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Scoreboard Totals

% Retailed of Non-Franchise Make	25%
Total # Retail Units	8
Avg. Days to Sale	25.4
Avg. Advertised Price (Time of Sale)	\$ 40,800
Avg. Transaction Price	\$ 39,936
Avg. Market Price at 100%	\$ 42,280
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 864
Avg. Front-End Gross	\$ 5,260
Avg. Finance Gross	\$ 1,997
PUVR	\$ 7,257
Total Gross (Units & PUVR)	\$ 58,053
GROI	258%
% with Trade	50%
Avg. Over/Under Allowance	\$175



Scoreboard

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Desk Manager	Totals	Bob Atwood	David Bui
% Retailed of Non-New Franchise	25%	#DIV/0!	17%
Total # Retail Units	8	0	6
Avg. Days to Sale	25.4	#DIV/0!	22.0
Avg. Advertised Price (Time of Sale)	\$ 40,800	#DIV/0!	\$ 38,100
Avg. Transaction Price	\$ 39,936	#DIV/0!	\$ 37,178
Avg. Market Price at 100%	\$ 42,280	#DIV/0!	\$ 39,201
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	97%
Avg. Transaction to Market	94%	#DIV/0!	95%
Avg. Transactional Discount	\$ 864	#DIV/0!	\$ 922
Avg. Front-End Gross	\$ 5,260	#DIV/0!	\$ 4,597
Avg. Finance Gross	\$ 1,997	#DIV/0!	\$ 1,137
PUVR	\$ 7,257	#DIV/0!	\$ 5,733
Total Gross (Units & PUVR)	\$ 58,053	#DIV/0!	\$ 34,400
GROI	258%	#DIV/0!	252%
% with Trade	50%	#DIV/0!	50%
Avg. Over/Under Allowance	175	#DIV/0!	317



n list, then scroll up to select your staff member for each column.)

Evan Souliotis			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
35.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 48,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 48,209	#DIV/0!	#DIV/0!	#DIV/0!
\$ 51,654	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 691	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,248	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,579	#DIV/0!	#DIV/0!	#DIV/0!
\$ 11,827	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,653	#DIV/0!	#DIV/0!	#DIV/0!
249%	#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

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Sales Consultant	Totals	Charles Scrooby	Ruben Little
% Retailed of Non-New Franchise	25%	33%	0%
Total # Retail Units	8	3	1
Avg. Days to Sale	25.4	28.7	8.0
Avg. Advertised Price (Time of Sale)	\$ 40,800	\$ 46,900	\$ 37,900
Avg. Transaction Price	\$ 39,936	\$ 45,933	\$ 37,433
Avg. Market Price at 100%	\$ 42,280	\$ 49,178	\$ 39,072
Avg. Price to Market % (Time of Sale)	97%	95%	97%
Avg. Transaction to Market	94%	93%	96%
Avg. Transactional Discount	\$ 864	\$ 967	\$ 467
Avg. Front-End Gross	\$ 5,260	\$ 6,320	\$ 4,171
Avg. Finance Gross	\$ 1,997	\$ 3,352	\$ 100
PUVR	\$ 7,257	\$ 9,672	\$ 4,271
Total Gross (Units & PUVR)	\$ 58,053	\$ 29,017	\$ 4,271
GROI	258%	264%	513%
% with Trade	50%	33%	100%
Avg. Over/Under Allowance	175	-167	0



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Mina Wu	Daniel Baker	Tyrone Warth	Tony Wang
0%	0%	100%	#DIV/0!
1	2	1	0
32.0	29.0	19.0	#DIV/0!
\$ 34,500	\$ 42,200	\$ 28,900	#DIV/0!
\$ 33,800	\$ 41,300	\$ 27,855	#DIV/0!
\$ 35,204	\$ 43,142	\$ 30,421	#DIV/0!
98%	98%	95%	#DIV/0!
96%	96%	92%	#DIV/0!
\$ 700	\$ 901	\$ 1,045	#DIV/0!
\$ 4,219	\$ 4,220	\$ 6,288	#DIV/0!
\$ 2,100	\$ 1,810	\$ 100	#DIV/0!
\$ 6,319	\$ 6,029	\$ 6,388	#DIV/0!
\$ 6,319	\$ 12,058	\$ 6,388	#DIV/0!
210%	181%	435%	#DIV/0!
100%	50%	0%	#DIV/0!
900	500	0	#DIV/0!

