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Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	21
Avg. Days to Sale	93.4
Avg. Advertised Price (Time of Sale)	\$ 45,116
Avg. Transaction Price	\$ 45,204
Avg. Market Price at 100%	\$ 44,655
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (88)
Avg. Front-End Gross	\$ 359
Avg. Finance Gross	\$ 1,850
PUVR	\$ 2,209
Total Gross (Units & PUVR)	\$ 46,379
GROI	19%
% with Trade	57%
Avg. Over/Under Allowance	(\$129)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	21	0	0
Avg. Days to Sale	93.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,116	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,204	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 44,655	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (88)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 359	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,850	#DIV/0!	#DIV/0!
PUVR	\$ 2,209	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 46,379	#DIV/0!	#DIV/0!
GROI	19%	#DIV/0!	#DIV/0!
% with Trade	57%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-129	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	21	0	0
Avg. Days to Sale	93.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,116	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,204	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 44,655	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (88)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 359	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,850	#DIV/0!	#DIV/0!
PUVR	\$ 2,209	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 46,379	#DIV/0!	#DIV/0!
GROI	19%	#DIV/0!	#DIV/0!
% with Trade	57%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-129	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	100%	#DIV/0!	#DIV/0!
Total # Retail Units	21	0	0
Avg. Days to Sale	93.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,116	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 45,204	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 44,655	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (88)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 359	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,850	#DIV/0!	#DIV/0!
PUVR	\$ 2,209	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 46,379	#DIV/0!	#DIV/0!
GROI	19%	#DIV/0!	#DIV/0!
% with Trade	57%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-129	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	21	0	21
Avg. Days to Sale	93.4	#DIV/0!	93.4
Avg. Advertised Price (Time of Sale)	\$ 45,116	#DIV/0!	\$ 45,204
Avg. Transaction Price	\$ 45,204	#DIV/0!	\$ 45,204
Avg. Market Price at 100%	\$ 44,655	#DIV/0!	\$ 44,852
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	101%	#DIV/0!	101%
Avg. Transactional Discount	\$ (88)	#DIV/0!	\$ (88)
Avg. Front-End Gross	\$ 359	#DIV/0!	\$ 359
Avg. Finance Gross	\$ 1,850	#DIV/0!	\$ 1,850
PUVR	\$ 2,209	#DIV/0!	\$ 2,209
Total Gross (Units & PUVR)	\$ 46,379	#DIV/0!	\$ 46,379
GROI	19%	#DIV/0!	19%
% with Trade	57%	#DIV/0!	57%
Avg. Over/Under Allowance	-129	#DIV/0!	-129



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	21	0	21
Avg. Days to Sale	93.4	#DIV/0!	93.4
Avg. Advertised Price (Time of Sale)	\$ 45,116	#DIV/0!	\$ 45,204
Avg. Transaction Price	\$ 45,204	#DIV/0!	\$ 45,204
Avg. Market Price at 100%	\$ 44,655	#DIV/0!	\$ 44,852
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	101%	#DIV/0!	101%
Avg. Transactional Discount	\$ (88)	#DIV/0!	\$ (88)
Avg. Front-End Gross	\$ 359	#DIV/0!	\$ 359
Avg. Finance Gross	\$ 1,850	#DIV/0!	\$ 1,850
PUVR	\$ 2,209	#DIV/0!	\$ 2,209
Total Gross (Units & PUVR)	\$ 46,379	#DIV/0!	\$ 46,379
GROI	19%	#DIV/0!	19%
% with Trade	57%	#DIV/0!	57%
Avg. Over/Under Allowance	-129	#DIV/0!	-129



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	21	12	7
% of Retail Units	100%	57%	33%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	93.4	131.8	53.9
Avg. Transaction Price	\$ 45,204	\$ 52,574	\$ 30,630
Avg. Transaction to Market %	101%	103%	99%
Avg. Transactional Discount	\$ (88)	\$ (265)	\$ 191
Avg. Front End Gross	\$ 359	\$ (13)	\$ 1,155
Avg. Finance Gross	\$ 1,850	\$ 2,160	\$ 1,336
PUVR	\$ 2,209	\$ 2,146	\$ 2,492
Total Gross (Units & PUVR)	\$ 46,379	\$ 25,755	\$ 17,441
GROI	19%	11%	54%
% with Trade	57%	33%	100%
Avg. Over/Under Allowance	-129	-83	-314



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	0	0	0
10%	0%	0%	0%
100%	#DIV/0!	#DIV/0!	#DIV/0!
1.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 51,998	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (195)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,787	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,592	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,184	#DIV/0!	#DIV/0!	#DIV/0!
735%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
250	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	21	6	2
% of Retail Units	100%	29%	10%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	93.4	7.5	42.5
Avg. Transaction Price	\$ 45,204	\$ 42,743	\$ 36,800
Avg. Transaction to Market %	101%	98%	100%
Avg. Transactional Discount	\$ (88)	\$ 59	\$ (500)
Avg. Front End Gross	\$ 359	\$ 1,354	\$ 2,737
Avg. Finance Gross	\$ 1,850	\$ 2,055	\$ 2,189
PUVR	\$ 2,209	\$ 3,409	\$ 4,925
Total Gross (Units & PUVR)	\$ 46,379	\$ 20,453	\$ 9,850
GROI	19%	383%	113%
% with Trade	57%	67%	50%
Avg. Over/Under Allowance	-129	0	0



46-60 days	61-90 days	90+ days
4	2	7
19%	10%	33%
100%	100%	100%
52.5	79.5	208.9
\$ 42,211	\$ 58,096	\$ 47,742
99%	106%	104%
\$ 165	\$ 500	\$ (408)
\$ 1,678	\$ 1,887	\$ (2,364)
\$ 974	\$ 2,777	\$ 1,812
\$ 2,651	\$ 4,664	\$ (551)
\$ 10,606	\$ 9,328	\$ (3,858)
43%	36%	-2%
100%	50%	29%
-300	0	-214