

Desk Manager(s)	Finance Manager(s)
Bob Deane	Karla Inglis
	Vic Rhodes











## Scoreboard Totals

% Retailed of Non-Franchise Make	13%
Total # Retail Units	32
Avg. Days to Sale	33.3
Avg. Advertised Price (Time of Sale)	\$ 27,216
Avg. Transaction Price	\$ 25,955
Avg. Market Price at 100%	\$ 27,335
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 1,320
Avg. Front-End Gross	\$ 2,218
Avg. Finance Gross	\$ 1,451
PUVR	\$ 3,543
Total Gross (Units & PUVR)	\$ 113,387
GROI	148%
% with Trade	31%
Avg. Over/Under Allowance	\$75



MY

**Scoreboard***(Click on the blue head*

<b>Desk Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	13%	#DIV/0!
Total # Retail Units	32	0
Avg. Days to Sale	33.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,216	#DIV/0!
Avg. Transaction Price	\$ 25,955	#DIV/0!
Avg. Market Price at 100%	\$ 27,335	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 1,320	#DIV/0!
Avg. Front-End Gross	\$ 2,218	#DIV/0!
Avg. Finance Gross	\$ 1,451	#DIV/0!
PUVR	\$ 3,543	#DIV/0!
Total Gross (Units & PUVR)	\$ 113,387	#DIV/0!
GROI	148%	#DIV/0!
% with Trade	31%	#DIV/0!
Avg. Over/Under Allowance	75	#DIV/0!











**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	13%	#DIV/0!
Total # Retail Units	32	0
Avg. Days to Sale	33.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,216	#DIV/0!
Avg. Transaction Price	\$ 25,955	#DIV/0!
Avg. Market Price at 100%	\$ 27,335	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 1,320	#DIV/0!
Avg. Front-End Gross	\$ 2,218	#DIV/0!
Avg. Finance Gross	\$ 1,451	#DIV/0!
PUVR	\$ 3,543	#DIV/0!
Total Gross (Units & PUVR)	\$ 113,387	#DIV/0!
GROI	148%	#DIV/0!
% with Trade	31%	#DIV/0!
Avg. Over/Under Allowance	75	#DIV/0!











































**Scoreboard***(Click on the blue head*

<b>Finance Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	13%	#DIV/0!
Total # Retail Units	32	0
Avg. Days to Sale	33.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,216	#DIV/0!
Avg. Transaction Price	\$ 25,955	#DIV/0!
Avg. Market Price at 100%	\$ 27,335	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 1,320	#DIV/0!
Avg. Front-End Gross	\$ 2,218	#DIV/0!
Avg. Finance Gross	\$ 1,451	#DIV/0!
PUVR	\$ 3,543	#DIV/0!
Total Gross (Units & PUVR)	\$ 113,387	#DIV/0!
GROI	148%	#DIV/0!
% with Trade	31%	#DIV/0!
Avg. Over/Under Allowance	75	#DIV/0!









## Scoreboard

CPO	Totals	Yes
Total # Retail Units	32	0
Avg. Days to Sale	33.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,216	#DIV/0!
Avg. Transaction Price	\$ 25,955	#DIV/0!
Avg. Market Price at 100%	\$ 27,335	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!
Avg. Transactional Discount	\$ 1,320	#DIV/0!
Avg. Front-End Gross	\$ 2,218	#DIV/0!
Avg. Finance Gross	\$ 1,451	#DIV/0!
PUVR	\$ 3,543	#DIV/0!
Total Gross (Units & PUVR)	\$ 113,387	#DIV/0!
GROI	148%	#DIV/0!
% with Trade	31%	#DIV/0!
Avg. Over/Under Allowance	75	#DIV/0!

