This document was exported from Numbers. Each table was converted
objects on each Numbers sheet were placed on separate worksheets.
calculations may differ in Excel.

Numbers Sheet Name	Numbers Table Name
Input Lists	
	Table 1
Sales Log	
	Table 1
Scoreboard Total	
	Table 1
Scoreboard DM	
	Table 1
Scoreboard SC	
	Table 1
Scoreboard FM	
	Table 1
Scoreboard CPO	
	Table 1
Scoreboard Same Brand	
	Table 1
Scoreboard by Source	
	Table 1
Scoreboard by Age	
	Table 1

...ed to an Excel worksheet. All other
Please be aware that formula

Excel Worksheet Name

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Curry Johnson	Eduardo Martel	Karson Korn
Curry Johnson	Eduardo Martel	Shelby Burts
Brian Rother	Eduardo Martel	Shelby Burts
Brian Rother	Eduardo Martel	Shelby Burts
Curry Johnson	Eduardo Martel	Shelby Burts
Curry Johnson	Eduardo Martel	Shelby Burts
Curry Johnson	Eduardo Martel	Shane Earls
Curry Johnson	Eduardo Martel	Shane Earls
Curry Johnson	Eduardo Martel	Shane Earls
Curry Johnson	Eduardo Martel	Karson Korn
Brian Rother	Eduardo Martel	Karson Korn
Brian Rother	Eduardo Martel	Karson Korn
Curry Johnson	Eduardo Martel	Matthew Soto
Curry Johnson	Eduardo Martel	Matthew Soto
Curry Johnson	Eduardo Martel	Matthew Soto
Curry Johnson	Eduardo Martel	Jake Powell
Curry Johnson	Eduardo Martel	Jake Powell
Curry Johnson	Eduardo Martel	Jake Powell
Curry Johnson	Eduardo Martel	Jake Powell
Brian Rother	Eduardo Martel	Jake Powell
Brian Rother	Eduardo Martel	Jim Southerland
Brian Rother	Eduardo Martel	Jim Southerland
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Brian Rother	Eduardo Martel	Jim Southerland
Curry Johnson	Eduardo Martel	Jim Southerland
Curry Johnson	Eduardo Martel	Jim Southerland
Curry Johnson	Eduardo Martel	Jim Southerland
Curry Johnson	Eduardo Martel	Jim Southerland
Curry Johnson	Eduardo Martel	Shelby Burts
Curry Johnson	Eduardo Martel	Matthew Soto
Curry Johnson	Eduardo Martel	Jake Powell
Curry Johnson	Eduardo Martel	Karson Korn
Curry Johnson	Eduardo Martel	Shane Earls
Curry Johnson	Eduardo Martel	Shane Earls
Brian Rother	Eduardo Martel	Shelby Burts
Brian Rother	Eduardo Martel	Jake Powell
Brian Rother	Eduardo Martel	Jim Southerland
Brian Rother	Eduardo Martel	Jim Southerland
Brian Rother	Eduardo Martel	Jim Southerland
Brain Rother	Eduardo Martel	Shelby Burts
Curry Johnson	Eduardo Martel	Shelby Burts
Curry Johnson	Eduardo Martel	Karson Korn
Curry Johnson	Eduardo Martel	Karson Korn
Curry Johnson	Eduardo Martel	Karson Korn

Curry Johnson	Eduardo Martel	Matthew Soto
Curry Johnson	Eduardo Martel	Matthew Soto
Brian Rother	Eduardo Martel	Matthew Soto
Brain Rother	Eduardo Martel	Matthew Soto
Brian Rother	Eduardo Martel	Jim Southerland
Brian Rother	Eduardo Martel	Jim Southerland
Brian Rother	Eduardo Martel	Jim Southerland
Brian Rother	Eduardo Martel	Jim Southerland

New Car Franchise(s)

Dodge
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Fiat
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Chrysler
Chrysler
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Pre-Work VO1 Week 4 Pre-Owned

