

Scoreboard Totals

% Retailed of Non-Franchise Make	5%
Total # Retail Units	19
Avg. Days to Sale	41.8
Avg. Advertised Price (Time of Sale)	\$ 53,500
Avg. Transaction Price	\$ 52,228
Avg. Market Price at 100%	\$ 53,026
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 1,272
Avg. Front-End Gross	\$ 2,992
Avg. Finance Gross	\$ 896
PUVR	\$ 3,887
Total Gross (Units & PUVR)	\$ 73,859
GROI	64%
% with Trade	42%
Avg. Over/Under Allowance	(\$79)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Jason Shoemaker
% Retailed of Non-New Franchise	5%	#DIV/0!	5%
Total # Retail Units	19	0	19
Avg. Days to Sale	41.8	#DIV/0!	41.8
Avg. Advertised Price (Time of Sale)	\$ 53,500	#DIV/0!	\$ 53,500
Avg. Transaction Price	\$ 52,228	#DIV/0!	\$ 52,228
Avg. Market Price at 100%	\$ 53,026	#DIV/0!	\$ 52,760
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	98%	#DIV/0!	99%
Avg. Transactional Discount	\$ 1,272	#DIV/0!	\$ 1,272
Avg. Front-End Gross	\$ 2,992	#DIV/0!	\$ 2,992
Avg. Finance Gross	\$ 896	#DIV/0!	\$ 896
PUVR	\$ 3,887	#DIV/0!	\$ 3,887
Total Gross (Units & PUVR)	\$ 73,859	#DIV/0!	\$ 73,859
GROI	64%	#DIV/0!	64%
% with Trade	42%	#DIV/0!	42%
Avg. Over/Under Allowance	-79	#DIV/0!	-79



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Jason Shoemaker	Mike Campbell
% Retailed of Non-New Franchise	5%	0%	33%
Total # Retail Units	19	14	3
Avg. Days to Sale	41.8	39.7	24.0
Avg. Advertised Price (Time of Sale)	\$ 53,500	\$ 58,175	\$ 45,207
Avg. Transaction Price	\$ 52,228	\$ 56,590	\$ 44,747
Avg. Market Price at 100%	\$ 53,026	\$ 57,747	\$ 43,262
Avg. Price to Market % (Time of Sale)	101%	101%	104%
Avg. Transaction to Market	98%	98%	103%
Avg. Transactional Discount	\$ 1,272	\$ 1,585	\$ 460
Avg. Front-End Gross	\$ 2,992	\$ 3,240	\$ 2,932
Avg. Finance Gross	\$ 896	\$ 934	\$ 752
PUVR	\$ 3,887	\$ 4,174	\$ 3,684
Total Gross (Units & PUVR)	\$ 73,859	\$ 58,439	\$ 11,051
GROI	64%	67%	123%
% with Trade	42%	50%	33%
Avg. Over/Under Allowance	-79	36	-667



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

Colin Knight			
0%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
83.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,220	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,920	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,094	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 300	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,342	#DIV/0!	#DIV/0!	#DIV/0!
\$ 843	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,185	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,369	#DIV/0!	#DIV/0!	#DIV/0!
29%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Jason Shoemaker	
% Retailed of Non-New Franchise	5%	5%	#DIV/0!
Total # Retail Units	19	19	0
Avg. Days to Sale	41.8	41.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 53,500	\$ 53,500	#DIV/0!
Avg. Transaction Price	\$ 52,228	\$ 52,228	#DIV/0!
Avg. Market Price at 100%	\$ 53,026	\$ 52,760	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	101%	#DIV/0!
Avg. Transaction to Market	98%	99%	#DIV/0!
Avg. Transactional Discount	\$ 1,272	\$ 1,272	#DIV/0!
Avg. Front-End Gross	\$ 2,992	\$ 2,992	#DIV/0!
Avg. Finance Gross	\$ 896	\$ 896	#DIV/0!
PUVR	\$ 3,887	\$ 3,887	#DIV/0!
Total Gross (Units & PUVR)	\$ 73,859	\$ 73,859	#DIV/0!
GROI	64%	64%	#DIV/0!
% with Trade	42%	0%	#DIV/0!
Avg. Over/Under Allowance	-79	-79	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	19	10	9
Avg. Days to Sale	41.8	29.3	55.8
Avg. Advertised Price (Time of Sale)	\$ 53,500	\$ 65,604	\$ 39,121
Avg. Transaction Price	\$ 52,228	\$ 64,025	\$ 39,121
Avg. Market Price at 100%	\$ 53,026	\$ 64,649	\$ 39,549
Avg. Price to Market % (Time of Sale)	101%	101%	99%
Avg. Transaction to Market	98%	99%	99%
Avg. Transactional Discount	\$ 1,272	\$ 1,579	\$ 931
Avg. Front-End Gross	\$ 2,992	\$ 3,490	\$ 2,438
Avg. Finance Gross	\$ 896	\$ 1,137	\$ 628
PUVR	\$ 3,887	\$ 4,627	\$ 3,066
Total Gross (Units & PUVR)	\$ 73,859	\$ 46,265	\$ 27,594
GROI	64%	89%	51%
% with Trade	42%	40%	44%
Avg. Over/Under Allowance	-79	-350	222



