

Scoreboard Totals

% Retailed of Non-Franchise Make	20%
Total # Retail Units	35
Avg. Days to Sale	39.2
Avg. Advertised Price (Time of Sale)	\$ 20,380
Avg. Transaction Price	\$ 19,737
Avg. Market Price at 100%	\$ 19,869
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 634
Avg. Front-End Gross	\$ 1,621
Avg. Finance Gross	\$ 968
PUVR	\$ 2,599
Total Gross (Units & PUVR)	\$ 90,971
GROI	121%
% with Trade	34%
Avg. Over/Under Allowance	\$3,167



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	20%	#DIV/0!
Total # Retail Units	35	0
Avg. Days to Sale	39.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,380	#DIV/0!
Avg. Transaction Price	\$ 19,737	#DIV/0!
Avg. Market Price at 100%	\$ 19,869	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 634	#DIV/0!
Avg. Front-End Gross	\$ 1,621	#DIV/0!
Avg. Finance Gross	\$ 968	#DIV/0!
PUVR	\$ 2,599	#DIV/0!
Total Gross (Units & PUVR)	\$ 90,971	#DIV/0!
GROI	121%	#DIV/0!
% with Trade	34%	#DIV/0!
Avg. Over/Under Allowance	\$3,167	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	20%	#DIV/0!
Total # Retail Units	35	0
Avg. Days to Sale	39.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,380	#DIV/0!
Avg. Transaction Price	\$ 19,737	#DIV/0!
Avg. Market Price at 100%	\$ 19,869	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 634	#DIV/0!
Avg. Front-End Gross	\$ 1,621	#DIV/0!
Avg. Finance Gross	\$ 968	#DIV/0!
PUVR	\$ 2,599	#DIV/0!
Total Gross (Units & PUVR)	\$ 90,971	#DIV/0!
GROI	121%	#DIV/0!
% with Trade	34%	#DIV/0!
Avg. Over/Under Allowance	\$3,167	#DIV/0!



Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	20%	#DIV/0!
Total # Retail Units	35	0
Avg. Days to Sale	39.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,380	#DIV/0!
Avg. Transaction Price	\$ 19,737	#DIV/0!
Avg. Market Price at 100%	\$ 19,869	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!
Avg. Transactional Discount	\$ 634	#DIV/0!
Avg. Front-End Gross	\$ 1,621	#DIV/0!
Avg. Finance Gross	\$ 968	#DIV/0!
PUVR	\$ 2,599	#DIV/0!
Total Gross (Units & PUVR)	\$ 90,971	#DIV/0!
GROI	121%	#DIV/0!
% with Trade	34%	#DIV/0!
Avg. Over/Under Allowance	\$3,167	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	35	1
Avg. Days to Sale	39.2	69.0
Avg. Advertised Price (Time of Sale)	\$ 20,380	\$ 43,950
Avg. Transaction Price	\$ 19,737	\$ 42,851
Avg. Market Price at 100%	\$ 19,869	\$ 45,309
Avg. Price to Market % (Time of Sale)	103%	97%
Avg. Transaction to Market	99%	95%
Avg. Transactional Discount	\$ 634	\$ 1,099
Avg. Front-End Gross	\$ 1,621	\$ (20)
Avg. Finance Gross	\$ 968	\$ 1,929
PUVR	\$ 2,599	\$ 1,909
Total Gross (Units & PUVR)	\$ 90,971	\$ 1,909
GROI	121%	23%
% with Trade	34%	1%
Avg. Over/Under Allowance	\$3,167	400000%

No	
	34
	38.3
\$	19,057
\$	19,057
\$	18,559
	103%
	103%
\$	619
\$	1,669
\$	939
\$	2,621
\$	89,105
	129%
	29%
	275000%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	35	26
Avg. Days to Sale	39.2	32.7
Avg. Advertised Price (Time of Sale)	\$ 20,380	\$ 18,296
Avg. Transaction Price	\$ 19,737	\$ 17,669
Avg. Market Price at 100%	\$ 19,869	\$ 18,008
Avg. Price to Market % (Time of Sale)	103%	102%
Avg. Transaction to Market	99%	98%
Avg. Transactional Discount	\$ 634	\$ 627
Avg. Front-End Gross	\$ 1,621	\$ 1,860
Avg. Finance Gross	\$ 968	\$ 976
PUVR	\$ 2,599	\$ 2,836
Total Gross (Units & PUVR)	\$ 90,971	\$ 73,735
GROI	121%	177%
% with Trade	34%	4%
Avg. Over/Under Allowance	\$3,167	400000%

