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Scoreboard Totals

% Retailed of Non-Franchise Make	59%
Total # Retail Units	17
Avg. Days to Sale	67.2
Avg. Advertised Price (Time of Sale)	\$ 47,943
Avg. Transaction Price	\$ 46,727
Avg. Market Price at 100%	\$ 47,746
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 1,216
Avg. Front-End Gross	\$ 3,477
Avg. Finance Gross	\$ 1,407
PUVR	\$ 4,884
Total Gross (Units & PUVR)	\$ 83,021
GROI	56%
% with Trade	29%
Avg. Over/Under Allowance	\$265



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	59%	#DIV/0!	#DIV/0!
Total # Retail Units	17	0	0
Avg. Days to Sale	67.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,943	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 46,727	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 47,746	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,216	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,477	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,407	#DIV/0!	#DIV/0!
PUVR	\$ 4,884	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 83,021	#DIV/0!	#DIV/0!
GROI	56%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	265	#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	59%	#DIV/0!	#DIV/0!
Total # Retail Units	17	0	0
Avg. Days to Sale	67.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,943	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 46,727	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 47,746	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,216	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,477	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,407	#DIV/0!	#DIV/0!
PUVR	\$ 4,884	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 83,021	#DIV/0!	#DIV/0!
GROI	56%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	265	#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	59%	#DIV/0!	#DIV/0!
Total # Retail Units	17	0	0
Avg. Days to Sale	67.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 47,943	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 46,727	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 47,746	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,216	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,477	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,407	#DIV/0!	#DIV/0!
PUVR	\$ 4,884	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 83,021	#DIV/0!	#DIV/0!
GROI	56%	#DIV/0!	#DIV/0!
% with Trade	29%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	265	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	17	0	17
Avg. Days to Sale	67.2	#DIV/0!	67.2
Avg. Advertised Price (Time of Sale)	\$ 47,943	#DIV/0!	\$ 46,727
Avg. Transaction Price	\$ 46,727	#DIV/0!	\$ 46,727
Avg. Market Price at 100%	\$ 47,746	#DIV/0!	\$ 47,798
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 1,216	#DIV/0!	\$ 1,216
Avg. Front-End Gross	\$ 3,477	#DIV/0!	\$ 3,477
Avg. Finance Gross	\$ 1,407	#DIV/0!	\$ 1,407
PUVR	\$ 4,884	#DIV/0!	\$ 4,884
Total Gross (Units & PUVR)	\$ 83,021	#DIV/0!	\$ 83,021
GROI	56%	#DIV/0!	56%
% with Trade	29%	#DIV/0!	29%
Avg. Over/Under Allowance	265	#DIV/0!	265



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	17	7	10
Avg. Days to Sale	67.2	59.4	72.7
Avg. Advertised Price (Time of Sale)	\$ 47,943	\$ 43,967	\$ 49,474
Avg. Transaction Price	\$ 46,727	\$ 42,802	\$ 49,474
Avg. Market Price at 100%	\$ 47,746	\$ 43,427	\$ 50,858
Avg. Price to Market % (Time of Sale)	100%	101%	97%
Avg. Transaction to Market	98%	99%	97%
Avg. Transactional Discount	\$ 1,216	\$ 1,165	\$ 1,252
Avg. Front-End Gross	\$ 3,477	\$ 521	\$ 5,546
Avg. Finance Gross	\$ 1,407	\$ 1,368	\$ 1,434
PUVR	\$ 4,884	\$ 1,889	\$ 6,980
Total Gross (Units & PUVR)	\$ 83,021	\$ 13,221	\$ 69,800
GROI	56%	27%	70%
% with Trade	29%	29%	30%
Avg. Over/Under Allowance	265	500	100



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	17	8	5
% of Retail Units	100%	47%	29%
% Retailed of Non-New Franchise	59%	75%	80%
Avg. Days to Sale	67.2	77.4	33.6
Avg. Transaction Price	\$ 46,727	\$ 38,441	\$ 61,926
Avg. Transaction to Market %	98%	97%	98%
Avg. Transactional Discount	\$ 1,216	\$ 1,030	\$ 1,328
Avg. Front End Gross	\$ 3,477	\$ 2,788	\$ 9,248
Avg. Finance Gross	\$ 1,407	\$ 1,529	\$ 515
PUVR	\$ 4,884	\$ 4,317	\$ 9,764
Total Gross (Units & PUVR)	\$ 83,021	\$ 34,539	\$ 48,818
GROI	56%	52%	169%
% with Trade	29%	38%	20%
Avg. Over/Under Allowance	265	188	200



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	2	1	0
0%	12%	6%	0%
#DIV/0!	0%	0%	#DIV/0!
#DIV/0!	108.0	51.0	#DIV/0!
#DIV/0!	\$ 52,850	\$ 34,499	#DIV/0!
#DIV/0!	99%	101%	#DIV/0!
#DIV/0!	\$ 1,148	\$ 500	#DIV/0!
#DIV/0!	\$ (2,999)	\$ 1,896	#DIV/0!
#DIV/0!	\$ 3,915	\$ 416	#DIV/0!
#DIV/0!	\$ 916	\$ 2,312	#DIV/0!
#DIV/0!	\$ 1,832	\$ 2,312	#DIV/0!
#DIV/0!	6%	47%	#DIV/0!
#DIV/0!	0%	100%	#DIV/0!
#DIV/0!	0	2,000	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
6%	0%	0%
0%	#DIV/0!	#DIV/0!
89.0	#DIV/0!	#DIV/0!
\$ 36,998	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
\$ 3,001	#DIV/0!	#DIV/0!
\$ (5,338)	#DIV/0!	#DIV/0!
\$ 858	#DIV/0!	#DIV/0!
\$ (4,480)	#DIV/0!	#DIV/0!
\$ (4,480)	#DIV/0!	#DIV/0!
-49%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	17	9	2
% of Retail Units	100%	53%	12%
% Retailed of Non-New Franchise	59%	67%	50%
Avg. Days to Sale	67.2	15.3	38.5
Avg. Transaction Price	\$ 46,727	\$ 31,980	\$ 67,043
Avg. Transaction to Market %	98%	97%	98%
Avg. Transactional Discount	\$ 1,216	\$ 882	\$ 1,651
Avg. Front End Gross	\$ 3,477	\$ 4,907	\$ 3,353
Avg. Finance Gross	\$ 1,407	\$ 839	\$ 756
PUVR	\$ 4,884	\$ 5,747	\$ 4,109
Total Gross (Units & PUVR)	\$ 83,021	\$ 51,720	\$ 8,217
GROI	56%	422%	57%
% with Trade	29%	33%	0%
Avg. Over/Under Allowance	265	278	0



46-60 days	61-90 days	90+ days
2	1	3
12%	6%	18%
50%	0%	67%
53.0	89.0	244.3
\$ 80,500	\$ 36,998	\$ 58,150
100%	99%	98%
\$ 999	\$ 3,001	\$ 1,478
\$ 14,621	\$ (5,338)	\$ (5,223)
\$ 208	\$ 858	\$ 4,525
\$ 14,829	\$ (4,480)	\$ (698)
\$ 29,658	\$ (4,480)	\$ (2,094)
125%	-49%	-2%
50%	0%	33%
1,000	0	0