

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Adam Iverson	Clayton Smith	Niko Turcotte
Stefani Baron	Parker Schwinghammer	Rob Willoughby
David Brockie	Stefani Baron	Nick Hayes
		Paul Ormand
		John Erickson
		Tyler Champagne
		Troy Harder
		Sam Hooton

Scoreboard Totals

% Retailed of Non-Franchise Make	20%
Total # Retail Units	40
Avg. Days to Sale	43.8
Avg. Advertised Price (Time of Sale)	\$ 44,651
Avg. Transaction Price	\$ 42,472
Avg. Market Price at 100%	\$ 44,429
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 2,179
Avg. Front-End Gross	\$ 2,080
Avg. Finance Gross	\$ 1,113
PUVR	\$ 3,193
Total Gross (Units & PUVR)	\$ 127,713
GROI	62%
% with Trade	48%
Avg. Over/Under Allowance	(\$305)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Adam Iverson	Stefani Baron
% Retailed of Non-New Franchise	20%	30%	12%
Total # Retail Units	40	20	17
Avg. Days to Sale	43.8	48.9	40.3
Avg. Advertised Price (Time of Sale)	\$ 44,651	\$ 40,490	\$ 53,310
Avg. Transaction Price	\$ 42,472	\$ 38,212	\$ 51,096
Avg. Market Price at 100%	\$ 44,429	\$ 41,050	\$ 52,236
Avg. Price to Market % (Time of Sale)	101%	99%	102%
Avg. Transaction to Market	96%	93%	98%
Avg. Transactional Discount	\$ 2,179	\$ 2,277	\$ 2,213
Avg. Front-End Gross	\$ 2,080	\$ 2,075	\$ 1,997
Avg. Finance Gross	\$ 1,113	\$ 814	\$ 1,473
PUVR	\$ 3,193	\$ 2,890	\$ 3,470
Total Gross (Units & PUVR)	\$ 127,713	\$ 57,793	\$ 58,983
GROI	62%	56%	61%
% with Trade	48%	40%	59%
Avg. Over/Under Allowance	-305	-256	-378



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

David Brockie			
0%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
29.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,328	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,001	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,778	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
85%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,327	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,577	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,068	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,645	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,936	#DIV/0!	#DIV/0!	#DIV/0!
201%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
-44	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Rob Willoughby	Nick Hayes	Paul Ormand
% Retailed of Non-New Franchise	20%	40%	36%	0%
Total # Retail Units	40	5	11	2
Avg. Days to Sale	43.8	34.4	45.5	58.5
Avg. Advertised Price (Time of Sale)	\$ 44,651	\$ 53,536	\$ 53,531	\$ 43,495
Avg. Transaction Price	\$ 42,472	\$ 51,116	\$ 51,122	\$ 42,495
Avg. Market Price at 100%	\$ 44,429	\$ 52,727	\$ 54,298	\$ 41,634
Avg. Price to Market % (Time of Sale)	101%	102%	99%	104%
Avg. Transaction to Market	96%	97%	94%	102%
Avg. Transactional Discount	\$ 2,179	\$ 2,420	\$ 2,409	\$ 1,000
Avg. Front-End Gross	\$ 2,080	\$ 736	\$ 1,516	\$ 1,643
Avg. Finance Gross	\$ 1,113	\$ 1,424	\$ 507	\$ 1,874
PUVR	\$ 3,193	\$ 2,160	\$ 2,023	\$ 3,516
Total Gross (Units & PUVR)	\$ 127,713	\$ 10,801	\$ 22,255	\$ 7,033
GROI	62%	44%	31%	51%
% with Trade	48%	80%	27%	100%
Avg. Over/Under Allowance	-305	-182	-667	-2,000



Select your staff member for each column.)

