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New Car Franchise(s)

Chevrolet

GMC

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Scoreboard Totals

% Retailed of Non-Franchise Make	54%
Total # Retail Units	13
Avg. Days to Sale	115.5
Avg. Advertised Price (Time of Sale)	\$ 26,643
Avg. Transaction Price	\$ 26,814
Avg. Market Price at 100%	\$ 25,062
Avg. Price to Market % (Time of Sale)	106%
Avg. Transaction to Market	107%
Avg. Transactional Discount	\$ (171)
Avg. Front-End Gross	\$ 4,127
Avg. Finance Gross	\$ 1,243
PUVR	\$ 5,370
Total Gross (Units & PUVR)	\$ 69,814
GROI	62%
% with Trade	54%
Avg. Over/Under Allowance	\$1,421



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Todd Porter
% Retailed of Non-New Franchise	54%	#DIV/0!	40%
Total # Retail Units	13	0	10
Avg. Days to Sale	115.5	#DIV/0!	117.0
Avg. Advertised Price (Time of Sale)	\$ 26,643	#DIV/0!	\$ 26,536
Avg. Transaction Price	\$ 26,814	#DIV/0!	\$ 26,659
Avg. Market Price at 100%	\$ 25,062	#DIV/0!	\$ 25,403
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	104%
Avg. Transaction to Market	107%	#DIV/0!	105%
Avg. Transactional Discount	\$ (171)	#DIV/0!	\$ (123)
Avg. Front-End Gross	\$ 4,127	#DIV/0!	\$ 4,151
Avg. Finance Gross	\$ 1,243	#DIV/0!	\$ 1,436
PUVR	\$ 5,370	#DIV/0!	\$ 5,586
Total Gross (Units & PUVR)	\$ 69,814	#DIV/0!	\$ 55,863
GROI	62%	#DIV/0!	64%
% with Trade	54%	#DIV/0!	60%
Avg. Over/Under Allowance	1,421	#DIV/0!	1,325



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

Allen Geissler			
100%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
82.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,499	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,499	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,543	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,497	#DIV/0!	#DIV/0!	#DIV/0!
\$ 902	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,399	#DIV/0!	#DIV/0!	#DIV/0!
\$ 12,799	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
2,000	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

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Sales Consultant	Totals	Jim Seel	Joshua Depriest
% Retailed of Non-New Franchise	54%	50%	100%
Total # Retail Units	13	4	2
Avg. Days to Sale	115.5	197.8	37.0
Avg. Advertised Price (Time of Sale)	\$ 26,643	\$ 36,881	\$ 22,100
Avg. Transaction Price	\$ 26,814	\$ 36,899	\$ 22,499
Avg. Market Price at 100%	\$ 25,062	\$ 37,329	\$ 19,666
Avg. Price to Market % (Time of Sale)	106%	99%	112%
Avg. Transaction to Market	107%	99%	114%
Avg. Transactional Discount	\$ (171)	\$ (19)	\$ (400)
Avg. Front-End Gross	\$ 4,127	\$ 4,409	\$ 4,051
Avg. Finance Gross	\$ 1,243	\$ 1,525	\$ 1,886
PUVR	\$ 5,370	\$ 5,934	\$ 5,937
Total Gross (Units & PUVR)	\$ 69,814	\$ 23,737	\$ 11,874
GROI	62%	29%	257%
% with Trade	54%	100%	100%
Avg. Over/Under Allowance	1,421	1,738	750



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Kevin Galbreath	alexander Galloway	Jesse Parris	Dale Turton
50%	0%	67%	#DIV/0!
2	2	3	0
25.5	168.5	83.0	#DIV/0!
\$ 32,999	\$ 15,999	\$ 18,881	#DIV/0!
\$ 32,999	\$ 15,999	\$ 19,332	#DIV/0!
\$ 29,999	\$ 14,893	\$ 18,083	#DIV/0!
110%	107%	104%	#DIV/0!
110%	107%	107%	#DIV/0!
\$ -	\$ -	\$ (451)	#DIV/0!
\$ 6,426	\$ 2,159	\$ 3,582	#DIV/0!
\$ 705	\$ 1,626	\$ 542	#DIV/0!
\$ 7,130	\$ 3,785	\$ 4,124	#DIV/0!
\$ 14,260	\$ 7,570	\$ 12,373	#DIV/0!
305%	51%	93%	#DIV/0!
0%	50%	0%	#DIV/0!
#DIV/0!	1,500	#DIV/0!	#DIV/0!

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Scoreboard

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Finance Manager	Totals	Allen Geissler	Jim Seel
% Retailed of Non-New Franchise	54%	50%	67%
Total # Retail Units	13	10	3
Avg. Days to Sale	115.5	99.7	168.3
Avg. Advertised Price (Time of Sale)	\$ 26,643	\$ 28,684	\$ 19,841
Avg. Transaction Price	\$ 26,814	\$ 28,799	\$ 20,199
Avg. Market Price at 100%	\$ 25,062	\$ 27,572	\$ 18,988
Avg. Price to Market % (Time of Sale)	106%	104%	104%
Avg. Transaction to Market	107%	104%	106%
Avg. Transactional Discount	\$ (171)	\$ (115)	\$ (358)
Avg. Front-End Gross	\$ 4,127	\$ 4,516	\$ 2,832
Avg. Finance Gross	\$ 1,243	\$ 1,453	\$ 543
PUVR	\$ 5,370	\$ 5,969	\$ 3,375
Total Gross (Units & PUVR)	\$ 69,814	\$ 59,689	\$ 10,125
GROI	62%	75%	36%
% with Trade	54%	0%	0%
Avg. Over/Under Allowance	1,421	1,400	1,475



