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New Car Franchise(s)

Honda



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Scoreboard Totals

% Retailed of Non-Franchise Make	10%
Total # Retail Units	20
Avg. Days to Sale	13.3
Avg. Advertised Price (Time of Sale)	\$ 32,745
Avg. Transaction Price	\$ 32,421
Avg. Market Price at 100%	\$ 32,959
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 324
Avg. Front-End Gross	\$ 2,184
Avg. Finance Gross	\$ 1,706
PUVR	\$ 3,890
Total Gross (Units & PUVR)	\$ 77,794
GROI	326%
% with Trade	55%
Avg. Over/Under Allowance	\$291



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	10%	#DIV/0!	#DIV/0!
Total # Retail Units	20	0	0
Avg. Days to Sale	13.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,745	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,421	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,959	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 324	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,184	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,706	#DIV/0!	#DIV/0!
PUVR	\$ 3,890	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 77,794	#DIV/0!	#DIV/0!
GROI	326%	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	291	#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	10%	#DIV/0!	#DIV/0!
Total # Retail Units	20	0	0
Avg. Days to Sale	13.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,745	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,421	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,959	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 324	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,184	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,706	#DIV/0!	#DIV/0!
PUVR	\$ 3,890	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 77,794	#DIV/0!	#DIV/0!
GROI	326%	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	291	#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	10%	#DIV/0!	#DIV/0!
Total # Retail Units	20	0	0
Avg. Days to Sale	13.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,745	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,421	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 32,959	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 324	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,184	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,706	#DIV/0!	#DIV/0!
PUVR	\$ 3,890	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 77,794	#DIV/0!	#DIV/0!
GROI	326%	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	291	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	20	3	17
Avg. Days to Sale	13.3	16.3	12.7
Avg. Advertised Price (Time of Sale)	\$ 32,745	\$ 38,662	\$ 31,486
Avg. Transaction Price	\$ 32,421	\$ 37,720	\$ 31,486
Avg. Market Price at 100%	\$ 32,959	\$ 38,777	\$ 31,924
Avg. Price to Market % (Time of Sale)	99%	100%	99%
Avg. Transaction to Market	98%	97%	99%
Avg. Transactional Discount	\$ 324	\$ 942	\$ 215
Avg. Front-End Gross	\$ 2,184	\$ 2,074	\$ 2,203
Avg. Finance Gross	\$ 1,706	\$ 3,160	\$ 1,449
PUVR	\$ 3,890	\$ 5,235	\$ 3,652
Total Gross (Units & PUVR)	\$ 77,794	\$ 15,704	\$ 62,090
GROI	326%	306%	329%
% with Trade	55%	100%	47%
Avg. Over/Under Allowance	291	167	338



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	20	18	2
Avg. Days to Sale	13.3	12.7	18.5
Avg. Advertised Price (Time of Sale)	\$ 32,745	\$ 32,717	\$ 32,680
Avg. Transaction Price	\$ 32,421	\$ 32,392	\$ 32,680
Avg. Market Price at 100%	\$ 32,959	\$ 32,959	\$ 32,881
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	98%	99%
Avg. Transactional Discount	\$ 324	\$ 325	\$ 315
Avg. Front-End Gross	\$ 2,184	\$ 2,249	\$ 1,595
Avg. Finance Gross	\$ 1,706	\$ 1,768	\$ 1,146
PUVR	\$ 3,890	\$ 4,017	\$ 2,740
Total Gross (Units & PUVR)	\$ 77,794	\$ 72,314	\$ 5,480
GROI	326%	352%	163%
% with Trade	55%	56%	50%
Avg. Over/Under Allowance	291	320	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	20	12	3
% of Retail Units	100%	60%	15%
% Retailed of Non-New Franchise	10%	8%	33%
Avg. Days to Sale	13.3	13.2	15.0
Avg. Transaction Price	\$ 32,421	\$ 33,237	\$ 26,375
Avg. Transaction to Market %	98%	99%	99%
Avg. Transactional Discount	\$ 324	\$ 175	\$ 287
Avg. Front End Gross	\$ 2,184	\$ 2,759	\$ 1,686
Avg. Finance Gross	\$ 1,706	\$ 1,580	\$ 1,457
PUVR	\$ 3,890	\$ 4,338	\$ 3,143
Total Gross (Units & PUVR)	\$ 77,794	\$ 52,061	\$ 9,429
GROI	326%	357%	286%
% with Trade	55%	50%	33%
Avg. Over/Under Allowance	291	167	700



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	5	0	0
0%	25%	0%	0%
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	12.4	#DIV/0!	#DIV/0!
#DIV/0!	\$ 34,091	#DIV/0!	#DIV/0!
#DIV/0!	97%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 704	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,102	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,158	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,261	#DIV/0!	#DIV/0!
#DIV/0!	\$ 16,304	#DIV/0!	#DIV/0!
#DIV/0!	278%	#DIV/0!	#DIV/0!
#DIV/0!	80%	#DIV/0!	#DIV/0!
#DIV/0!	375	#DIV/0!	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	20	20	0
% of Retail Units	100%	100%	0%
% Retailed of Non-New Franchise	10%	10%	#DIV/0!
Avg. Days to Sale	13.3	13.3	#DIV/0!
Avg. Transaction Price	\$ 32,421	\$ 32,421	#DIV/0!
Avg. Transaction to Market %	98%	98%	#DIV/0!
Avg. Transactional Discount	\$ 324	\$ 324	#DIV/0!
Avg. Front End Gross	\$ 2,184	\$ 2,184	#DIV/0!
Avg. Finance Gross	\$ 1,706	\$ 1,706	#DIV/0!
PUVR	\$ 3,890	\$ 3,890	#DIV/0!
Total Gross (Units & PUVR)	\$ 77,794	\$ 77,794	#DIV/0!
GROI	326%	326%	#DIV/0!
% with Trade	55%	55%	#DIV/0!
Avg. Over/Under Allowance	291	291	#DIV/0!



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