John Erickson	Tyler Champagne	Troy Harder	Sam Hooton		
17%	0%	0%	0%	#DIV/0!	#DIV/0!
6	7	4	2	0	0
45.5	43.4	63.3	21.0	#DIV/0!	#DIV/0!
\$ 45,162	\$ 32,852	\$ 43,407	\$ 36,995	#DIV/0!	#DIV/0!
\$ 43,733	\$ 30,848	\$ 39,598	\$ 35,473	#DIV/0!	#DIV/0!
\$ 44,507	\$ 34,535	\$ 42,533	\$ 37,751	#DIV/0!	#DIV/0!
101%	95%	102%	98%	#DIV/0!	#DIV/0!
98%	89%	93%	94%	#DIV/0!	#DIV/0!
\$ 1,429	\$ 2,004	\$ 3,808	\$ 1,522	#DIV/0!	#DIV/0!
\$ 2,470	\$ 3,673	\$ 1,656	\$ 2,861	#DIV/0!	#DIV/0!
\$ 1,298	\$ 2,120	\$ 335	\$ 949	#DIV/0!	#DIV/0!
\$ 3,768	\$ 5,793	\$ 1,990	\$ 3,810	#DIV/0!	#DIV/0!
\$ 22,609	\$ 40,550	\$ 7,962	\$ 7,619	#DIV/0!	#DIV/0!
68%	156%	29%	184%	#DIV/0!	#DIV/0!
17%	86%	50%	50%	#DIV/0!	#DIV/0!
2,000	-174	-950	2,000	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Parker Schwin	Stefani Baron	Clayton Smith
% Retailed of Non-New Franchise	20%	25%	0%	13%
Total # Retail Units	40	24	1	15
Avg. Days to Sale	43.8	38.2	12.0	54.9
Avg. Advertised Price (Time of Sale)	\$ 44,651	\$ 47,064	\$ 45,995	\$ 40,702
Avg. Transaction Price	\$ 42,472	\$ 44,958	\$ 45,995	\$ 38,260
Avg. Market Price at 100%	\$ 44,429	\$ 47,333	\$ 45,540	\$ 40,322
Avg. Price to Market % (Time of Sale)	101%	99%	101%	101%
Avg. Transaction to Market	96%	95%	101%	95%
Avg. Transactional Discount	\$ 2,179	\$ 2,106	\$ -	\$ 2,441
Avg. Front-End Gross	\$ 2,080	\$ 2,675	\$ (906)	\$ 1,327
Avg. Finance Gross	\$ 1,113	\$ 761	\$ (65)	\$ 1,755
PUVR	\$ 3,193	\$ 3,436	\$ (971)	\$ 3,082
Total Gross (Units & PUVR)	\$ 127,713	\$ 82,455	\$ (971)	\$ 46,230
GROI	62%	72%	-63%	53%
% with Trade	48%	0%	0%	0%
Avg. Over/Under Allowance	-305	-621	#DIV/0!	11



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	40	0	39
Avg. Days to Sale	43.8	#DIV/0!	43.6
Avg. Advertised Price (Time of Sale)	\$ 44,651	#DIV/0!	\$ 42,513
Avg. Transaction Price	\$ 42,472	#DIV/0!	\$ 42,513
Avg. Market Price at 100%	\$ 44,429	#DIV/0!	\$ 44,723
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	95%
Avg. Transaction to Market	96%	#DIV/0!	95%
Avg. Transactional Discount	\$ 2,179	#DIV/0!	\$ 2,180
Avg. Front-End Gross	\$ 2,080	#DIV/0!	\$ 2,052
Avg. Finance Gross	\$ 1,113	#DIV/0!	\$ 1,115
PUVR	\$ 3,193	#DIV/0!	\$ 3,167
Total Gross (Units & PUVR)	\$ 127,713	#DIV/0!	\$ 123,520
GROI	62%	#DIV/0!	62%
% with Trade	48%	#DIV/0!	49%
Avg. Over/Under Allowance	-305	#DIV/0!	-305



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	40	32	8
Avg. Days to Sale	43.8	44.4	41.4
Avg. Advertised Price (Time of Sale)	\$ 44,651	\$ 47,753	\$ 30,184
Avg. Transaction Price	\$ 42,472	\$ 45,544	\$ 30,184
Avg. Market Price at 100%	\$ 44,429	\$ 47,823	\$ 32,004
Avg. Price to Market % (Time of Sale)	101%	100%	94%
Avg. Transaction to Market	96%	95%	94%
Avg. Transactional Discount	\$ 2,179	\$ 2,208	\$ 2,061
Avg. Front-End Gross	\$ 2,080	\$ 1,606	\$ 3,975
Avg. Finance Gross	\$ 1,113	\$ 1,278	\$ 456
PUVR	\$ 3,193	\$ 2,883	\$ 4,431
Total Gross (Units & PUVR)	\$ 127,713	\$ 92,263	\$ 35,449
GROI	62%	51%	128%
% with Trade	48%	53%	25%
Avg. Over/Under Allowance	-305	-278	-523



