

Desk Manager(s)	Finance Manager(s)
Alejandro Restrepo	Cora Snowden
	Kali Denicore

Scoreboard Totals

% Retailed of Non-Franchise Make	18%
Total # Retail Units	34
Avg. Days to Sale	51.6
Avg. Advertised Price (Time of Sale)	\$ 24,019
Avg. Transaction Price	\$ 22,875
Avg. Market Price at 100%	\$ 23,406
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 1,215
Avg. Front-End Gross	\$ 2,198
Avg. Finance Gross	\$ 1,094
PUVR	\$ 3,370
Total Gross (Units & PUVR)	\$ 114,568
GROI	103%
% with Trade	24%
Avg. Over/Under Allowance	\$200



MY

Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	18%	#DIV/0!
Total # Retail Units	34	0
Avg. Days to Sale	51.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,019	#DIV/0!
Avg. Transaction Price	\$ 22,875	#DIV/0!
Avg. Market Price at 100%	\$ 23,406	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 1,215	#DIV/0!
Avg. Front-End Gross	\$ 2,198	#DIV/0!
Avg. Finance Gross	\$ 1,094	#DIV/0!
PUVR	\$ 3,370	#DIV/0!
Total Gross (Units & PUVR)	\$ 114,568	#DIV/0!
GROI	103%	#DIV/0!
% with Trade	24%	#DIV/0!
Avg. Over/Under Allowance	200	#DIV/0!



Scoreboard*(Click on the blue head*

Sales Consultant	Totals	
% Retailed of Non-New Franchise	18%	#DIV/0!
Total # Retail Units	34	0
Avg. Days to Sale	51.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,019	#DIV/0!
Avg. Transaction Price	\$ 22,875	#DIV/0!
Avg. Market Price at 100%	\$ 23,406	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 1,215	#DIV/0!
Avg. Front-End Gross	\$ 2,198	#DIV/0!
Avg. Finance Gross	\$ 1,094	#DIV/0!
PUVR	\$ 3,370	#DIV/0!
Total Gross (Units & PUVR)	\$ 114,568	#DIV/0!
GROI	103%	#DIV/0!
% with Trade	24%	#DIV/0!
Avg. Over/Under Allowance	200	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	34	1
Avg. Days to Sale	51.6	27.0
Avg. Advertised Price (Time of Sale)	\$ 24,019	\$ 26,995
Avg. Transaction Price	\$ 22,875	\$ 25,995
Avg. Market Price at 100%	\$ 23,406	\$ 24,541
Avg. Price to Market % (Time of Sale)	103%	110%
Avg. Transaction to Market	98%	106%
Avg. Transactional Discount	\$ 1,215	\$ 1,000
Avg. Front-End Gross	\$ 2,198	\$ 1,385
Avg. Finance Gross	\$ 1,094	\$ 1,563
PUVR	\$ 3,370	\$ 2,948
Total Gross (Units & PUVR)	\$ 114,568	\$ 2,948
GROI	103%	151%
% with Trade	24%	4%
Avg. Over/Under Allowance	200	0

No	
	33
	52.3
\$	22,780
\$	22,780
\$	23,633
	96%
	96%
\$	1,222
\$	2,222
\$	1,080
\$	3,383
\$	111,647
	102%
	13%
	222

Scoreboard*(Click on the blue head*

Finance Manager	Totals	
% Retailed of Non-New Franchise	18%	#DIV/0!
Total # Retail Units	34	0
Avg. Days to Sale	51.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,019	#DIV/0!
Avg. Transaction Price	\$ 22,875	#DIV/0!
Avg. Market Price at 100%	\$ 23,406	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 1,215	#DIV/0!
Avg. Front-End Gross	\$ 2,198	#DIV/0!
Avg. Finance Gross	\$ 1,094	#DIV/0!
PUVR	\$ 3,370	#DIV/0!
Total Gross (Units & PUVR)	\$ 114,568	#DIV/0!
GROI	103%	#DIV/0!
% with Trade	24%	#DIV/0!
Avg. Over/Under Allowance	200	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	34	26
Avg. Days to Sale	51.6	49.8
Avg. Advertised Price (Time of Sale)	\$ 24,019	\$ 24,889
Avg. Transaction Price	\$ 22,875	\$ 23,575
Avg. Market Price at 100%	\$ 23,406	\$ 23,921
Avg. Price to Market % (Time of Sale)	103%	104%
Avg. Transaction to Market	98%	99%
Avg. Transactional Discount	\$ 1,215	\$ 1,314
Avg. Front-End Gross	\$ 2,198	\$ 2,201
Avg. Finance Gross	\$ 1,094	\$ 1,319
PUVR	\$ 3,370	\$ 3,469
Total Gross (Units & PUVR)	\$ 114,568	\$ 90,201
GROI	103%	106%
% with Trade	24%	4%
Avg. Over/Under Allowance	200	143

