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Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	18
Avg. Days to Sale	32.3
Avg. Advertised Price (Time of Sale)	\$ 15,877
Avg. Transaction Price	\$ 15,209
Avg. Market Price at 100%	\$ 17,051
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	89%
Avg. Transactional Discount	\$ 668
Avg. Front-End Gross	\$ 1,039
Avg. Finance Gross	\$ 1,000
PUVR	\$ 1,417
Total Gross (Units & PUVR)	\$ 25,514
GROI	104%
% with Trade	22%
Avg. Over/Under Allowance	\$11



Scoreboard

(Click on the blue heads)

Desk Manager	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	18	0
Avg. Days to Sale	32.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,877	#DIV/0!
Avg. Transaction Price	\$ 15,209	#DIV/0!
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	#DIV/0!
Avg. Front-End Gross	\$ 1,039	#DIV/0!
Avg. Finance Gross	\$ 1,000	#DIV/0!
PUVR	\$ 1,417	#DIV/0!
Total Gross (Units & PUVR)	\$ 25,514	#DIV/0!
GROI	104%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	11	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	18	0
Avg. Days to Sale	32.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,877	#DIV/0!
Avg. Transaction Price	\$ 15,209	#DIV/0!
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	#DIV/0!
Avg. Front-End Gross	\$ 1,039	#DIV/0!
Avg. Finance Gross	\$ 1,000	#DIV/0!
PUVR	\$ 1,417	#DIV/0!
Total Gross (Units & PUVR)	\$ 25,514	#DIV/0!
GROI	104%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	11	#DIV/0!



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Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	18	0
Avg. Days to Sale	32.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,877	#DIV/0!
Avg. Transaction Price	\$ 15,209	#DIV/0!
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	#DIV/0!
Avg. Front-End Gross	\$ 1,039	#DIV/0!
Avg. Finance Gross	\$ 1,000	#DIV/0!
PUVR	\$ 1,417	#DIV/0!
Total Gross (Units & PUVR)	\$ 25,514	#DIV/0!
GROI	104%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	11	#DIV/0!



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Scoreboard

CPO	Totals	Yes
Total # Retail Units	18	6
Avg. Days to Sale	32.3	26.0
Avg. Advertised Price (Time of Sale)	\$ 15,877	\$ 18,740
Avg. Transaction Price	\$ 15,209	\$ 18,502
Avg. Market Price at 100%	\$ 17,051	\$ 18,983
Avg. Price to Market % (Time of Sale)	93%	99%
Avg. Transaction to Market	89%	97%
Avg. Transactional Discount	\$ 668	\$ 238
Avg. Front-End Gross	\$ 1,039	\$ 929
Avg. Finance Gross	\$ 1,000	\$ 1,050
PUVR	\$ 1,417	\$ 1,804
Total Gross (Units & PUVR)	\$ 25,514	\$ 10,823
GROI	104%	135%
% with Trade	22%	4%
Avg. Over/Under Allowance	11	33

No
11
36.9
\$ 13,169
\$ 13,169
#DIV/0!
#DIV/0!
#DIV/0!
\$ 964
\$ 1,134
\$ 964
\$ 1,336
\$ 14,691
99%
8%
0



Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	18	14
Avg. Days to Sale	32.3	38.3
Avg. Advertised Price (Time of Sale)	\$ 15,877	\$ 16,428
Avg. Transaction Price	\$ 15,209	\$ 15,771
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	\$ 658
Avg. Front-End Gross	\$ 1,039	\$ 872
Avg. Finance Gross	\$ 1,000	\$ 1,333
PUVR	\$ 1,417	\$ 1,542
Total Gross (Units & PUVR)	\$ 25,514	\$ 21,590
GROI	104%	92%
% with Trade	22%	7%
Avg. Over/Under Allowance	11	14

No
4
11.3
\$ 13,242
\$ 13,242
#DIV/0!
#DIV/0!
#DIV/0!
\$ 707
\$ 1,962
\$ -
\$ 981
\$ 3,924
237%
75%
0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	18	8	1
% of Retail Units	100%	44%	6%
% Retailed of Non-New Franchise	22%	50%	0%
Avg. Days to Sale	32.3	18.1	66.0
Avg. Transaction Price	\$ 15,209	\$ 13,081	\$ 6,991
Avg. Transaction to Market %	89%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 668	\$ 1,554	\$ -
Avg. Front End Gross	\$ 1,039	\$ 1,769	\$ 401
Avg. Finance Gross	\$ 1,000	\$ 548	#DIV/0!
PUVR	\$ 1,417	\$ 1,806	\$ 401
Total Gross (Units & PUVR)	\$ 25,514	\$ 14,448	\$ 401
GROI	104%	274%	31%
% with Trade	22%	38%	100%
Avg. Over/Under Allowance	11	25	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	9	0	0
0%	50%	0%	0%
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	41.1	#DIV/0!	#DIV/0!
#DIV/0!	\$ 18,013	#DIV/0!	#DIV/0!
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (44)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 417	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,633	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,185	#DIV/0!	#DIV/0!
#DIV/0!	\$ 10,665	#DIV/0!	#DIV/0!
#DIV/0!	58%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	18	12	1
% of Retail Units	100%	67%	6%
% Retailed of Non-New Franchise	22%	33%	0%
Avg. Days to Sale	32.3	15.3	38.0
Avg. Transaction Price	\$ 15,209	\$ 15,591	\$ 15,808
Avg. Transaction to Market %	89%	#DIV/0!	100%
Avg. Transactional Discount	\$ 668	\$ 286	\$ -
Avg. Front End Gross	\$ 1,039	\$ 1,298	#DIV/0!
Avg. Finance Gross	\$ 1,000	\$ 982	#DIV/0!
PUVR	\$ 1,417	\$ 2,280	#DIV/0!
Total Gross (Units & PUVR)	\$ 25,514	\$ 27,358	#DIV/0!
GROI	104%	345%	#DIV/0!
% with Trade	22%	25%	0%
Avg. Over/Under Allowance	11	17	0



46-60 days	61-90 days	90+ days
1	4	0
6%	22%	0%
0%	0%	#DIV/0!
52.0	77.0	#DIV/0!
\$ 991	\$ 17,466	#DIV/0!
8%	#DIV/0!	#DIV/0!
\$ 9,000	\$ (99)	#DIV/0!
\$ 1,887	\$ (20)	#DIV/0!
\$ 622	\$ 1,273	#DIV/0!
\$ 2,509	\$ 1,253	#DIV/0!
\$ 2,509	\$ 5,011	#DIV/0!
1753%	34%	#DIV/0!
0%	25%	#DIV/0!
0	0	#DIV/0!