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Scoreboard

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Finance Manager	Totals	Josh Cole	Elijah Martyman
% Retailed of Non-New Franchise	25%	33%	20%
Total # Retail Units	8	3	5
Avg. Days to Sale	25.4	42.3	15.2
Avg. Advertised Price (Time of Sale)	\$ 40,800	\$ 40,433	\$ 41,020
Avg. Transaction Price	\$ 39,936	\$ 39,372	\$ 40,274
Avg. Market Price at 100%	\$ 42,280	\$ 42,269	\$ 42,342
Avg. Price to Market % (Time of Sale)	97%	96%	97%
Avg. Transaction to Market	94%	93%	95%
Avg. Transactional Discount	\$ 864	\$ 1,061	\$ 746
Avg. Front-End Gross	\$ 5,260	\$ 5,877	\$ 4,889
Avg. Finance Gross	\$ 1,997	\$ 3,752	\$ 944
PUVR	\$ 7,257	\$ 9,630	\$ 5,833
Total Gross (Units & PUVR)	\$ 58,053	\$ 28,889	\$ 29,164
GROI	258%	208%	343%
% with Trade	50%	0%	0%
Avg. Over/Under Allowance	175	-167	380



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	8	5	3
Avg. Days to Sale	25.4	23.2	29.0
Avg. Advertised Price (Time of Sale)	\$ 40,800	\$ 51,620	\$ 21,657
Avg. Transaction Price	\$ 39,936	\$ 50,903	\$ 21,657
Avg. Market Price at 100%	\$ 42,280	\$ 53,499	\$ 23,673
Avg. Price to Market % (Time of Sale)	97%	96%	91%
Avg. Transaction to Market	94%	95%	91%
Avg. Transactional Discount	\$ 864	\$ 717	\$ 1,109
Avg. Front-End Gross	\$ 5,260	\$ 5,911	\$ 4,175
Avg. Finance Gross	\$ 1,997	\$ 2,735	\$ 767
PUVR	\$ 7,257	\$ 8,646	\$ 4,941
Total Gross (Units & PUVR)	\$ 58,053	\$ 43,229	\$ 14,824
GROI	258%	264%	283%
% with Trade	50%	60%	33%
Avg. Over/Under Allowance	175	380	-167



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	8	6	2
Avg. Days to Sale	25.4	28.7	15.5
Avg. Advertised Price (Time of Sale)	\$ 40,800	\$ 46,933	\$ 21,637
Avg. Transaction Price	\$ 39,936	\$ 46,035	\$ 21,637
Avg. Market Price at 100%	\$ 42,280	\$ 48,500	\$ 23,759
Avg. Price to Market % (Time of Sale)	97%	97%	91%
Avg. Transaction to Market	94%	95%	91%
Avg. Transactional Discount	\$ 864	\$ 898	\$ 764
Avg. Front-End Gross	\$ 5,260	\$ 5,448	\$ 4,694
Avg. Finance Gross	\$ 1,997	\$ 2,629	\$ 100
PUVR	\$ 7,257	\$ 8,078	\$ 4,794
Total Gross (Units & PUVR)	\$ 58,053	\$ 48,465	\$ 9,588
GROI	258%	220%	515%
% with Trade	50%	50%	50%
Avg. Over/Under Allowance	175	317	-250



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	8	7	1
% of Retail Units	100%	88%	13%
% Retailed of Non-New Franchise	25%	29%	0%
Avg. Days to Sale	25.4	24.4	32.0
Avg. Transaction Price	\$ 39,936	\$ 40,812	\$ 33,800
Avg. Transaction to Market %	94%	93%	96%
Avg. Transactional Discount	\$ 864	\$ 888	\$ 700
Avg. Front End Gross	\$ 5,260	\$ 5,408	\$ 4,219
Avg. Finance Gross	\$ 1,997	\$ 1,982	\$ 2,100
PUVR	\$ 7,257	\$ 7,391	\$ 6,319
Total Gross (Units & PUVR)	\$ 58,053	\$ 51,734	\$ 6,319
GROI	258%	267%	210%
% with Trade	50%	43%	100%
Avg. Over/Under Allowance	175	71	900



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	8	5	1
% of Retail Units	100%	63%	13%
% Retailed of Non-New Franchise	25%	40%	0%
Avg. Days to Sale	25.4	11.2	32.0
Avg. Transaction Price	\$ 39,936	\$ 36,597	\$ 33,800
Avg. Transaction to Market %	94%	94%	96%
Avg. Transactional Discount	\$ 864	\$ 703	\$ 700
Avg. Front End Gross	\$ 5,260	\$ 4,665	\$ 4,219
Avg. Finance Gross	\$ 1,997	\$ 544	\$ 2,100
PUVR	\$ 7,257	\$ 5,209	\$ 6,319
Total Gross (Units & PUVR)	\$ 58,053	\$ 26,045	\$ 6,319
GROI	258%	457%	210%
% with Trade	50%	60%	100%
Avg. Over/Under Allowance	175	100	900



46-60 days	61-90 days	90+ days
2	0	0
25%	0%	0%
0%	#DIV/0!	#DIV/0!
57.5	#DIV/0!	#DIV/0!
\$ 51,350	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
\$ 1,351	#DIV/0!	#DIV/0!
\$ 7,266	#DIV/0!	#DIV/0!
\$ 5,579	#DIV/0!	#DIV/0!
\$ 12,845	#DIV/0!	#DIV/0!
\$ 25,689	#DIV/0!	#DIV/0!
157%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!