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Scoreboard Totals

% Retailed of Non-Franchise Make	44%
Total # Retail Units	16
Avg. Days to Sale	33.8
Avg. Advertised Price (Time of Sale)	\$ 31,609
Avg. Transaction Price	\$ 31,153
Avg. Market Price at 100%	\$ 4,459
Avg. Price to Market % (Time of Sale)	709%
Avg. Transaction to Market	699%
Avg. Transactional Discount	\$ 456
Avg. Front-End Gross	\$ 1,242
Avg. Finance Gross	\$ 2,076
PUVR	\$ 3,318
Total Gross (Units & PUVR)	\$ 53,082
GROI	113%
% with Trade	38%
Avg. Over/Under Allowance	\$1,206



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	44%	#DIV/0!
Total # Retail Units	16	0
Avg. Days to Sale	33.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,609	#DIV/0!
Avg. Transaction Price	\$ 31,153	#DIV/0!
Avg. Market Price at 100%	\$ 4,459	#DIV/0!
Avg. Price to Market % (Time of Sale)	709%	#DIV/0!
Avg. Transaction to Market	699%	#DIV/0!
Avg. Transactional Discount	\$ 456	#DIV/0!
Avg. Front-End Gross	\$ 1,242	#DIV/0!
Avg. Finance Gross	\$ 2,076	#DIV/0!
PUVR	\$ 3,318	#DIV/0!
Total Gross (Units & PUVR)	\$ 53,082	#DIV/0!
GROI	113%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	1,206	#DIV/0!



r to access the dropdown list, then scroll up to select your staff member for each column.)

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Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	44%	#DIV/0!
Total # Retail Units	16	0
Avg. Days to Sale	33.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 31,609	#DIV/0!
Avg. Transaction Price	\$ 31,153	#DIV/0!
Avg. Market Price at 100%	\$ 4,459	#DIV/0!
Avg. Price to Market % (Time of Sale)	709%	#DIV/0!
Avg. Transaction to Market	699%	#DIV/0!
Avg. Transactional Discount	\$ 456	#DIV/0!
Avg. Front-End Gross	\$ 1,242	#DIV/0!
Avg. Finance Gross	\$ 2,076	#DIV/0!
PUVR	\$ 3,318	#DIV/0!
Total Gross (Units & PUVR)	\$ 53,082	#DIV/0!
GROI	113%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	1,206	#DIV/0!



r to access the dropdown list, then scroll up to select your staff member for each column.)

	SEAN	SEAN	
#DIV/0!	33%	33%	#DIV/0!
0	6	6	0
#DIV/0!	35.5	35.5	#DIV/0!
#DIV/0!	\$ 33,848	\$ 33,848	#DIV/0!
#DIV/0!	\$ 33,844	\$ 33,844	#DIV/0!
#DIV/0!	\$ 27,055	\$ 27,055	#DIV/0!
#DIV/0!	125%	125%	#DIV/0!
#DIV/0!	125%	125%	#DIV/0!
#DIV/0!	\$ 4	\$ 4	#DIV/0!
#DIV/0!	\$ 2,748	\$ 2,748	#DIV/0!
#DIV/0!	\$ 2,847	\$ 2,847	#DIV/0!
#DIV/0!	\$ 5,595	\$ 5,595	#DIV/0!
#DIV/0!	\$ 33,568	\$ 33,568	#DIV/0!
#DIV/0!	168%	168%	#DIV/0!
#DIV/0!	67%	67%	#DIV/0!
#DIV/0!	2,483	2,483	#DIV/0!

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Scoreboard

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Finance Manager	Totals	MIKE
% Retailed of Non-New Franchise	44%	38%
Total # Retail Units	16	8
Avg. Days to Sale	33.8	34.9
Avg. Advertised Price (Time of Sale)	\$ 31,609	\$ 27,834
Avg. Transaction Price	\$ 31,153	\$ 27,370
Avg. Market Price at 100%	\$ 4,459	\$ 29,066
Avg. Price to Market % (Time of Sale)	709%	96%
Avg. Transaction to Market	699%	94%
Avg. Transactional Discount	\$ 456	\$ 464
Avg. Front-End Gross	\$ 1,242	\$ 1,664
Avg. Finance Gross	\$ 2,076	\$ 1,865
PUVR	\$ 3,318	\$ 3,528
Total Gross (Units & PUVR)	\$ 53,082	\$ 28,227
GROI	113%	133%
% with Trade	38%	0%
Avg. Over/Under Allowance	1,206	1,238



