

Scoreboard Totals

% Retailed of Non-New Franchise	67%
Total # Retail Units	33
Average Days to Sale	72.1
Average Advertised Price (Time of Sale)	\$ 20,713
Average Transaction Price	\$ 19,814
Average Market Price at 100%	\$ 21,536
Average Price to Market % (Time of Sale)	96%
Average Transaction to Market	92%
Average Transactional Discount	\$ 899
Average Front End Gross	\$ 1,502
Average Finance Gross	\$ 868
PUVR	\$ 2,370
Total Gross (Units & PUVR)	\$ 78,218
GROI	60%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	67%	#DIV/0!
Total # Retail Units	33	0
Average Days to Sale	72.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 20,713	#DIV/0!
Average Transaction Price	\$ 19,814	#DIV/0!
Average Market Price at 100%	\$ 21,536	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ 899	#DIV/0!
Average Front End Gross	\$ 1,502	#DIV/0!
Average Finance Gross	\$ 868	#DIV/0!
PUVR	\$ 2,370	#DIV/0!
Total Gross (Units & PUVR)	\$ 78,218	#DIV/0!
GROI	60%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	67%	#DIV/0!
Total # Retail Units	33	0
Average Days to Sale	72.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 20,713	#DIV/0!
Average Transaction Price	\$ 19,814	#DIV/0!
Average Market Price at 100%	\$ 21,536	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ 899	#DIV/0!
Average Front End Gross	\$ 1,502	#DIV/0!
Average Finance Gross	\$ 868	#DIV/0!
PUVR	\$ 2,370	#DIV/0!
Total Gross (Units & PUVR)	\$ 78,218	#DIV/0!
GROI	60%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	67%	#DIV/0!
Total # Retail Units	33	0
Average Days to Sale	72.1	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 20,713	#DIV/0!
Average Transaction Price	\$ 19,814	#DIV/0!
Average Market Price at 100%	\$ 21,536	#DIV/0!
Average Price to Market % (Time of Sale)	96%	#DIV/0!
Average Transaction to Market %	92%	#DIV/0!
Average Transactional Discount	\$ 899	#DIV/0!
Average Front End Gross	\$ 1,502	#DIV/0!
Average Finance Gross	\$ 868	#DIV/0!
PUVR	\$ 2,370	#DIV/0!
Total Gross (Units & PUVR)	\$ 78,218	#DIV/0!
GROI	60%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	33	7
Average Days to Sale	72.1	82.3
Average Advertised Price (Time of Sale)	\$ 20,713	\$ 24,889
Average Transaction Price	\$ 19,814	\$ 23,890
Average Market Price at 100%	\$ 21,536	\$ 25,167
Average Price to Market % (Time of Sale)	96%	99%
Average Transaction to Market %	92%	95%
Average Transactional Discount	\$ 899	\$ 999
Average Front End Gross	\$ 1,502	\$ 1,594
Average Finance Gross	\$ 868	\$ 1,354
PUVR	\$ 2,370	\$ 2,948
Total Gross (Units & PUVR)	\$ 78,218	\$ 20,635
GROI	60%	54%



No	
	26
	69.3
\$	18,717
\$	18,717
\$	20,623
	91%
	91%
\$	872
\$	1,477
\$	738
\$	2,215
\$	57,583
	61%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	33	11
Average Days to Sale	72.1	80.4
Average Advertised Price (Time of Sale)	\$ 20,713	\$ 23,952
Average Transaction Price	\$ 19,814	\$ 23,024
Average Market Price at 100%	\$ 21,536	\$ 24,434
Average Price to Market % (Time of Sale)	96%	98%
Average Transaction to Market %	92%	94%
Average Transactional Discount	\$ 899	\$ 928
Average Front End Gross	\$ 1,502	\$ 1,680
Average Finance Gross	\$ 868	\$ 1,643
PUVR	\$ 2,370	\$ 3,323
Total Gross (Units & PUVR)	\$ 78,218	\$ 36,558
GROI	60%	65%

No	
	22
	67.9
\$	18,210
\$	18,210
\$	20,163
	90%
	90%
\$	884
\$	1,413
\$	481
\$	1,894
\$	41,660
	55%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	33	26
% of Retail Units	100%	79%
% Retailed of Off-Brand	67%	77%
Average Days to Sale	72.1	55.8
Average Transaction Price	\$ 19,814	\$ 19,415
Average Transaction to Market %	92%	90%
Average Transactional Discount	\$ 899	\$ 897
Average Front End Gross	\$ 1,502	\$ 1,661
Average Finance Gross	\$ 868	\$ 746
PUVR	\$ 2,370	\$ 2,407
Total Gross (Units & PUVR)	\$ 78,218	\$ 62,583
GROI	60%	80%



Trade on Used	Street/Curb buy	Auction/wholesale
2	0	0
6%	0%	0%
100%	#DIV/0!	#DIV/0!
215.0	#DIV/0!	#DIV/0!
\$ 14,426	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
\$ 1,062	#DIV/0!	#DIV/0!
\$ (222)	#DIV/0!	#DIV/0!
\$ 1,051	#DIV/0!	#DIV/0!
\$ 829	#DIV/0!	#DIV/0!
\$ 1,658	#DIV/0!	#DIV/0!
10%	#DIV/0!	#DIV/0!

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
4	0	1
12%	0%	3%
0%	#DIV/0!	0%
85.5	#DIV/0!	156.0
\$ 22,932	#DIV/0!	\$ 28,500
96%	#DIV/0!	101%
\$ 680	#DIV/0!	\$ 1,489
\$ 1,739	#DIV/0!	\$ (126)
\$ 1,242	#DIV/0!	\$ 2,179
\$ 2,981	#DIV/0!	\$ 2,053
\$ 11,924	#DIV/0!	\$ 2,053
55%	#DIV/0!	17%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	33	8
% of Retail Units	100%	24%
% Retailed of Off-Brand	67%	75%
Average Days to Sale	72.1	16.8
Average Transaction Price	\$ 19,814	\$ 18,386
Average Transaction to Market %	92%	89%
Average Transactional Discount	\$ 899	\$ 1,066
Average Front End Gross	\$ 1,502	\$ 2,817
Average Finance Gross	\$ 868	\$ 813
PUVR	\$ 2,370	\$ 3,630
Total Gross (Units & PUVR)	\$ 78,218	\$ 29,037
GROI	60%	424%



31-45 days	46-60 days	61-90 days	90+ days
4	6	5	10
12%	18%	15%	30%
100%	50%	80%	50%
38.0	56.5	80.8	134.9
\$ 18,093	\$ 22,233	\$ 22,567	\$ 18,819
89%	94%	87%	95%
\$ 830	\$ 656	\$ 982	\$ 897
\$ 1,602	\$ 1,852	\$ 922	\$ 490
\$ 424	\$ 513	\$ 1,007	\$ 1,234
\$ 2,026	\$ 2,365	\$ 1,929	\$ 1,725
\$ 8,102	\$ 14,189	\$ 9,643	\$ 17,247
106%	68%	38%	24%