 31,212	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	90%	#DIV/0!
Average Transactional Discount	\$ 577	#DIV/0!
Average Front End Gross	\$ 1,148	#DIV/0!
Average Finance Gross	\$ 1,894	#DIV/0!
PUVR	\$ 2,555	#DIV/0!
Total Gross (Units & PUVR)	\$ 89,431	#DIV/0!
GROI	34%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	35	4
Average Days to Sale	97.6	95.0
Average Advertised Price (Time of Sale)	\$ 28,675	\$ 21,995
Average Transaction Price	\$ 28,132	\$ 21,526
Average Market Price at 100%	\$ 31,212	\$ 23,376
Average Price to Market % (Time of Sale)	92%	94%
Average Transaction to Market %	90%	92%
Average Transactional Discount	\$ 577	\$ 469
Average Front End Gross	\$ 1,148	\$ 2,020
Average Finance Gross	\$ 1,894	\$ 2,277
PUVR	\$ 2,555	\$ 4,297
Total Gross (Units & PUVR)	\$ 89,431	\$ 17,190
GROI	34%	76%



No	
	31
	97.9
\$	28,984
\$	28,984
\$	33,155
	87%
	87%
\$	591
\$	1,036
\$	1,824
\$	2,330
\$	72,241
	30%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	35	9
Average Days to Sale	97.6	74.7
Average Advertised Price (Time of Sale)	\$ 28,675	\$ 20,662
Average Transaction Price	\$ 28,132	\$ 20,070
Average Market Price at 100%	\$ 31,212	\$ 22,197
Average Price to Market % (Time of Sale)	92%	93%
Average Transaction to Market %	90%	90%
Average Transactional Discount	\$ 577	\$ 592
Average Front End Gross	\$ 1,148	\$ 1,386
Average Finance Gross	\$ 1,894	\$ 2,201
PUVR	\$ 2,555	\$ 2,853
Total Gross (Units & PUVR)	\$ 89,431	\$ 25,681
GROI	34%	69%

No	
	24
	110.8
\$	32,000
\$	32,000
\$	35,634
	90%
	90%
\$	571
\$	957
\$	1,733
\$	2,256
\$	54,155
	23%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	35	16
% of Retail Units	100%	46%
% Retailed of Off-Brand	69%	50%
Average Days to Sale	97.6	65.4
Average Transaction Price	\$ 28,132	\$ 23,554
Average Transaction to Market %	90%	90%
Average Transactional Discount	\$ 577	\$ 604
Average Front End Gross	\$ 1,148	\$ 1,461
Average Finance Gross	\$ 1,894	\$ 2,272
PUVR	\$ 2,555	\$ 2,880
Total Gross (Units & PUVR)	\$ 89,431	\$ 46,087
GROI	34%	67%



Trade on Used	Street/Curb buy	Auction/wholesale
6	0	0
17%	0%	0%
83%	#DIV/0!	#DIV/0!
92.8	#DIV/0!	#DIV/0!
\$ 17,406	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!
\$ 707	#DIV/0!	#DIV/0!
\$ 1,434	#DIV/0!	#DIV/0!
\$ 1,038	#DIV/0!	#DIV/0!
\$ 2,299	#DIV/0!	#DIV/0!
\$ 13,795	#DIV/0!	#DIV/0!
51%	#DIV/0!	#DIV/0!

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
12	0	0
34%	0%	0%
83%	#DIV/0!	#DIV/0!
150.8	#DIV/0!	#DIV/0!
\$ 37,109	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!
\$ 536	#DIV/0!	#DIV/0!
\$ 506	#DIV/0!	#DIV/0!
\$ 1,872	#DIV/0!	#DIV/0!
\$ 2,066	#DIV/0!	#DIV/0!
\$ 24,792	#DIV/0!	#DIV/0!
13%	#DIV/0!	#DIV/0!

Other	
	1
	3%
	100%
	3.0
\$	58,000
	90%
\$	-
\$	2,154
\$	2,603
\$	4,757
\$	4,757
	984%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	35	8
% of Retail Units	100%	23%
% Retailed of Off-Brand	69%	700%
Average Days to Sale	97.6	16.8
Average Transaction Price	\$ 28,132	\$ 30,192
Average Transaction to Market %	90%	91%
Average Transactional Discount	\$ 577	\$ 530
Average Front End Gross	\$ 1,148	\$ 1,542
Average Finance Gross	\$ 1,894	\$ 1,491
PUVR	\$ 2,555	\$ 3,033
Total Gross (Units & PUVR)	\$ 89,431	\$ 24,263
GROI	34%	216%



31-45 days	46-60 days	61-90 days	90+ days
6	2	4	15
17%	6%	11%	43%
200%	100%	300%	1100%
36.5	53.5	69.8	178.5
\$ 16,940	\$ 19,495	\$ 25,411	\$ 33,387
87%	86%	91%	90%
\$ 666	\$ 1,000	\$ 585	\$ 541
\$ 976	\$ 2,007	\$ 1,241	\$ 868
\$ 2,106	\$ 2,015	\$ 2,493	\$ 1,960
\$ 3,082	\$ 4,022	\$ 3,734	\$ 2,828
\$ 18,493	\$ 8,045	\$ 14,936	\$ 42,423
179%	139%	76%	17%