

[illegible]

New Car Franchise(s)

NISSAN

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Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	24
Avg. Days to Sale	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!
Avg. Transaction Price	\$ 21,462
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ (21,462)
Avg. Front-End Gross	\$ 1,514
Avg. Finance Gross	\$ 1,222
PUVR	\$ 2,736
Total Gross (Units & PUVR)	\$ 65,660
GROI	#DIV/0!
% with Trade	38%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	33%	#DIV/0!
Total # Retail Units	24	0
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,462	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (21,462)	#DIV/0!
Avg. Front-End Gross	\$ 1,514	#DIV/0!
Avg. Finance Gross	\$ 1,222	#DIV/0!
PUVR	\$ 2,736	#DIV/0!
Total Gross (Units & PUVR)	\$ 65,660	#DIV/0!
GROI	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	33%	#DIV/0!
Total # Retail Units	24	0
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,462	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (21,462)	#DIV/0!
Avg. Front-End Gross	\$ 1,514	#DIV/0!
Avg. Finance Gross	\$ 1,222	#DIV/0!
PUVR	\$ 2,736	#DIV/0!
Total Gross (Units & PUVR)	\$ 65,660	#DIV/0!
GROI	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



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[illegible]

[illegible]

[illegible]

Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	33%	#DIV/0!
Total # Retail Units	24	0
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,462	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (21,462)	#DIV/0!
Avg. Front-End Gross	\$ 1,514	#DIV/0!
Avg. Finance Gross	\$ 1,222	#DIV/0!
PUVR	\$ 2,736	#DIV/0!
Total Gross (Units & PUVR)	\$ 65,660	#DIV/0!
GROI	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes
Total # Retail Units	24	2
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,462	\$ 24,427
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (21,462)	\$ (24,427)
Avg. Front-End Gross	\$ 1,514	\$ 1,820
Avg. Finance Gross	\$ 1,222	\$ 2,059
PUVR	\$ 2,736	\$ 3,879
Total Gross (Units & PUVR)	\$ 65,660	\$ 7,757
GROI	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!

No
22
#DIV/0!
\$ 21,193
\$ 21,193
#DIV/0!
#DIV/0!
#DIV/0!
\$ (21,193)
\$ 1,487
\$ 1,145
\$ 2,632
\$ 57,903
#DIV/0!
#DIV/0!
#DIV/0!

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	24	15
Avg. Days to Sale	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,462	\$ 18,296
Avg. Market Price at 100%	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (21,462)	\$ (18,296)
Avg. Front-End Gross	\$ 1,514	\$ 1,415
Avg. Finance Gross	\$ 1,222	\$ 1,319
PUVR	\$ 2,736	\$ 2,734
Total Gross (Units & PUVR)	\$ 65,660	\$ 41,007
GROI	#DIV/0!	#DIV/0!
% with Trade	38%	7%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!

No
8
#DIV/0!
\$ 27,049
\$ 27,049
#DIV/0!
#DIV/0!
#DIV/0!
\$ (27,049)
\$ 1,516
\$ 1,185
\$ 2,701
\$ 21,609
#DIV/0!
100%
#DIV/0!

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	24	9	6
% of Retail Units	100%	38%	25%
% Retailed of Non-New Franchise	33%	11%	33%
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,462	\$ 18,199	\$ 17,242
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (21,462)	\$ (18,199)	\$ (17,242)
Avg. Front End Gross	\$ 1,514	\$ 1,584	\$ 685
Avg. Finance Gross	\$ 1,222	\$ 1,121	\$ 921
PUVR	\$ 2,736	\$ 2,706	\$ 1,606
Total Gross (Units & PUVR)	\$ 65,660	\$ 24,353	\$ 9,635
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	22%	33%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	7	1	0
0%	29%	4%	0%
#DIV/0!	71%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 30,231	\$ 21,304	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (30,231)	\$ (21,304)	#DIV/0!
#DIV/0!	\$ 2,521	\$ (862)	#DIV/0!
#DIV/0!	\$ 1,519	\$ 1,121	#DIV/0!
#DIV/0!	\$ 4,040	\$ 259	#DIV/0!
#DIV/0!	\$ 28,283	\$ 259	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	71%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
0	1
0%	4%
#DIV/0!	0%
#DIV/0!	#DIV/0!
#DIV/0!	\$ 14,937
#DIV/0!	#DIV/0!
#DIV/0!	\$ (14,937)
#DIV/0!	\$ 1,187
#DIV/0!	\$ 1,943
#DIV/0!	\$ 3,130
#DIV/0!	\$ 3,130
#DIV/0!	#DIV/0!
#DIV/0!	0%
#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	24	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	33%	#DIV/0!	#DIV/0!
Avg. Days to Sale	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 21,462	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (21,462)	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,514	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,222	#DIV/0!	#DIV/0!
PUVR	\$ 2,736	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 65,660	#DIV/0!	#DIV/0!
GROI	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	38%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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