No	
	6
	43.3
\$	21,469
\$	21,469
\$	22,535
	95%
	95%
\$	788
\$	2,797
\$	141
\$	2,938
\$	17,628
	114%
	117%
	500

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	34	14
% of Retail Units	100%	41%
% Retailed of Non-New Franchise	18%	29%
Avg. Days to Sale	51.6	31.6
Avg. Transaction Price	\$ 22,875	\$ 21,372
Avg. Transaction to Market %	98%	101%
Avg. Transactional Discount	\$ 1,215	\$ 1,164
Avg. Front End Gross	\$ 2,198	\$ 2,458
Avg. Finance Gross	\$ 1,094	\$ 651
PUVR	\$ 3,370	\$ 3,062
Total Gross (Units & PUVR)	\$ 114,568	\$ 42,869
GROI	103%	163%
% with Trade	24%	21%
Avg. Over/Under Allowance	200	333



Trade on Used	Street/Curb buy	Auction/wholesale
6	1	11
18%	3%	32%
17%	0%	9%
25.0	49.0	80.5
\$ 22,301	\$ 24,952	\$ 24,726
91%	89%	98%
\$ 1,860	\$ -	\$ 1,161
\$ 3,414	\$ 3,329	\$ 1,366
\$ 829	\$ 182	\$ 1,634
\$ 4,242	\$ 3,511	\$ 3,333
\$ 25,453	\$ 3,511	\$ 36,659
274%	103%	60%
33%	0%	27%
1,000	#DIV/0!	0

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	0	2
0%	0%	6%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	103.5
#DIV/0!	#DIV/0!	\$ 23,900
#DIV/0!	#DIV/0!	101%
#DIV/0!	#DIV/0!	\$ 492
#DIV/0!	#DIV/0!	\$ 738
#DIV/0!	#DIV/0!	\$ 2,263
#DIV/0!	#DIV/0!	\$ 3,001
#DIV/0!	#DIV/0!	\$ 6,002
#DIV/0!	#DIV/0!	44%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	34	16
% of Retail Units	100%	47%
% Retailed of Non-New Franchise	18%	25%
Avg. Days to Sale	51.6	23.9
Avg. Transaction Price	\$ 22,875	\$ 24,254
Avg. Transaction to Market %	98%	96%
Avg. Transactional Discount	\$ 1,215	\$ 1,802
Avg. Front End Gross	\$ 2,198	\$ 2,797
Avg. Finance Gross	\$ 1,094	\$ 1,124
PUVR	\$ 3,370	\$ 3,920
Total Gross (Units & PUVR)	\$ 114,568	\$ 62,725
GROI	103%	244%
% with Trade	24%	19%
Avg. Over/Under Allowance	200	333



31-45 days	46-60 days	61-90 days	90+ days
8	2	2	5
24%	6%	6%	15%
13%	0%	0%	20%
38.3	54.0	69.5	153.4
\$ 23,623	\$ 19,976	\$ 15,727	\$ 24,561
103%	89%	95%	93%
\$ 1,182	\$ -	\$ -	\$ 25
\$ 2,686	\$ 1,854	\$ 2,047	\$ 264
\$ 778	\$ 619	\$ 1,690	\$ 1,684
\$ 3,464	\$ 2,472	\$ 3,737	\$ 1,948
\$ 27,711	\$ 4,944	\$ 7,473	\$ 9,741
138%	83%	123%	19%
38%	0%	50%	20%
333	#DIV/0!	0	0