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Scoreboard

CPO	Totals	Yes
Total # Retail Units	16	9
Avg. Days to Sale	33.8	38.1
Avg. Advertised Price (Time of Sale)	\$ 31,609	\$ 35,599
Avg. Transaction Price	\$ 31,153	\$ 34,701
Avg. Market Price at 100%	\$ 4,459	\$ 37,711
Avg. Price to Market % (Time of Sale)	709%	94%
Avg. Transaction to Market	699%	92%
Avg. Transactional Discount	\$ 456	\$ 899
Avg. Front-End Gross	\$ 1,242	\$ 6
Avg. Finance Gross	\$ 2,076	\$ 1,599
PUVR	\$ 3,318	\$ 1,605
Total Gross (Units & PUVR)	\$ 53,082	\$ 14,444
GROI	113%	44%
% with Trade	38%	8%
Avg. Over/Under Allowance	1,206	978

No
7
28.3
\$ 26,592
\$ 26,592
\$ 20,363
131%
131%
\$ (114)
\$ 2,830
\$ 2,689
\$ 5,520
\$ 38,638
264%
11%
1,500

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	16	9
Avg. Days to Sale	33.8	43.6
Avg. Advertised Price (Time of Sale)	\$ 31,609	\$ 38,150
Avg. Transaction Price	\$ 31,153	\$ 37,550
Avg. Market Price at 100%	\$ 4,459	\$ 40,470
Avg. Price to Market % (Time of Sale)	709%	94%
Avg. Transaction to Market	699%	93%
Avg. Transactional Discount	\$ 456	\$ 600
Avg. Front-End Gross	\$ 1,242	\$ 813
Avg. Finance Gross	\$ 2,076	\$ 1,898
PUVR	\$ 3,318	\$ 2,711
Total Gross (Units & PUVR)	\$ 53,082	\$ 24,398
GROI	113%	60%
% with Trade	38%	33%
Avg. Over/Under Allowance	1,206	1,256

No
7
21.3
\$ 22,929
\$ 22,929
\$ 16,815
136%
136%
\$ 270
\$ 1,792
\$ 2,305
\$ 4,098
\$ 28,684
302%
43%
1,143

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	16	9	3
% of Retail Units	100%	56%	19%
% Retailed of Non-New Franchise	44%	56%	67%
Avg. Days to Sale	33.8	34.1	13.3
Avg. Transaction Price	\$ 31,153	\$ 29,640	\$ 25,424
Avg. Transaction to Market %	699%	1184%	94%
Avg. Transactional Discount	\$ 456	\$ 764	\$ -
Avg. Front End Gross	\$ 1,242	\$ 1,573	\$ 330
Avg. Finance Gross	\$ 2,076	\$ 2,315	\$ 1,100
PUVR	\$ 3,318	\$ 3,888	\$ 1,430
Total Gross (Units & PUVR)	\$ 53,082	\$ 34,996	\$ 4,291
GROI	113%	138%	152%
% with Trade	38%	33%	33%
Avg. Over/Under Allowance	1,206	1,322	1,000



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	0	1	3
0%	0%	6%	19%
#DIV/0!	#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	41.0	51.0
#DIV/0!	#DIV/0!	\$ 40,000	\$ 38,473
#DIV/0!	#DIV/0!	93%	97%
#DIV/0!	#DIV/0!	\$ 1,689	\$ (426)
#DIV/0!	#DIV/0!	\$ (1,689)	\$ 2,135
#DIV/0!	#DIV/0!	\$ -	\$ 3,027
#DIV/0!	#DIV/0!	\$ (1,689)	\$ 5,161
#DIV/0!	#DIV/0!	\$ (1,689)	\$ 15,484
#DIV/0!	#DIV/0!	-37%	95%
#DIV/0!	#DIV/0!	0%	67%
#DIV/0!	#DIV/0!	0	1,467

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	16	10	1
% of Retail Units	100%	63%	6%
% Retailed of Non-New Franchise	44%	60%	0%
Avg. Days to Sale	33.8	15.4	41.0
Avg. Transaction Price	\$ 31,153	\$ 27,903	\$ 40,000
Avg. Transaction to Market %	699%	1079%	93%
Avg. Transactional Discount	\$ 456	\$ (128)	\$ 1,689
Avg. Front End Gross	\$ 1,242	\$ 2,155	\$ (1,689)
Avg. Finance Gross	\$ 2,076	\$ 2,093	\$ -
PUVR	\$ 3,318	\$ 4,248	\$ (1,689)
Total Gross (Units & PUVR)	\$ 53,082	\$ 42,483	\$ (1,689)
GROI	113%	356%	-37%
% with Trade	38%	30%	0%
Avg. Over/Under Allowance	1,206	1,050	0



46-60 days	61-90 days	90+ days
0	5	0
0%	31%	0%
#DIV/0!	20%	#DIV/0!
#DIV/0!	69.2	#DIV/0!
#DIV/0!	\$ 35,884	#DIV/0!
#DIV/0!	89%	#DIV/0!
#DIV/0!	\$ 1,375	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 2,458	#DIV/0!
#DIV/0!	\$ 2,458	#DIV/0!
#DIV/0!	\$ 12,288	#DIV/0!
#DIV/0!	36%	#DIV/0!
#DIV/0!	60%	#DIV/0!
#DIV/0!	1,760	#DIV/0!