

Desk Manager(s)	Finance Manager(s)
David Arbaugh	Melody Mowry
Rodney Weese	

Scoreboard Totals

% Retailed of Non-New Franchise	20%
Total # Retail Units	20
Average Days to Sale	73.7
Average Advertised Price (Time of Sale)	\$ 21,469
Average Transaction Price	\$ 20,293
Average Market Price at 100%	\$ 23,260
Average Price to Market % (Time of Sale)	92%
Average Transaction to Market	87%
Average Transactional Discount	\$ 1,176
Average Front End Gross	\$ 2,077
Average Finance Gross	\$ 1,555
PUVR	\$ 3,632
Total Gross (Units & PUVR)	\$ 72,644
GROI	87%



MY

Scoreboard		
Desk Manager	Totals	
% Retailed of Non-New Franchise	20%	#DIV/0!
Total # Retail Units	20	0
Average Days to Sale	73.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,469	#DIV/0!
Average Transaction Price	\$ 20,293	#DIV/0!
Average Market Price at 100%	\$ 23,260	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	87%	#DIV/0!
Average Transactional Discount	\$ 1,176	#DIV/0!
Average Front End Gross	\$ 2,077	#DIV/0!
Average Finance Gross	\$ 1,555	#DIV/0!
PUVR	\$ 3,632	#DIV/0!
Total Gross (Units & PUVR)	\$ 72,644	#DIV/0!
GROI	87%	#DIV/0!



Scoreboard		
Sales Consultant	Totals	
% Retailed of Non-New Franchise	20%	#DIV/0!
Total # Retail Units	20	0
Average Days to Sale	73.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,469	#DIV/0!
Average Transaction Price	\$ 20,293	#DIV/0!
Average Market Price at 100%	\$ 23,260	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	87%	#DIV/0!
Average Transactional Discount	\$ 1,176	#DIV/0!
Average Front End Gross	\$ 2,077	#DIV/0!
Average Finance Gross	\$ 1,555	#DIV/0!
PUVR	\$ 3,632	#DIV/0!
Total Gross (Units & PUVR)	\$ 72,644	#DIV/0!
GROI	87%	#DIV/0!



Scoreboard		
Finance Manager	Totals	
% Retailed of Non-New Franchise	20%	#DIV/0!
Total # Retail Units	20	0
Average Days to Sale	73.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,469	#DIV/0!
Average Transaction Price	\$ 20,293	#DIV/0!
Average Market Price at 100%	\$ 23,260	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	87%	#DIV/0!
Average Transactional Discount	\$ 1,176	#DIV/0!
Average Front End Gross	\$ 2,077	#DIV/0!
Average Finance Gross	\$ 1,555	#DIV/0!
PUVR	\$ 3,632	#DIV/0!
Total Gross (Units & PUVR)	\$ 72,644	#DIV/0!
GROI	87%	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	20	0
Average Days to Sale	73.7	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 21,469	#DIV/0!
Average Transaction Price	\$ 20,293	#DIV/0!
Average Market Price at 100%	\$ 23,260	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	87%	#DIV/0!
Average Transactional Discount	\$ 1,176	#DIV/0!
Average Front End Gross	\$ 2,077	#DIV/0!
Average Finance Gross	\$ 1,555	#DIV/0!
PUVR	\$ 3,632	#DIV/0!
Total Gross (Units & PUVR)	\$ 72,644	#DIV/0!
GROI	87%	#DIV/0!



No	
	20
	73.7
\$	20,293
\$	20,293
\$	23,415
	87%
	87%
\$	1,176
\$	2,077
\$	1,555
\$	3,632
\$	72,644
	87%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	20	16
Average Days to Sale	73.7	58.5
Average Advertised Price (Time of Sale)	\$ 21,469	\$ 22,276
Average Transaction Price	\$ 20,293	\$ 20,951
Average Market Price at 100%	\$ 23,260	\$ 24,384
Average Price to Market % (Time of Sale)	92%	91%
Average Transaction to Market %	87%	86%
Average Transactional Discount	\$ 1,176	\$ 1,325
Average Front End Gross	\$ 2,077	\$ 2,169
Average Finance Gross	\$ 1,555	\$ 1,575
PUVR	\$ 3,632	\$ 3,743
Total Gross (Units & PUVR)	\$ 72,644	\$ 59,888
GROI	87%	110%



No	
	4
	134.3
\$	17,664
\$	17,664
\$	19,539
	90%
	90%
\$	579
\$	1,710
\$	1,479
\$	3,189
\$	12,756
	48%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	20	11
% of Retail Units	100%	55%
% Retailed of Off-Brand	20%	9%
Average Days to Sale	73.7	68.5
Average Transaction Price	\$ 20,293	\$ 20,130
Average Transaction to Market %	87%	87%
Average Transactional Discount	\$ 1,176	\$ 1,274
Average Front End Gross	\$ 2,077	\$ 1,876
Average Finance Gross	\$ 1,555	\$ 1,848
PUVR	\$ 3,632	\$ 3,724
Total Gross (Units & PUVR)	\$ 72,644	\$ 40,962
GROI	87%	97%



Trade on Used	Street/Curb buy	Auction/wholesale
8	0	0
40%	0%	0%
38%	#DIV/0!	#DIV/0!
89.8	#DIV/0!	#DIV/0!
\$ 19,579	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!
\$ 1,102	#DIV/0!	#DIV/0!
\$ 2,463	#DIV/0!	#DIV/0!
\$ 1,086	#DIV/0!	#DIV/0!
\$ 3,548	#DIV/0!	#DIV/0!
\$ 28,386	#DIV/0!	#DIV/0!
73%	#DIV/0!	#DIV/0!

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	1	0
0%	5%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	1.0	#DIV/0!
#DIV/0!	\$ 27,811	#DIV/0!
#DIV/0!	89%	#DIV/0!
#DIV/0!	\$ 689	#DIV/0!
#DIV/0!	\$ 1,199	#DIV/0!
#DIV/0!	\$ 2,097	#DIV/0!
#DIV/0!	\$ 3,296	#DIV/0!
#DIV/0!	\$ 3,296	#DIV/0!
#DIV/0!	4267%	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	20	9
% of Retail Units	100%	45%
% Retailed of Off-Brand	20%	22%
Average Days to Sale	73.7	9.3
Average Transaction Price	\$ 20,293	\$ 17,317
Average Transaction to Market %	87%	89%
Average Transactional Discount	\$ 1,176	\$ 734
Average Front End Gross	\$ 2,077	\$ 2,549
Average Finance Gross	\$ 1,555	\$ 1,329
PUVR	\$ 3,632	\$ 3,878
Total Gross (Units & PUVR)	\$ 72,644	\$ 34,902
GROI	87%	864%



31-45 days	46-60 days	61-90 days	90+ days
0	1	3	7
0%	5%	15%	35%
#DIV/0!	0%	0%	29%
#DIV/0!	56.0	75.3	158.1
#DIV/0!	\$ 27,200	\$ 22,898	\$ 22,017
#DIV/0!	80%	81%	89%
#DIV/0!	\$ 1,795	\$ 1,762	\$ 1,405
#DIV/0!	\$ 1,204	\$ 1,962	\$ 1,643
#DIV/0!	\$ 1,372	\$ 2,258	\$ 1,572
#DIV/0!	\$ 2,576	\$ 4,220	\$ 3,215
#DIV/0!	\$ 2,576	\$ 12,661	\$ 22,505
#DIV/0!	61%	88%	33%