No	
	7
	67.9
\$	25,148
\$	25,148
\$	24,427
	103%
	103%
\$	658
\$	954
\$	765
\$	1,720
\$	12,037
	36%
	157%
	150000%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	35	27
% of Retail Units	100%	77%
% Retailed of Non-New Franchise	20%	19%
Avg. Days to Sale	39.2	39.7
Avg. Transaction Price	\$ 19,737	\$ 17,863
Avg. Transaction to Market %	99%	98%
Avg. Transactional Discount	\$ 634	\$ 733
Avg. Front End Gross	\$ 1,621	\$ 1,944
Avg. Finance Gross	\$ 968	\$ 981
PUVR	\$ 2,599	\$ 2,939
Total Gross (Units & PUVR)	\$ 90,971	\$ 79,342
GROI	121%	149%
% with Trade	34%	26%
Avg. Over/Under Allowance	\$3,167	#DIV/0!



Trade on Used	Street/Curb buy	Auction/wholesale
1	0	1
3%	0%	3%
0%	#DIV/0!	100%
75.0	#DIV/0!	136.0
\$ 10,900	#DIV/0!	\$ 30,150
105%	#DIV/0!	105%
\$ -	#DIV/0!	\$ 750
\$ 1,560	#DIV/0!	\$ (548)
\$ 862	#DIV/0!	\$ -
\$ 2,422	#DIV/0!	\$ (548)
\$ 2,422	#DIV/0!	\$ (548)
107%	#DIV/0!	-5%
0%	#DIV/0!	100%
#DIV/0!	#DIV/0!	150000%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	0	2
0%	0%	6%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	41.5
#DIV/0!	#DIV/0!	\$ 31,876
#DIV/0!	#DIV/0!	102%
#DIV/0!	#DIV/0!	\$ 550
#DIV/0!	#DIV/0!	\$ 1,623
#DIV/0!	#DIV/0!	\$ 1,291
#DIV/0!	#DIV/0!	\$ 2,913
#DIV/0!	#DIV/0!	\$ 5,827
#DIV/0!	#DIV/0!	79%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	400000%

Other	
	4
	11%
	25%
	1.5
\$	25,924
	104%
\$	-
\$	-
\$	984
\$	556
\$	2,225
	515%
	50%
	400000%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	35	18
% of Retail Units	100%	51%
% Retailed of Non-New Franchise	20%	17%
Avg. Days to Sale	39.2	16.3
Avg. Transaction Price	\$ 19,737	\$ 18,847
Avg. Transaction to Market %	99%	101%
Avg. Transactional Discount	\$ 634	\$ 163
Avg. Front End Gross	\$ 1,621	\$ 1,915
Avg. Finance Gross	\$ 968	\$ 789
PUVR	\$ 2,599	\$ 2,704
Total Gross (Units & PUVR)	\$ 90,971	\$ 48,671
GROI	121%	317%
% with Trade	34%	33%
Avg. Over/Under Allowance	\$3,167	#DIV/0!



31-45 days	46-60 days	61-90 days	90+ days
5	2	4	3
14%	6%	11%	9%
20%	0%	0%	67%
39.0	51.0	71.0	166.0
\$ 19,920	\$ 17,475	\$ 20,588	\$ 16,620
99%	111%	107%	71%
\$ 498	\$ -	\$ 275	\$ 4,797
\$ 2,173	\$ 2,223	\$ 1,780	\$ (56)
\$ 1,121	\$ 1,468	\$ 1,410	\$ 699
\$ 3,295	\$ 3,691	\$ 3,190	\$ 643
\$ 16,473	\$ 7,382	\$ 12,760	\$ 1,928
153%	149%	79%	8%
20%	50%	25%	67%
#DIV/0!	#DIV/0!	400000%	150000%