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
2) Input ALL DATA using applicable drop down menus on the 'Sales Log' for 2 months or 100 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
3) Select 'Source' of vehicle into inventory (column F); Lease=Rental is from your fleet; LXO = Lease Buy-Out. (Exclude LXO transaction only.)
4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
5) Hard Push should reflect in Front-End Gross. (These surveys (Doc Fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include charge-backs.
6) Use your Inventory Management System to identify Advertised/Asking Price and MTTK % at Time of Sale. (eAuto, First Look, Inventory Plus, etc.)
7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount ($)	Front-End Gross	Finance Gross	Total Gross	GRDI	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	$	15,000	$	13,800	95%	$	13,789	97%	$	1,200	$1,000	$800		$2,000	3975	Desiree Duvuave	Michael Hayne	Mike Lueki	Yes	$2,500

Scoreboard Totals

% Retailed of Non-Franchise Make	#DIV/0!
Total # Retail Units	0
Avg. Days to Sale	#DIV/0!
Avg. Advertised Price (Time of Sale)	#NAME?
Avg. Transaction Price	#NAME?
Avg. Market Price at 100%	#NAME?
Avg. Price to Market % (Time of Sale)	#NAME?
Avg. Transaction to Market	#NAME?
Avg. Transactional Discount	#NAME?
Avg. Front-End Gross	#NAME?
Avg. Finance Gross	#NAME?
PUVR	#NAME?
Total Gross (Units & PUVR)	#NAME?
GROI	#NAME?
% with Trade	#DIV/0!
Avg. Over/Under Allowance	#NAME?

Scoreboard

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	#NAME?	#NAME?	#NAME?
Total # Retail Units	0	0	0
Avg. Days to Sale	#DIV/0!	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction Price	#NAME?	#NAME?	#NAME?
Avg. Market Price at 100%	#NAME?	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction to Market	#NAME?	#NAME?	#NAME?
Avg. Transactional Discount	#NAME?	#NAME?	#NAME?
Avg. Front-End Gross	#NAME?	#NAME?	#NAME?
Avg. Finance Gross	#NAME?	#NAME?	#NAME?
PUVR	#NAME?	#NAME?	#NAME?
Total Gross (Units & PUVR)	#NAME?	#NAME?	#NAME?
GROI	#NAME?	#NAME?	#NAME?
% with Trade	#DIV/0!	#NAME?	#NAME?
Avg. Over/Under Allowance	#NAME?	#NAME?	#NAME?

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

#NAME?	#NAME?	#NAME?	#NAME?
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Scoreboard

(Click on the blue header to access the dropdown

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	#NAME?	#NAME?	#NAME?
Total # Retail Units	0	0	0
Avg. Days to Sale	#DIV/0!	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction Price	#NAME?	#NAME?	#NAME?
Avg. Market Price at 100%	#NAME?	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction to Market	#NAME?	#NAME?	#NAME?
Avg. Transactional Discount	#NAME?	#NAME?	#NAME?
Avg. Front-End Gross	#NAME?	#NAME?	#NAME?
Avg. Finance Gross	#NAME?	#NAME?	#NAME?
PUVR	#NAME?	#NAME?	#NAME?
Total Gross (Units & PUVR)	#NAME?	#NAME?	#NAME?
GROI	#NAME?	#NAME?	#NAME?
% with Trade	#DIV/0!	#NAME?	#NAME?
Avg. Over/Under Allowance	#NAME?	#NAME?	#NAME?

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

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Scoreboard

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	#NAME?	#NAME?	#NAME?
Total # Retail Units	0	0	0
Avg. Days to Sale	#DIV/0!	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction Price	#NAME?	#NAME?	#NAME?
Avg. Market Price at 100%	#NAME?	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction to Market	#NAME?	#NAME?	#NAME?
Avg. Transactional Discount	#NAME?	#NAME?	#NAME?
Avg. Front-End Gross	#NAME?	#NAME?	#NAME?
Avg. Finance Gross	#NAME?	#NAME?	#NAME?
PUVR	#NAME?	#NAME?	#NAME?
Total Gross (Units & PUVR)	#NAME?	#NAME?	#NAME?
GROI	#NAME?	#NAME?	#NAME?
% with Trade	#DIV/0!	#NAME?	#NAME?
Avg. Over/Under Allowance	#NAME?	#NAME?	#NAME?

