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Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	18
Avg. Days to Sale	32.3
Avg. Advertised Price (Time of Sale)	\$ 15,877
Avg. Transaction Price	\$ 15,209
Avg. Market Price at 100%	\$ 17,051
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	89%
Avg. Transactional Discount	\$ 668
Avg. Front-End Gross	\$ 796
Avg. Finance Gross	\$ 1,304
PUVR	\$ 1,911
Total Gross (Units & PUVR)	\$ 34,396
GROI	140%
% with Trade	22%
Avg. Over/Under Allowance	\$11



Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	18	0
Avg. Days to Sale	32.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,877	#DIV/0!
Avg. Transaction Price	\$ 15,209	#DIV/0!
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	#DIV/0!
Avg. Front-End Gross	\$ 796	#DIV/0!
Avg. Finance Gross	\$ 1,304	#DIV/0!
PUVR	\$ 1,911	#DIV/0!
Total Gross (Units & PUVR)	\$ 34,396	#DIV/0!
GROI	140%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	11	#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	22%	#DIV/0!
Total # Retail Units	18	0
Avg. Days to Sale	32.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,877	#DIV/0!
Avg. Transaction Price	\$ 15,209	#DIV/0!
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	#DIV/0!
Avg. Front-End Gross	\$ 796	#DIV/0!
Avg. Finance Gross	\$ 1,304	#DIV/0!
PUVR	\$ 1,911	#DIV/0!
Total Gross (Units & PUVR)	\$ 34,396	#DIV/0!
GROI	140%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	11	#DIV/0!



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[illegible]

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Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	22%	#DIV/0!
Total # Retail Units	18	0
Avg. Days to Sale	32.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 15,877	#DIV/0!
Avg. Transaction Price	\$ 15,209	#DIV/0!
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	#DIV/0!
Avg. Front-End Gross	\$ 796	#DIV/0!
Avg. Finance Gross	\$ 1,304	#DIV/0!
PUVR	\$ 1,911	#DIV/0!
Total Gross (Units & PUVR)	\$ 34,396	#DIV/0!
GROI	140%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	11	#DIV/0!



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Scoreboard

CPO	Totals	Yes
Total # Retail Units	18	6
Avg. Days to Sale	32.3	26.0
Avg. Advertised Price (Time of Sale)	\$ 15,877	\$ 18,740
Avg. Transaction Price	\$ 15,209	\$ 18,502
Avg. Market Price at 100%	\$ 17,051	\$ 18,983
Avg. Price to Market % (Time of Sale)	93%	99%
Avg. Transaction to Market	89%	97%
Avg. Transactional Discount	\$ 668	\$ 238
Avg. Front-End Gross	\$ 796	\$ 929
Avg. Finance Gross	\$ 1,304	\$ 1,050
PUVR	\$ 1,911	\$ 1,804
Total Gross (Units & PUVR)	\$ 34,396	\$ 10,823
GROI	140%	135%
% with Trade	22%	4%
Avg. Over/Under Allowance	11	33

No
11
36.9
\$ 13,169
\$ 13,169
#DIV/0!
#DIV/0!
#DIV/0!
\$ 964
\$ 792
\$ 1,342
\$ 1,940
\$ 21,337
144%
8%
0



Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	18	14
Avg. Days to Sale	32.3	38.3
Avg. Advertised Price (Time of Sale)	\$ 15,877	\$ 16,428
Avg. Transaction Price	\$ 15,209	\$ 15,771
Avg. Market Price at 100%	\$ 17,051	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!
Avg. Transaction to Market	89%	#DIV/0!
Avg. Transactional Discount	\$ 668	\$ 658
Avg. Front-End Gross	\$ 796	\$ 620
Avg. Finance Gross	\$ 1,304	\$ 1,601
PUVR	\$ 1,911	\$ 1,993
Total Gross (Units & PUVR)	\$ 34,396	\$ 27,895
GROI	140%	119%
% with Trade	22%	7%
Avg. Over/Under Allowance	11	14

No
4
11.3
\$ 13,242
\$ 13,242
#DIV/0!
#DIV/0!
#DIV/0!
\$ 707
\$ 1,615
\$ 414
\$ 1,625
\$ 6,500
393%
75%
0

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	18	8	1
% of Retail Units	100%	44%	6%
% Retailed of Non-New Franchise	22%	50%	0%
Avg. Days to Sale	32.3	18.1	66.0
Avg. Transaction Price	\$ 15,209	\$ 13,081	\$ 6,991
Avg. Transaction to Market %	89%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 668	\$ 1,554	\$ -
Avg. Front End Gross	\$ 796	\$ 1,648	\$ 401
Avg. Finance Gross	\$ 1,304	\$ 686	#DIV/0!
PUVR	\$ 1,911	\$ 2,128	\$ 401
Total Gross (Units & PUVR)	\$ 34,396	\$ 17,024	\$ 401
GROI	140%	323%	31%
% with Trade	22%	38%	100%
Avg. Over/Under Allowance	11	25	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	9	0	0
0%	50%	0%	0%
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	41.1	#DIV/0!	#DIV/0!
#DIV/0!	\$ 18,013	#DIV/0!	#DIV/0!
#DIV/0!	100%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (44)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 177	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,923	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,886	#DIV/0!	#DIV/0!
#DIV/0!	\$ 16,971	#DIV/0!	#DIV/0!
#DIV/0!	92%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	18	12	1
% of Retail Units	100%	67%	6%
% Retailed of Non-New Franchise	22%	33%	0%
Avg. Days to Sale	32.3	15.3	38.0
Avg. Transaction Price	\$ 15,209	\$ 15,591	\$ 15,808
Avg. Transaction to Market %	89%	#DIV/0!	100%
Avg. Transactional Discount	\$ 668	\$ 286	\$ -
Avg. Front End Gross	\$ 796	\$ 1,149	\$ 626
Avg. Finance Gross	\$ 1,304	\$ 1,154	\$ 2,517
PUVR	\$ 1,911	\$ 2,303	\$ 3,143
Total Gross (Units & PUVR)	\$ 34,396	\$ 27,633	\$ 3,143
GROI	140%	349%	188%
% with Trade	22%	25%	0%
Avg. Over/Under Allowance	11	17	0



46-60 days	61-90 days	90+ days
1	4	0
6%	22%	0%
0%	0%	#DIV/0!
52.0	77.0	#DIV/0!
\$ 991	\$ 17,466	#DIV/0!
8%	#DIV/0!	#DIV/0!
\$ 9,000	\$ (99)	#DIV/0!
\$ 1,887	\$ (407)	#DIV/0!
\$ 622	\$ 1,681	#DIV/0!
\$ 2,509	\$ 1,274	#DIV/0!
\$ 2,509	\$ 5,094	#DIV/0!
1753%	34%	#DIV/0!
0%	25%	#DIV/0!
0	0	#DIV/0!