No	
	32
	33.3
\$	25,955
\$	25,955
\$	27,372
	95%
	95%
\$	1,320
\$	2,218
\$	1,451
\$	3,543
\$	113,387
	148%
	30%
	75

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	32	26
Avg. Days to Sale	33.3	33.2
Avg. Advertised Price (Time of Sale)	\$ 27,216	\$ 27,645
Avg. Transaction Price	\$ 25,955	\$ 26,297
Avg. Market Price at 100%	\$ 27,335	\$ 28,171
Avg. Price to Market % (Time of Sale)	100%	98%
Avg. Transaction to Market	95%	93%
Avg. Transactional Discount	\$ 1,320	\$ 1,348
Avg. Front-End Gross	\$ 2,218	\$ 2,259
Avg. Finance Gross	\$ 1,451	\$ 1,336
PUVR	\$ 3,543	\$ 3,595
Total Gross (Units & PUVR)	\$ 113,387	\$ 93,472
GROI	148%	148%
% with Trade	31%	0%
Avg. Over/Under Allowance	75	50

No	
	4
	47.8
\$	21,773
\$	21,773
\$	22,180
	98%
	98%
\$	1,135
\$	1,328
\$	1,880
\$	3,207
\$	12,828
	111%
	250%
	0

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	32	17
% of Retail Units	100%	53%
% Retailed of Non-New Franchise	13%	6%
Avg. Days to Sale	33.3	34.9
Avg. Transaction Price	\$ 25,955	\$ 25,949
Avg. Transaction to Market %	95%	95%
Avg. Transactional Discount	\$ 1,320	\$ 1,506
Avg. Front End Gross	\$ 2,218	\$ 2,304
Avg. Finance Gross	\$ 1,451	\$ 1,305
PUVR	\$ 3,543	\$ 3,549
Total Gross (Units & PUVR)	\$ 113,387	\$ 60,328
GROI	148%	141%
% with Trade	31%	29%
Avg. Over/Under Allowance	75	182



Trade on Used	Street/Curb buy	Auction/wholesale
6	0	6
19%	0%	19%
17%	#DIV/0!	33%
45.7	#DIV/0!	26.3
\$ 18,998	#DIV/0!	\$ 25,220
92%	#DIV/0!	98%
\$ 1,459	#DIV/0!	\$ 572
\$ 2,384	#DIV/0!	\$ 1,888
\$ 730	#DIV/0!	\$ 1,805
\$ 3,113	#DIV/0!	\$ 3,122
\$ 18,680	#DIV/0!	\$ 18,730
129%	#DIV/0!	169%
33%	#DIV/0!	33%
-1,198	#DIV/0!	750

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
0	0	3
0%	0%	9%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	13.3
#DIV/0!	#DIV/0!	\$ 41,369
#DIV/0!	#DIV/0!	96%
#DIV/0!	#DIV/0!	\$ 1,294
#DIV/0!	#DIV/0!	\$ 2,064
#DIV/0!	#DIV/0!	\$ 3,014
#DIV/0!	#DIV/0!	\$ 5,078
#DIV/0!	#DIV/0!	\$ 15,233
#DIV/0!	#DIV/0!	331%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	667



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	32	18
% of Retail Units	100%	56%
% Retailed of Non-New Franchise	13%	6%
Avg. Days to Sale	33.3	10.8
Avg. Transaction Price	\$ 25,955	\$ 27,018
Avg. Transaction to Market %	95%	94%
Avg. Transactional Discount	\$ 1,320	\$ 1,468
Avg. Front End Gross	\$ 2,218	\$ 2,481
Avg. Finance Gross	\$ 1,451	\$ 1,532
PUVR	\$ 3,543	\$ 4,013
Total Gross (Units & PUVR)	\$ 113,387	\$ 72,231
GROI	148%	494%
% with Trade	31%	28%
Avg. Over/Under Allowance	75	-105



31-45 days	46-60 days	61-90 days	90+ days
7	2	3	2
22%	6%	9%	6%
14%	50%	33%	0%
38.7	52.5	68.3	145.0
\$ 27,123	\$ 20,380	\$ 22,553	\$ 22,975
93%	100%	100%	91%
\$ 1,104	\$ -	\$ 1,013	\$ 2,670
\$ 2,010	\$ 2,202	\$ 1,560	\$ 1,587
\$ 1,419	\$ 1,235	\$ 2,084	\$ 100
\$ 3,428	\$ 3,436	\$ 3,644	\$ 1,687
\$ 23,999	\$ 6,872	\$ 10,932	\$ 3,374
118%	116%	85%	18%
43%	0%	33%	50%
428	0	667	-350