

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Greg Packer	Greg Packer	Blake Bauer
Jack Packer	Jack Packer	Keith Nielson
	Cole Bauer	Greg Packer
		Jack Packer









## Scoreboard Totals

% Retailed of Non-Franchise Make	11%
Total # Retail Units	27
Avg. Days to Sale	49.9
Avg. Advertised Price (Time of Sale)	\$ 42,217
Avg. Transaction Price	\$ 42,049
Avg. Market Price at 100%	\$ 44,367
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 169
Avg. Front-End Gross	\$ 1,811
Avg. Finance Gross	\$ 1,034
PUVR	\$ 2,845
Total Gross (Units & PUVR)	\$ 76,814
GROI	49%
% with Trade	30%
Avg. Over/Under Allowance	(\$222)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Greg Packer	Jack Packer
% Retailed of Non-New Franchise	11%	0%	33%
Total # Retail Units	27	18	9
Avg. Days to Sale	49.9	47.7	54.2
Avg. Advertised Price (Time of Sale)	\$ 42,217	\$ 45,851	\$ 34,950
Avg. Transaction Price	\$ 42,049	\$ 45,758	\$ 34,630
Avg. Market Price at 100%	\$ 44,367	\$ 47,444	\$ 35,670
Avg. Price to Market % (Time of Sale)	95%	97%	98%
Avg. Transaction to Market	95%	96%	97%
Avg. Transactional Discount	\$ 169	\$ 93	\$ 319
Avg. Front-End Gross	\$ 1,811	\$ 1,657	\$ 2,120
Avg. Finance Gross	\$ 1,034	\$ 882	\$ 1,338
PUVR	\$ 2,845	\$ 2,538	\$ 3,459
Total Gross (Units & PUVR)	\$ 76,814	\$ 45,687	\$ 31,127
GROI	49%	42%	66%
% with Trade	30%	33%	22%
Avg. Over/Under Allowance	-222	-333	0









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Blake Bauer	Keith Nielson
% Retailed of Non-New Franchise	11%	18%	8%
Total # Retail Units	27	11	12
Avg. Days to Sale	49.9	36.2	63.6
Avg. Advertised Price (Time of Sale)	\$ 42,217	\$ 38,777	\$ 43,807
Avg. Transaction Price	\$ 42,049	\$ 38,540	\$ 43,424
Avg. Market Price at 100%	\$ 44,367	\$ 39,504	\$ 45,754
Avg. Price to Market % (Time of Sale)	95%	98%	96%
Avg. Transaction to Market	95%	98%	95%
Avg. Transactional Discount	\$ 169	\$ 236	\$ 383
Avg. Front-End Gross	\$ 1,811	\$ 2,088	\$ 1,693
Avg. Finance Gross	\$ 1,034	\$ 1,322	\$ 734
PUVR	\$ 2,845	\$ 3,410	\$ 2,427
Total Gross (Units & PUVR)	\$ 76,814	\$ 37,508	\$ 29,124
GROI	49%	88%	32%
% with Trade	30%	27%	17%
Avg. Over/Under Allowance	-222	0	-83



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

Jack Packer	Greg Packer		
0%	0%	#DIV/0!	#DIV/0!
1	3	0	0
74.0	37.0	#DIV/0!	#DIV/0!
\$ 71,499	\$ 38,716	#DIV/0!	#DIV/0!
\$ 71,499	\$ 39,598	#DIV/0!	#DIV/0!
\$ 72,221	\$ 39,733	#DIV/0!	#DIV/0!
99%	97%	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
\$ -	\$ (881)	#DIV/0!	#DIV/0!
\$ 740	\$ 1,630	#DIV/0!	#DIV/0!
\$ -	\$ 1,518	#DIV/0!	#DIV/0!
\$ 740	\$ 3,147	#DIV/0!	#DIV/0!
\$ 740	\$ 9,442	#DIV/0!	#DIV/0!
5%	77%	#DIV/0!	#DIV/0!
100%	67%	#DIV/0!	#DIV/0!
0	-1,667	#DIV/0!	#DIV/0!





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Cole Bauer	Jack Packer
% Retailed of Non-New Franchise	11%	19%	0%
Total # Retail Units	27	16	3
Avg. Days to Sale	49.9	42.3	46.0
Avg. Advertised Price (Time of Sale)	\$ 42,217	\$ 41,614	\$ 30,016
Avg. Transaction Price	\$ 42,049	\$ 41,276	\$ 29,849
Avg. Market Price at 100%	\$ 44,367	\$ 42,972	\$ 31,705
Avg. Price to Market % (Time of Sale)	95%	97%	95%
Avg. Transaction to Market	95%	96%	94%
Avg. Transactional Discount	\$ 169	\$ 339	\$ 167
Avg. Front-End Gross	\$ 1,811	\$ 2,123	\$ 2,840
Avg. Finance Gross	\$ 1,034	\$ 943	\$ 2,006
PUVR	\$ 2,845	\$ 3,066	\$ 4,846
Total Gross (Units & PUVR)	\$ 76,814	\$ 49,049	\$ 14,539
GROI	49%	63%	127%
% with Trade	30%	25%	0%
Avg. Over/Under Allowance	-222	-63	0