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	40	17	9
% of Retail Units	100%	43%	23%
% Retailed of Non-New Franchise	20%	29%	33%
Avg. Days to Sale	43.8	46.4	42.1
Avg. Transaction Price	\$ 42,472	\$ 46,428	\$ 29,557
Avg. Transaction to Market %	96%	94%	98%
Avg. Transactional Discount	\$ 2,179	\$ 3,020	\$ 1,648
Avg. Front End Gross	\$ 2,080	\$ 1,223	\$ 2,017
Avg. Finance Gross	\$ 1,113	\$ 1,171	\$ 939
PUVR	\$ 3,193	\$ 2,394	\$ 2,956
Total Gross (Units & PUVR)	\$ 127,713	\$ 40,698	\$ 26,607
GROI	62%	40%	86%
% with Trade	48%	59%	11%
Avg. Over/Under Allowance	-305	106	-1,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	1	0	5
13%	3%	0%	13%
0%	0%	#DIV/0!	0%
20.0	66.0	#DIV/0!	46.2
\$ 41,524	\$ 75,995	#DIV/0!	\$ 37,391
97%	96%	#DIV/0!	95%
\$ 600	\$ -	#DIV/0!	\$ 2,004
\$ 3,181	\$ 5,808	#DIV/0!	\$ 3,449
\$ 1,230	\$ 1,538	#DIV/0!	\$ 1,279
\$ 4,411	\$ 7,345	#DIV/0!	\$ 4,728
\$ 22,054	\$ 7,345	#DIV/0!	\$ 23,642
191%	53%	#DIV/0!	99%
60%	0%	#DIV/0!	60%
-348	#DIV/0!	#DIV/0!	-1,333

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
3	0	0
8%	0%	0%
0%	#DIV/0!	#DIV/0!
62.3	#DIV/0!	#DIV/0!
\$ 57,677	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!
\$ 2,651	#DIV/0!	#DIV/0!
\$ 1,763	#DIV/0!	#DIV/0!
\$ 693	#DIV/0!	#DIV/0!
\$ 2,456	#DIV/0!	#DIV/0!
\$ 7,367	#DIV/0!	#DIV/0!
25%	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!
-200	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	40	17	3
% of Retail Units	100%	43%	8%
% Retailed of Non-New Franchise	20%	24%	33%
Avg. Days to Sale	43.8	23.4	40.3
Avg. Transaction Price	\$ 42,472	\$ 37,925	\$ 61,346
Avg. Transaction to Market %	96%	96%	100%
Avg. Transactional Discount	\$ 2,179	\$ 1,776	\$ 1,649
Avg. Front End Gross	\$ 2,080	\$ 3,604	\$ 1,439
Avg. Finance Gross	\$ 1,113	\$ 1,039	\$ 1,830
PUVR	\$ 3,193	\$ 4,643	\$ 3,269
Total Gross (Units & PUVR)	\$ 127,713	\$ 78,924	\$ 9,808
GROI	62%	188%	48%
% with Trade	48%	47%	33%
Avg. Over/Under Allowance	-305	301	-1,000



46-60 days	61-90 days	90+ days
7	10	1
18%	25%	3%
14%	20%	0%
52.3	72.9	125.0
\$ 41,820	\$ 42,901	\$ 32,737
100%	89%	82%
\$ 1,975	\$ 3,194	\$ 6,258
\$ 16	\$ 1,459	\$ 547
\$ 1,737	\$ 902	\$ (65)
\$ 1,753	\$ 2,361	\$ 482
\$ 12,268	\$ 23,610	\$ 482
29%	27%	4%
29%	70%	100%
0	-857	-900