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	19	18	1
Avg. Days to Sale	41.8	43.6	10.0
Avg. Advertised Price (Time of Sale)	\$ 53,500	\$ 55,043	\$ 24,740
Avg. Transaction Price	\$ 52,228	\$ 53,756	\$ 24,740
Avg. Market Price at 100%	\$ 53,026	\$ 54,185	\$ 27,095
Avg. Price to Market % (Time of Sale)	101%	102%	91%
Avg. Transaction to Market	98%	99%	91%
Avg. Transactional Discount	\$ 1,272	\$ 1,287	\$ 1,000
Avg. Front-End Gross	\$ 2,992	\$ 2,992	\$ 2,990
Avg. Finance Gross	\$ 896	\$ 923	\$ 399
PUVR	\$ 3,887	\$ 3,915	\$ 3,389
Total Gross (Units & PUVR)	\$ 73,859	\$ 70,470	\$ 3,389
GROI	64%	60%	493%
% with Trade	42%	44%	0%
Avg. Over/Under Allowance	-79	-83	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	19	15	3
% of Retail Units	100%	79%	16%
% Retailed of Non-New Franchise	5%	0%	33%
Avg. Days to Sale	41.8	43.8	41.3
Avg. Transaction Price	\$ 52,228	\$ 55,007	\$ 38,080
Avg. Transaction to Market %	98%	98%	100%
Avg. Transactional Discount	\$ 1,272	\$ 1,263	\$ 757
Avg. Front End Gross	\$ 2,992	\$ 2,796	\$ 2,772
Avg. Finance Gross	\$ 896	\$ 995	\$ 399
PUVR	\$ 3,887	\$ 3,791	\$ 3,171
Total Gross (Units & PUVR)	\$ 73,859	\$ 56,865	\$ 9,514
GROI	64%	57%	73%
% with Trade	42%	47%	33%
Avg. Over/Under Allowance	-79	-300	1,000



BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
5%	0%	0%
0%	#DIV/0!	#DIV/0!
14.0	#DIV/0!	#DIV/0!
\$ 53,000	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!
\$ 2,960	#DIV/0!	#DIV/0!
\$ 6,581	#DIV/0!	#DIV/0!
\$ 899	#DIV/0!	#DIV/0!
\$ 7,480	#DIV/0!	#DIV/0!
\$ 7,480	#DIV/0!	#DIV/0!
363%	#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	19	11	1
% of Retail Units	100%	58%	5%
% Retailed of Non-New Franchise	5%	9%	0%
Avg. Days to Sale	41.8	12.4	34.0
Avg. Transaction Price	\$ 52,228	\$ 55,769	\$ 82,000
Avg. Transaction to Market %	98%	97%	98%
Avg. Transactional Discount	\$ 1,272	\$ 1,763	\$ 1,523
Avg. Front End Gross	\$ 2,992	\$ 3,591	\$ 2,271
Avg. Finance Gross	\$ 896	\$ 907	\$ 399
PUVR	\$ 3,887	\$ 4,499	\$ 2,670
Total Gross (Units & PUVR)	\$ 73,859	\$ 49,484	\$ 2,670
GROI	64%	235%	34%
% with Trade	42%	27%	100%
Avg. Over/Under Allowance	-79	-136	0



46-60 days	61-90 days	90+ days
2	2	3
11%	11%	16%
0%	0%	0%
55.5	71.5	123.7
\$ 38,125	\$ 43,345	\$ 44,647
99%	97%	102%
\$ 815	\$ -	\$ 540
\$ 2,519	\$ 1,764	\$ 2,167
\$ 928	\$ 450	\$ 1,294
\$ 3,447	\$ 2,214	\$ 3,462
\$ 6,893	\$ 4,427	\$ 10,385
59%	26%	23%
50%	50%	67%
-1,000	-500	1,000