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	13	0	13
Avg. Days to Sale	115.5	#DIV/0!	115.5
Avg. Advertised Price (Time of Sale)	\$ 26,643	#DIV/0!	\$ 26,814
Avg. Transaction Price	\$ 26,814	#DIV/0!	\$ 26,814
Avg. Market Price at 100%	\$ 25,062	#DIV/0!	\$ 25,591
Avg. Price to Market % (Time of Sale)	106%	#DIV/0!	105%
Avg. Transaction to Market	107%	#DIV/0!	105%
Avg. Transactional Discount	\$ (171)	#DIV/0!	\$ (171)
Avg. Front-End Gross	\$ 4,127	#DIV/0!	\$ 4,127
Avg. Finance Gross	\$ 1,243	#DIV/0!	\$ 1,243
PUVR	\$ 5,370	#DIV/0!	\$ 5,370
Total Gross (Units & PUVR)	\$ 69,814	#DIV/0!	\$ 69,814
GROI	62%	#DIV/0!	62%
% with Trade	54%	#DIV/0!	54%
Avg. Over/Under Allowance	1,421	#DIV/0!	1,421



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	13	6	7
Avg. Days to Sale	115.5	163.8	74.1
Avg. Advertised Price (Time of Sale)	\$ 26,643	\$ 33,766	\$ 20,856
Avg. Transaction Price	\$ 26,814	\$ 33,766	\$ 20,856
Avg. Market Price at 100%	\$ 25,062	\$ 32,771	\$ 19,436
Avg. Price to Market % (Time of Sale)	106%	103%	107%
Avg. Transaction to Market	107%	103%	107%
Avg. Transactional Discount	\$ (171)	\$ -	\$ (318)
Avg. Front-End Gross	\$ 4,127	\$ 4,006	\$ 4,231
Avg. Finance Gross	\$ 1,243	\$ 1,583	\$ 952
PUVR	\$ 5,370	\$ 5,588	\$ 5,183
Total Gross (Units & PUVR)	\$ 69,814	\$ 33,531	\$ 36,283
GROI	62%	36%	121%
% with Trade	54%	50%	57%
Avg. Over/Under Allowance	1,421	1,900	1,063



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	13	5	5
% of Retail Units	100%	38%	38%
% Retailed of Non-New Franchise	54%	40%	60%
Avg. Days to Sale	115.5	112.6	91.4
Avg. Transaction Price	\$ 26,814	\$ 19,919	\$ 22,199
Avg. Transaction to Market %	107%	105%	114%
Avg. Transactional Discount	\$ (171)	\$ (86)	\$ (360)
Avg. Front End Gross	\$ 4,127	\$ 4,495	\$ 3,012
Avg. Finance Gross	\$ 1,243	\$ 1,118	\$ 1,159
PUVR	\$ 5,370	\$ 5,612	\$ 4,171
Total Gross (Units & PUVR)	\$ 69,814	\$ 28,061	\$ 20,856
GROI	62%	90%	74%
% with Trade	54%	60%	40%
Avg. Over/Under Allowance	1,421	1,483	750



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	3	0	0
0%	23%	0%	0%
#DIV/0!	67%	#DIV/0!	#DIV/0!
#DIV/0!	160.7	#DIV/0!	#DIV/0!
#DIV/0!	\$ 45,999	#DIV/0!	#DIV/0!
#DIV/0!	101%	#DIV/0!	#DIV/0!
#DIV/0!	\$ -	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,374	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,592	#DIV/0!	#DIV/0!
#DIV/0!	\$ 6,966	#DIV/0!	#DIV/0!
#DIV/0!	\$ 20,897	#DIV/0!	#DIV/0!
#DIV/0!	34%	#DIV/0!	#DIV/0!
#DIV/0!	67%	#DIV/0!	#DIV/0!
#DIV/0!	2,000	#DIV/0!	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	13	4	0
% of Retail Units	100%	31%	0%
% Retailed of Non-New Franchise	54%	50%	#DIV/0!
Avg. Days to Sale	115.5	17.0	#DIV/0!
Avg. Transaction Price	\$ 26,814	\$ 25,499	#DIV/0!
Avg. Transaction to Market %	107%	115%	#DIV/0!
Avg. Transactional Discount	\$ (171)	\$ (200)	#DIV/0!
Avg. Front End Gross	\$ 4,127	\$ 5,321	#DIV/0!
Avg. Finance Gross	\$ 1,243	\$ 847	#DIV/0!
PUVR	\$ 5,370	\$ 6,168	#DIV/0!
Total Gross (Units & PUVR)	\$ 69,814	\$ 24,673	#DIV/0!
GROI	62%	512%	#DIV/0!
% with Trade	54%	25%	#DIV/0!
Avg. Over/Under Allowance	1,421	500	#DIV/0!



46-60 days	61-90 days	90+ days
1	2	6
8%	15%	46%
100%	100%	33%
46.0	69.5	208.2
\$ 7,999	\$ 21,999	\$ 32,432
111%	106%	103%
\$ (74)	\$ (177)	\$ (167)
\$ 4,704	\$ 4,631	\$ 3,067
\$ 300	\$ 1,710	\$ 1,509
\$ 5,004	\$ 6,341	\$ 4,576
\$ 5,004	\$ 12,682	\$ 27,455
490%	149%	24%
100%	50%	67%
750	1,000	1,925