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

#NAME?	#NAME?	#NAME?	#NAME?
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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	0	0	0
Avg. Days to Sale	#DIV/0!	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction Price	#NAME?	#NAME?	#NAME?
Avg. Market Price at 100%	#NAME?	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction to Market	#NAME?	#NAME?	#NAME?
Avg. Transactional Discount	#NAME?	#NAME?	#NAME?
Avg. Front-End Gross	#NAME?	#NAME?	#NAME?
Avg. Finance Gross	#NAME?	#NAME?	#NAME?
PUVR	#NAME?	#NAME?	#NAME?
Total Gross (Units & PUVR)	#NAME?	#NAME?	#NAME?
GROI	#NAME?	#NAME?	#NAME?
% with Trade	#DIV/0!	#NAME?	#NAME?
Avg. Over/Under Allowance	#NAME?	#NAME?	#NAME?

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	0	0	0
Avg. Days to Sale	#DIV/0!	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction Price	#NAME?	#NAME?	#NAME?
Avg. Market Price at 100%	#NAME?	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	#NAME?	#NAME?	#NAME?
Avg. Transaction to Market	#NAME?	#NAME?	#NAME?
Avg. Transactional Discount	#NAME?	#NAME?	#NAME?
Avg. Front-End Gross	#NAME?	#NAME?	#NAME?
Avg. Finance Gross	#NAME?	#NAME?	#NAME?
PUVR	#NAME?	#NAME?	#NAME?
Total Gross (Units & PUVR)	#NAME?	#NAME?	#NAME?
GROI	#NAME?	#NAME?	#NAME?
% with Trade	#DIV/0!	#NAME?	#NAME?
Avg. Over/Under Allowance	#NAME?	#NAME?	#NAME?

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	0	0	0
% of Retail Units	#DIV/0!	#DIV/0!	#DIV/0!
% Retailed of Non-New Franchise	#NAME?	#NAME?	#NAME?
Avg. Days to Sale	#DIV/0!	#NAME?	#NAME?
Avg. Transaction Price	#NAME?	#NAME?	#NAME?
Avg. Transaction to Market %	#NAME?	#NAME?	#NAME?
Avg. Transactional Discount	#NAME?	#NAME?	#NAME?
Avg. Front End Gross	#NAME?	#NAME?	#NAME?
Avg. Finance Gross	#NAME?	#NAME?	#NAME?
PUVR	#NAME?	#NAME?	#NAME?
Total Gross (Units & PUVR)	#NAME?	#NAME?	#NAME?
GROI	#NAME?	#NAME?	#NAME?
% with Trade	#DIV/0!	#NAME?	#NAME?
Avg. Over/Under Allowance	#NAME?	#NAME?	#NAME?

Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	0	0
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?	#NAME?

BO OEM/Leasing	cœntal Fleet (Enterprise, etc	Other
0	0	0
#DIV/0!	#DIV/0!	#DIV/0!
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	0	0	0
% of Retail Units	#DIV/0!	#DIV/0!	#DIV/0!
% Retailed of Non-New Franchise	#NAME?	#NAME?	#NAME?
Avg. Days to Sale	#DIV/0!	#NAME?	#NAME?
Avg. Transaction Price	#NAME?	#NAME?	#NAME?
Avg. Transaction to Market %	#NAME?	#NAME?	#NAME?
Avg. Transactional Discount	#NAME?	#NAME?	#NAME?
Avg. Front End Gross	#NAME?	#NAME?	#NAME?
Avg. Finance Gross	#NAME?	#NAME?	#NAME?
PUVR	#NAME?	#NAME?	#NAME?
Total Gross (Units & PUVR)	#NAME?	#NAME?	#NAME?
GROI	#NAME?	#NAME?	#NAME?
% with Trade	#DIV/0!	#NAME?	#NAME?
Avg. Over/Under Allowance	#NAME?	#NAME?	#NAME?

NADA | ACADEMY

46-60 days	61-90 days	90+ days
0	0	0
#DIV/0!	#DIV/0!	#DIV/0!
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?
#NAME?	#NAME?	#NAME?