

Desk Manager(s)	Finance Manager(s)
LOCKETT	SMITH
BANNAN	GRIFFITH
LAPIERRE	HAENKE
	LOPEZ













## Scoreboard Totals

% Retailed of Non-New Franchise	42%
Total # Retail Units	33
Average Days to Sale	31.8
Average Advertised Price (Time of Sale)	\$ 23,050
Average Transaction Price	\$ 23,781
Average Market Price at 100%	\$ 22,598
Average Price to Market % (Time of Sale)	102%
Average Transaction to Market	105%
Average Transactional Discount	\$ (731)
Average Front End Gross	\$ 930
Average Finance Gross	\$ 2,150
PUVR	\$ 2,819
Total Gross (Units & PUVR)	\$ 93,034
GROI	134%



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	LOCKETT	
% Retailed of Non-New Franchise	42%	#DIV/0!	
Total # Retail Units	33	0	
Average Days to Sale	31.8	#DIV/0!	
Average Advertised Price (Time of Sale)	\$ 23,050	#DIV/0!	
Average Transaction Price	\$ 23,781	#DIV/0!	
Average Market Price at 100%	\$ 22,598	#DIV/0!	
Average Price to Market % (Time of Sale)	102%	#DIV/0!	
Average Transaction to Market %	105%	#DIV/0!	
Average Transactional Discount	\$ (731)	#DIV/0!	
Average Front End Gross	\$ 930	#DIV/0!	
Average Finance Gross	\$ 2,150	#DIV/0!	
PUVR	\$ 2,819	#DIV/0!	
Total Gross (Units & PUVR)	\$ 93,034	#DIV/0!	
GROI	134%	#DIV/0!	



**der to access the dropdown list, then scroll up to select the staff m**

BANNAN		LAPIERRE		
	33%		43%	#DIV/0!
	3		30	0
	28.0		32.1	#DIV/0!
\$	34,920	\$	21,862	#DIV/0!
\$	34,887	\$	22,670	#DIV/0!
	#DIV/0!		#DIV/0!	#DIV/0!
	#DIV/0!		#DIV/0!	#DIV/0!
	#DIV/0!		#DIV/0!	#DIV/0!
\$	33	\$	(807)	#DIV/0!
\$	2,013	\$	821	#DIV/0!
\$	1,898	\$	2,169	#DIV/0!
\$	3,278	\$	2,773	#DIV/0!
\$	9,835	\$	83,199	#DIV/0!
	121%		137%	#DIV/0!







**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	42%	#DIV/0!
Total # Retail Units	33	0
Average Days to Sale	31.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 23,050	#DIV/0!
Average Transaction Price	\$ 23,781	#DIV/0!
Average Market Price at 100%	\$ 22,598	#DIV/0!
Average Price to Market % (Time of Sale)	102%	#DIV/0!
Average Transaction to Market %	105%	#DIV/0!
Average Transactional Discount	\$ (731)	#DIV/0!
Average Front End Gross	\$ 930	#DIV/0!
Average Finance Gross	\$ 2,150	#DIV/0!
PUVR	\$ 2,819	#DIV/0!
Total Gross (Units & PUVR)	\$ 93,034	#DIV/0!
GROI	134%	#DIV/0!



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GARY	MIKE	MONTY
36%	#DIV/0!	#DIV/0!
11	0	0
26.5	#DIV/0!	#DIV/0!
\$ 21,697	#DIV/0!	#DIV/0!
\$ 24,536	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,840)	#DIV/0!	#DIV/0!
\$ 745	#DIV/0!	#DIV/0!
\$ 2,178	#DIV/0!	#DIV/0!
\$ 2,923	#DIV/0!	#DIV/0!
\$ 32,148	#DIV/0!	#DIV/0!
162%	#DIV/0!	#DIV/0!

ember for each column.)

LEXI	HENRY	JAMAL
33%	50%	33%
3	4	3
29.0	88.8	14.7
\$ 30,278	\$ 22,344	\$ 23,082
\$ 30,278	\$ 21,667	\$ 23,049
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 677	\$ 33
\$ 1,349	\$ (690)	\$ 632
\$ 2,638	\$ 1,268	\$ 2,849
\$ 3,987	\$ 579	\$ 2,531
\$ 11,961	\$ 2,314	\$ 7,594
163%	11%	270%

DEAN	BRANDON	
83%	17%	#DIV/0!
6	6	0
15.7	29.3	#DIV/0!
\$ 17,960	\$ 27,459	#DIV/0!
\$ 17,649	\$ 27,053	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ 311	\$ 406	#DIV/0!
\$ 1,343	\$ 1,876	#DIV/0!
\$ 2,615	\$ 1,850	#DIV/0!
\$ 3,086	\$ 3,417	#DIV/0!
\$ 18,516	\$ 20,501	#DIV/0!
402%	155%	#DIV/0!



































Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	SMITH	
% Retailed of Non-New Franchise	42%	0%	
Total # Retail Units	33	1	
Average Days to Sale	31.8	15.0	
Average Advertised Price (Time of Sale)	\$ 23,050	\$ 34,911	
Average Transaction Price	\$ 23,781	\$ 34,811	
Average Market Price at 100%	\$ 22,598	#DIV/0!	
Average Price to Market % (Time of Sale)	102%	#DIV/0!	
Average Transaction to Market %	105%	#DIV/0!	
Average Transactional Discount	\$ (731)	\$ 100	
Average Front End Gross	\$ 930	\$ 2,459	
Average Finance Gross	\$ 2,150	#DIV/0!	
PUVR	\$ 2,819	\$ 2,459	
Total Gross (Units & PUVR)	\$ 93,034	\$ 2,459	
GROI	134%	170%	



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GRIFFITH	HAENKE	LOPEZ
33%	80%	40%
12	5	15
40.3	21.2	29.6
\$ 21,752	\$ 21,934	\$ 23,669
\$ 24,208	\$ 21,493	\$ 23,466
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,456)	\$ 442	\$ 203
\$ 656	\$ 1,076	\$ 998
\$ 1,627	\$ 2,299	\$ 2,587
\$ 2,283	\$ 2,915	\$ 3,240
\$ 27,394	\$ 14,577	\$ 48,604
84%	230%	168%





## Scoreboard

CPO	Totals	Yes
Total # Retail Units	33	9
Average Days to Sale	31.8	41.2
Average Advertised Price (Time of Sale)	\$ 23,050	\$ 27,008
Average Transaction Price	\$ 23,781	\$ 26,467
Average Market Price at 100%	\$ 22,598	#DIV/0!
Average Price to Market % (Time of Sale)	102%	#DIV/0!
Average Transaction to Market %	105%	#DIV/0!
Average Transactional Discount	\$ (731)	\$ 541
Average Front End Gross	\$ 930	\$ 943
Average Finance Gross	\$ 2,150	\$ 2,022
PUVR	\$ 2,819	\$ 2,515
Total Gross (Units & PUVR)	\$ 93,034	\$ 22,636
GROI	134%	83%

No	
	24
	28.2
\$	22,773
\$	22,773
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(1,208)
\$	925
\$	2,191
\$	2,933
\$	70,398
	164%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	33	19
Average Days to Sale	31.8	36.9
Average Advertised Price (Time of Sale)	\$ 23,050	\$ 27,020
Average Transaction Price	\$ 23,781	\$ 28,632
Average Market Price at 100%	\$ 22,598	#DIV/0!
Average Price to Market % (Time of Sale)	102%	#DIV/0!
Average Transaction to Market %	105%	#DIV/0!
Average Transactional Discount	\$ (731)	\$ (1,612)
Average Front End Gross	\$ 930	\$ 1,051
Average Finance Gross	\$ 2,150	\$ 2,052
PUVR	\$ 2,819	\$ 2,779
Total Gross (Units & PUVR)	\$ 93,034	\$ 52,800
GROI	134%	95%

No	
	14
	24.7
\$	17,196
\$	17,196
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	465
\$	766
\$	2,270
\$	2,874
\$	40,234
	243%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	33	5
% of Retail Units	100%	15%
% Retailed of Off-Brand	42%	40%
Average Days to Sale	31.8	15.4
Average Transaction Price	\$ 23,781	\$ 20,533
Average Transaction to Market %	105%	#DIV/0!
Average Transactional Discount	\$ (731)	\$ 255
Average Front End Gross	\$ 930	\$ 2,354
Average Finance Gross	\$ 2,150	\$ 3,682
PUVR	\$ 2,819	\$ 5,300
Total Gross (Units & PUVR)	\$ 93,034	\$ 26,498
GROI	134%	603%



Trade on Used	Street/Curb buy	Auction/wholesale
3	0	25
9%	0%	76%
67%	#DIV/0!	40%
14.7	#DIV/0!	37.1
\$ 27,251	#DIV/0!	\$ 24,014
#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	\$ (1,016)
\$ 3,138	#DIV/0!	\$ 380
\$ 3,498	#DIV/0!	\$ 1,688
\$ 6,636	#DIV/0!	\$ 1,865
\$ 19,908	#DIV/0!	\$ 46,628
598%	#DIV/0!	75%





## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	33	24
% of Retail Units	100%	73%
% Retailed of Off-Brand	42%	46%
Average Days to Sale	31.8	16.3
Average Transaction Price	\$ 23,781	\$ 23,163
Average Transaction to Market %	105%	#DIV/0!
Average Transactional Discount	\$ (731)	\$ (1,118)
Average Front End Gross	\$ 930	\$ 1,424
Average Finance Gross	\$ 2,150	\$ 2,479
PUVR	\$ 2,819	\$ 3,903
Total Gross (Units & PUVR)	\$ 93,034	\$ 93,681
GROI	134%	372%



31-45 days	46-60 days	61-90 days	90+ days
2	4	2	1
6%	12%	6%	3%
0%	50%	50%	0%
39.5	54.8	71.5	216.0
\$ 34,850	\$ 24,238	\$ 18,678	\$ 24,850
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 575	\$ 102	\$ -	\$ 1,149
\$ 469	\$ (74)	\$ (1,794)	\$ (548)
\$ 1,279	\$ 1,566	\$ 1,740	\$ 465
\$ 1,748	\$ 1,491	\$ (54)	\$ (83)
\$ 3,496	\$ 5,965	\$ (108)	\$ (83)
46%	40%	-1%	-1%