

Desk Manager(s)	Finance Manager(s)
BEN	SINGH
MARK	HALLE
TIM	FANTOM
MANZO	
EMGE	RUETER
SHARP	RADZIK
GULLI	LUIS
STEPHEN	SHERWOOD
GREG	HALLE
MOTLEY	JONES
	EMGE

Scoreboard Totals

% Retailed of Non-New Franchise	100%
Total # Retail Units	39
Average Days to Sale	54.7
Average Advertised Price (Time of Sale)	\$ 18,144
Average Transaction Price	\$ 17,526
Average Market Price at 100%	\$ 17,216
Average Price to Market % (Time of Sale)	105%
Average Transaction to Market	102%
Average Transactional Discount	\$ 618
Average Front End Gross	\$ (9)
Average Finance Gross	\$ 966
PUVR	\$ 958
Total Gross (Units & PUVR)	\$ 37,352
GROI	36%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	39	0
Average Days to Sale	54.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 18,144	#DIV/0!
Average Transaction Price	\$ 17,526	#DIV/0!
Average Market Price at 100%	\$ 17,216	#DIV/0!
Average Price to Market % (Time of Sale)	105%	#DIV/0!
Average Transaction to Market %	102%	#DIV/0!
Average Transactional Discount	\$ 618	#DIV/0!
Average Front End Gross	\$ (9)	#DIV/0!
Average Finance Gross	\$ 966	#DIV/0!
PUVR	\$ 958	#DIV/0!
Total Gross (Units & PUVR)	\$ 37,352	#DIV/0!
GROI	36%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	39	0
Average Days to Sale	54.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 18,144	#DIV/0!
Average Transaction Price	\$ 17,526	#DIV/0!
Average Market Price at 100%	\$ 17,216	#DIV/0!
Average Price to Market % (Time of Sale)	105%	#DIV/0!
Average Transaction to Market %	102%	#DIV/0!
Average Transactional Discount	\$ 618	#DIV/0!
Average Front End Gross	\$ (9)	#DIV/0!
Average Finance Gross	\$ 966	#DIV/0!
PUVR	\$ 958	#DIV/0!
Total Gross (Units & PUVR)	\$ 37,352	#DIV/0!
GROI	36%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	39	0
Average Days to Sale	54.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 18,144	#DIV/0!
Average Transaction Price	\$ 17,526	#DIV/0!
Average Market Price at 100%	\$ 17,216	#DIV/0!
Average Price to Market % (Time of Sale)	105%	#DIV/0!
Average Transaction to Market %	102%	#DIV/0!
Average Transactional Discount	\$ 618	#DIV/0!
Average Front End Gross	\$ (9)	#DIV/0!
Average Finance Gross	\$ 966	#DIV/0!
PUVR	\$ 958	#DIV/0!
Total Gross (Units & PUVR)	\$ 37,352	#DIV/0!
GROI	36%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	39	11
Average Days to Sale	54.7	72.1
Average Advertised Price (Time of Sale)	\$ 18,144	\$ 21,729
Average Transaction Price	\$ 17,526	\$ 21,326
Average Market Price at 100%	\$ 17,216	\$ 20,430
Average Price to Market % (Time of Sale)	105%	106%
Average Transaction to Market %	102%	104%
Average Transactional Discount	\$ 618	\$ 403
Average Front End Gross	\$ (9)	\$ 16
Average Finance Gross	\$ 966	\$ 1,091
PUVR	\$ 958	\$ 1,106
Total Gross (Units & PUVR)	\$ 37,352	\$ 12,167
GROI	36%	26%

No	
	28
	47.9
\$	16,033
\$	16,033
\$	15,925
	101%
	101%
\$	702
\$	(18)
\$	918
\$	899
\$	25,186
	42%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	39	0
Average Days to Sale	54.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 18,144	#DIV/0!
Average Transaction Price	\$ 17,526	#DIV/0!
Average Market Price at 100%	\$ 17,216	#DIV/0!
Average Price to Market % (Time of Sale)	105%	#DIV/0!
Average Transaction to Market %	102%	#DIV/0!
Average Transactional Discount	\$ 618	#DIV/0!
Average Front End Gross	\$ (9)	#DIV/0!
Average Finance Gross	\$ 966	#DIV/0!
PUVR	\$ 958	#DIV/0!
Total Gross (Units & PUVR)	\$ 37,352	#DIV/0!
GROI	36%	#DIV/0!



No	
	39
	54.7
\$	17,526
\$	17,526
\$	17,196
	102%
	102%
\$	618
\$	(9)
\$	966
\$	958
\$	37,352
	36%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	39	35
% of Retail Units	100%	90%
% Retailed of Off-Brand	100%	100%
Average Days to Sale	54.7	50.9
Average Transaction Price	\$ 17,526	\$ 16,836
Average Transaction to Market %	102%	101%
Average Transactional Discount	\$ 618	\$ 610
Average Front End Gross	\$ (9)	\$ (2)
Average Finance Gross	\$ 966	\$ 1,035
PUVR	\$ 958	\$ 1,033
Total Gross (Units & PUVR)	\$ 37,352	\$ 36,149
GROI	36%	43%



Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
4	0	0
10%	0%	0%
100%	#DIV/0!	#DIV/0!
88.5	#DIV/0!	#DIV/0!
\$ 23,560	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!
\$ 681	#DIV/0!	#DIV/0!
\$ (62)	#DIV/0!	#DIV/0!
\$ 363	#DIV/0!	#DIV/0!
\$ 301	#DIV/0!	#DIV/0!
\$ 1,203	#DIV/0!	#DIV/0!
5%	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	39	12
% of Retail Units	100%	31%
% Retailed of Off-Brand	100%	100%
Average Days to Sale	54.7	17.3
Average Transaction Price	\$ 17,526	\$ 16,174
Average Transaction to Market %	102%	96%
Average Transactional Discount	\$ 618	\$ 471
Average Front End Gross	\$ (9)	\$ 604
Average Finance Gross	\$ 966	\$ 826
PUVR	\$ 958	\$ 1,430
Total Gross (Units & PUVR)	\$ 37,352	\$ 17,158
GROI	36%	184%



31-45 days	46-60 days	61-90 days	90+ days
6	4	9	8
15%	10%	23%	21%
100%	100%	100%	100%
36.8	52.8	71.8	106.0
\$ 20,802	\$ 13,873	\$ 16,270	\$ 20,337
109%	92%	106%	99%
\$ 639	\$ 1,094	\$ 386	\$ 845
\$ 104	\$ (408)	\$ (264)	\$ (525)
\$ 1,555	\$ 107	\$ 1,170	\$ 936
\$ 1,659	\$ (301)	\$ 906	\$ 411
\$ 9,953	\$ (1,202)	\$ 8,154	\$ 3,290
78%	-15%	28%	7%