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Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	17
Avg. Days to Sale	35.7
Avg. Advertised Price (Time of Sale)	\$ 39,424
Avg. Transaction Price	\$ 39,076
Avg. Market Price at 100%	\$ 38,628
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ 348
Avg. Front-End Gross	\$ 4,687
Avg. Finance Gross	\$ 1,381
PUVR	\$ 6,067
Total Gross (Units & PUVR)	\$ 103,143
GROI	157%
% with Trade	18%
Avg. Over/Under Allowance	(\$167)



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	17	0
Avg. Days to Sale	35.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,424	#DIV/0!
Avg. Transaction Price	\$ 39,076	#DIV/0!
Avg. Market Price at 100%	\$ 38,628	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ 348	#DIV/0!
Avg. Front-End Gross	\$ 4,687	#DIV/0!
Avg. Finance Gross	\$ 1,381	#DIV/0!
PUVR	\$ 6,067	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,143	#DIV/0!
GROI	157%	#DIV/0!
% with Trade	18%	#DIV/0!
Avg. Over/Under Allowance	-167	#DIV/0!



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Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	17	0
Avg. Days to Sale	35.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,424	#DIV/0!
Avg. Transaction Price	\$ 39,076	#DIV/0!
Avg. Market Price at 100%	\$ 38,628	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ 348	#DIV/0!
Avg. Front-End Gross	\$ 4,687	#DIV/0!
Avg. Finance Gross	\$ 1,381	#DIV/0!
PUVR	\$ 6,067	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,143	#DIV/0!
GROI	157%	#DIV/0!
% with Trade	18%	#DIV/0!
Avg. Over/Under Allowance	-167	#DIV/0!



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Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	17	0
Avg. Days to Sale	35.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,424	#DIV/0!
Avg. Transaction Price	\$ 39,076	#DIV/0!
Avg. Market Price at 100%	\$ 38,628	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ 348	#DIV/0!
Avg. Front-End Gross	\$ 4,687	#DIV/0!
Avg. Finance Gross	\$ 1,381	#DIV/0!
PUVR	\$ 6,067	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,143	#DIV/0!
GROI	157%	#DIV/0!
% with Trade	18%	#DIV/0!
Avg. Over/Under Allowance	-167	#DIV/0!



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Scoreboard

CPO	Totals	Yes
Total # Retail Units	17	9
Avg. Days to Sale	35.7	37.7
Avg. Advertised Price (Time of Sale)	\$ 39,424	\$ 52,461
Avg. Transaction Price	\$ 39,076	\$ 52,196
Avg. Market Price at 100%	\$ 38,628	\$ 50,726
Avg. Price to Market % (Time of Sale)	102%	103%
Avg. Transaction to Market	101%	103%
Avg. Transactional Discount	\$ 348	\$ 265
Avg. Front-End Gross	\$ 4,687	\$ 5,087
Avg. Finance Gross	\$ 1,381	\$ 1,832
PUVR	\$ 6,067	\$ 6,919
Total Gross (Units & PUVR)	\$ 103,143	\$ 62,271
GROI	157%	127%
% with Trade	18%	5%
Avg. Over/Under Allowance	-167	-250

No
8
33.5
\$ 24,316
\$ 24,316
\$ 24,965
97%
97%
\$ 441
\$ 4,237
\$ 872
\$ 5,109
\$ 40,872
226%
3%
0

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	17	0
Avg. Days to Sale	35.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,424	#DIV/0!
Avg. Transaction Price	\$ 39,076	#DIV/0!
Avg. Market Price at 100%	\$ 38,628	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	\$ 348	#DIV/0!
Avg. Front-End Gross	\$ 4,687	#DIV/0!
Avg. Finance Gross	\$ 1,381	#DIV/0!
PUVR	\$ 6,067	#DIV/0!
Total Gross (Units & PUVR)	\$ 103,143	#DIV/0!
GROI	157%	#DIV/0!
% with Trade	18%	#DIV/0!
Avg. Over/Under Allowance	-167	#DIV/0!

No
17
35.7
\$ 39,076
\$ 39,076
\$ 38,603
101%
101%
\$ 348
\$ 4,687
\$ 1,381
\$ 6,067
\$ 103,143
157%
6%
-167

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	17	7	4
% of Retail Units	100%	41%	24%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	35.7	27.1	46.0
Avg. Transaction Price	\$ 39,076	\$ 39,915	\$ 26,548
Avg. Transaction to Market %	101%	99%	95%
Avg. Transactional Discount	\$ 348	\$ 330	\$ 447
Avg. Front End Gross	\$ 4,687	\$ 6,110	\$ 4,203
Avg. Finance Gross	\$ 1,381	\$ 1,950	\$ 410
PUVR	\$ 6,067	\$ 8,061	\$ 4,613
Total Gross (Units & PUVR)	\$ 103,143	\$ 56,424	\$ 18,451
GROI	157%	268%	136%
% with Trade	18%	14%	0%
Avg. Over/Under Allowance	-167	0	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	4	0	0
6%	24%	0%	0%
100%	100%	#DIV/0!	#DIV/0!
20.0	49.8	#DIV/0!	#DIV/0!
\$ 38,000	\$ 45,424	#DIV/0!	#DIV/0!
97%	110%	#DIV/0!	#DIV/0!
\$ 877	\$ 235	#DIV/0!	#DIV/0!
\$ 3,266	\$ (199)	#DIV/0!	#DIV/0!
\$ 402	\$ 1,543	#DIV/0!	#DIV/0!
\$ 3,668	\$ 1,344	#DIV/0!	#DIV/0!
\$ 3,668	\$ 5,376	#DIV/0!	#DIV/0!
174%	21%	#DIV/0!	#DIV/0!
0%	50%	#DIV/0!	#DIV/0!
#DIV/0!	-250	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
0	1
0%	6%
#DIV/0!	100%
#DIV/0!	14.0
#DIV/0!	\$ 58,992
#DIV/0!	99%
#DIV/0!	\$ -
#DIV/0!	\$ 17,619
#DIV/0!	\$ 1,605
#DIV/0!	\$ 19,224
#DIV/0!	\$ 19,224
#DIV/0!	838%
#DIV/0!	0%
#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	17	10	1
% of Retail Units	100%	59%	6%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	35.7	17.7	41.0
Avg. Transaction Price	\$ 39,076	\$ 43,810	\$ 41,300
Avg. Transaction to Market %	101%	101%	96%
Avg. Transactional Discount	\$ 348	\$ 341	\$ 291
Avg. Front End Gross	\$ 4,687	\$ 5,864	\$ 6,617
Avg. Finance Gross	\$ 1,381	\$ 1,819	\$ 613
PUVR	\$ 6,067	\$ 7,683	\$ 7,230
Total Gross (Units & PUVR)	\$ 103,143	\$ 76,830	\$ 7,230
GROI	157%	357%	154%
% with Trade	18%	10%	0%
Avg. Over/Under Allowance	-167	-500	#DIV/0!



46-60 days	61-90 days	90+ days
3	2	1
18%	12%	6%
100%	100%	100%
48.7	72.5	98.0
\$ 26,905	\$ 29,850	\$ 44,469
102%	94%	107%
\$ 147	\$ 887	\$ -
\$ 3,119	\$ 2,688	\$ (319)
\$ 368	\$ 440	\$ 2,687
\$ 3,487	\$ 3,128	\$ 2,368
\$ 10,460	\$ 6,255	\$ 2,368
96%	52%	20%
33%	0%	100%
0	#DIV/0!	0