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Greg Packer			
0%	#DIV/0!	#DIV/0!	#DIV/0!
8	0	0	0
66.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 47,999	#DIV/0!	#DIV/0!	#DIV/0!
\$ 48,170	#DIV/0!	#DIV/0!	#DIV/0!
\$ 49,043	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (171)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 802	#DIV/0!	#DIV/0!	#DIV/0!
\$ 851	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,653	#DIV/0!	#DIV/0!	#DIV/0!
\$ 13,226	#DIV/0!	#DIV/0!	#DIV/0!
19%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
-625	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	27	0	27
Avg. Days to Sale	49.9	#DIV/0!	49.9
Avg. Advertised Price (Time of Sale)	\$ 42,217	#DIV/0!	\$ 42,049
Avg. Transaction Price	\$ 42,049	#DIV/0!	\$ 42,049
Avg. Market Price at 100%	\$ 44,367	#DIV/0!	\$ 43,519
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	97%
Avg. Transaction to Market	95%	#DIV/0!	97%
Avg. Transactional Discount	\$ 169	#DIV/0!	\$ 169
Avg. Front-End Gross	\$ 1,811	#DIV/0!	\$ 1,811
Avg. Finance Gross	\$ 1,034	#DIV/0!	\$ 1,034
PUVR	\$ 2,845	#DIV/0!	\$ 2,845
Total Gross (Units & PUVR)	\$ 76,814	#DIV/0!	\$ 76,814
GROI	49%	#DIV/0!	49%
% with Trade	30%	#DIV/0!	30%
Avg. Over/Under Allowance	-222	#DIV/0!	-222



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	27	24	3
Avg. Days to Sale	49.9	49.9	49.7
Avg. Advertised Price (Time of Sale)	\$ 42,217	\$ 44,759	\$ 21,758
Avg. Transaction Price	\$ 42,049	\$ 44,585	\$ 21,758
Avg. Market Price at 100%	\$ 44,367	\$ 46,189	\$ 22,155
Avg. Price to Market % (Time of Sale)	95%	97%	98%
Avg. Transaction to Market	95%	97%	98%
Avg. Transactional Discount	\$ 169	\$ 174	\$ 125
Avg. Front-End Gross	\$ 1,811	\$ 1,814	\$ 1,791
Avg. Finance Gross	\$ 1,034	\$ 1,037	\$ 1,008
PUVR	\$ 2,845	\$ 2,851	\$ 2,799
Total Gross (Units & PUVR)	\$ 76,814	\$ 68,417	\$ 8,397
GROI	49%	46%	93%
% with Trade	30%	33%	0%
Avg. Over/Under Allowance	-222	-250	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	27	15	4
% of Retail Units	100%	56%	15%
% Retailed of Non-New Franchise	11%	7%	50%
Avg. Days to Sale	49.9	55.3	41.3
Avg. Transaction Price	\$ 42,049	\$ 46,211	\$ 20,762
Avg. Transaction to Market %	95%	96%	89%
Avg. Transactional Discount	\$ 169	\$ 204	\$ 313
Avg. Front End Gross	\$ 1,811	\$ 1,909	\$ 2,245
Avg. Finance Gross	\$ 1,034	\$ 1,138	\$ 1,125
PUVR	\$ 2,845	\$ 3,047	\$ 3,370
Total Gross (Units & PUVR)	\$ 76,814	\$ 45,703	\$ 13,480
GROI	49%	43%	142%
% with Trade	30%	27%	0%
Avg. Over/Under Allowance	-222	-400	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	1	0	0
15%	4%	0%	0%
0%	0%	#DIV/0!	#DIV/0!
14.5	74.0	#DIV/0!	#DIV/0!
\$ 33,750	\$ 71,499	#DIV/0!	#DIV/0!
90%	99%	#DIV/0!	#DIV/0!
\$ 26	\$ -	#DIV/0!	#DIV/0!
\$ 1,824	\$ 740	#DIV/0!	#DIV/0!
\$ 1,209	\$ -	#DIV/0!	#DIV/0!
\$ 3,033	\$ 740	#DIV/0!	#DIV/0!
\$ 12,131	\$ 740	#DIV/0!	#DIV/0!
223%	5%	#DIV/0!	#DIV/0!
25%	100%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	3
0%	0%	11%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	73.0
#DIV/0!	#DIV/0!	\$ 50,867
#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	\$ 47
#DIV/0!	#DIV/0!	\$ 1,087
#DIV/0!	#DIV/0!	\$ 500
#DIV/0!	#DIV/0!	\$ 1,587
#DIV/0!	#DIV/0!	\$ 4,760
#DIV/0!	#DIV/0!	15%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	0

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	27	12	4
% of Retail Units	100%	44%	15%
% Retailed of Non-New Franchise	11%	17%	0%
Avg. Days to Sale	49.9	10.6	39.5
Avg. Transaction Price	\$ 42,049	\$ 31,106	\$ 47,799
Avg. Transaction to Market %	95%	92%	99%
Avg. Transactional Discount	\$ 169	\$ 239	\$ 800
Avg. Front End Gross	\$ 1,811	\$ 2,222	\$ 3,298
Avg. Finance Gross	\$ 1,034	\$ 962	\$ 1,048
PUVR	\$ 2,845	\$ 3,184	\$ 4,346
Total Gross (Units & PUVR)	\$ 76,814	\$ 38,204	\$ 17,382
GROI	49%	348%	83%
% with Trade	30%	17%	25%
Avg. Over/Under Allowance	-222	-83	0



46-60 days	61-90 days	90+ days
2	3	6
7%	11%	22%
0%	0%	17%
55.5	65.7	125.5
\$ 48,598	\$ 59,833	\$ 49,026
98%	97%	94%
\$ (1,573)	\$ 83	\$ 231
\$ 2,198	\$ 1,723	\$ (85)
\$ 2,324	\$ 843	\$ 833
\$ 4,522	\$ 2,566	\$ 748
\$ 9,043	\$ 7,699	\$ 4,486
60%	24%	4%
50%	33%	50%
-2,500	0	0