

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	24
Avg. Days to Sale	30.5
Avg. Advertised Price (Time of Sale)	\$ 39,407
Avg. Transaction Price	\$ 38,529
Avg. Market Price at 100%	\$ 39,162
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 878
Avg. Front-End Gross	\$ 2,870
Avg. Finance Gross	\$ 2,199
PUVR	\$ 5,069
Total Gross (Units & PUVR)	\$ 121,667
GROI	156%
% with Trade	33%
Avg. Over/Under Allowance	(\$75)



Scoreboard

(Click on the blue head

Desk Manager	Totals	Erick Franco
% Retailed of Non-New Franchise	33%	67%
Total # Retail Units	24	3
Avg. Days to Sale	30.5	29.0
Avg. Advertised Price (Time of Sale)	\$ 39,407	\$ 25,526
Avg. Transaction Price	\$ 38,529	\$ 24,528
Avg. Market Price at 100%	\$ 39,162	\$ 25,122
Avg. Price to Market % (Time of Sale)	101%	102%
Avg. Transaction to Market	98%	98%
Avg. Transactional Discount	\$ 878	\$ 999
Avg. Front-End Gross	\$ 2,870	\$ 2,065
Avg. Finance Gross	\$ 2,199	\$ 1,472
PUVR	\$ 5,069	\$ 3,538
Total Gross (Units & PUVR)	\$ 121,667	\$ 10,613
GROI	156%	179%
% with Trade	33%	33%
Avg. Over/Under Allowance	-75	-1,400



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

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue heads)

Sales Consultant	Totals	
% Retailed of Non-New Franchise	33%	#DIV/0!
Total # Retail Units	24	0
Avg. Days to Sale	30.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,407	#DIV/0!
Avg. Transaction Price	\$ 38,529	#DIV/0!
Avg. Market Price at 100%	\$ 39,162	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 878	#DIV/0!
Avg. Front-End Gross	\$ 2,870	#DIV/0!
Avg. Finance Gross	\$ 2,199	#DIV/0!
PUVR	\$ 5,069	#DIV/0!
Total Gross (Units & PUVR)	\$ 121,667	#DIV/0!
GROI	156%	#DIV/0!
% with Trade	33%	#DIV/0!
Avg. Over/Under Allowance	-75	#DIV/0!



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

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue head

Finance Manager	Totals	
% Retailed of Non-New Franchise	33%	#DIV/0!
Total # Retail Units	24	0
Avg. Days to Sale	30.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,407	#DIV/0!
Avg. Transaction Price	\$ 38,529	#DIV/0!
Avg. Market Price at 100%	\$ 39,162	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 878	#DIV/0!
Avg. Front-End Gross	\$ 2,870	#DIV/0!
Avg. Finance Gross	\$ 2,199	#DIV/0!
PUVR	\$ 5,069	#DIV/0!
Total Gross (Units & PUVR)	\$ 121,667	#DIV/0!
GROI	156%	#DIV/0!
% with Trade	33%	#DIV/0!
Avg. Over/Under Allowance	-75	#DIV/0!



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

[illegible]

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes
Total # Retail Units	24	5
Avg. Days to Sale	30.5	25.4
Avg. Advertised Price (Time of Sale)	\$ 39,407	\$ 40,702
Avg. Transaction Price	\$ 38,529	\$ 39,838
Avg. Market Price at 100%	\$ 39,162	\$ 40,104
Avg. Price to Market % (Time of Sale)	101%	101%
Avg. Transaction to Market	98%	99%
Avg. Transactional Discount	\$ 878	\$ 864
Avg. Front-End Gross	\$ 2,870	\$ 2,359
Avg. Finance Gross	\$ 2,199	\$ 2,955
PUVR	\$ 5,069	\$ 5,314
Total Gross (Units & PUVR)	\$ 121,667	\$ 26,570
GROI	156%	189%
% with Trade	33%	12%
Avg. Over/Under Allowance	-75	333

No
19
31.8
\$ 38,184
\$ 38,184
\$ 38,918
98%
98%
\$ 882
\$ 3,005
\$ 2,000
\$ 5,005
\$ 95,097
148%
16%
-320

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	24	16
Avg. Days to Sale	30.5	33.9
Avg. Advertised Price (Time of Sale)	\$ 39,407	\$ 42,489
Avg. Transaction Price	\$ 38,529	\$ 41,515
Avg. Market Price at 100%	\$ 39,162	\$ 42,545
Avg. Price to Market % (Time of Sale)	101%	100%
Avg. Transaction to Market	98%	98%
Avg. Transactional Discount	\$ 878	\$ 974
Avg. Front-End Gross	\$ 2,870	\$ 2,539
Avg. Finance Gross	\$ 2,199	\$ 2,107
PUVR	\$ 5,069	\$ 4,646
Total Gross (Units & PUVR)	\$ 121,667	\$ 74,339
GROI	156%	119%
% with Trade	33%	19%
Avg. Over/Under Allowance	-75	200

No
8
23.6
\$ 32,556
\$ 32,556
\$ 32,404
100%
100%
\$ 686
\$ 3,533
\$ 2,383
\$ 5,916
\$ 47,328
277%
63%
-533

Scoreboard

Source	Totals	Trade on New	Trade on Used	Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer	BO OEM/Leasing cc	Other
Total # Retail Units	24	11	1	1	7	3	0	0	1
% of Retail Units	100%	46%	4%	4%	29%	13%	0%	0%	4%
% Retailed of Non-New Franchise	33%	55%	100%	0%	14%	0%	#DIV/0!	#DIV/0!	0%
Avg. Days to Sale	30.5	52.1	9.0	4.0	18.0	6.0	#DIV/0!	#DIV/0!	1.0
Avg. Transaction Price	\$ 38,529	\$ 36,984	\$ 15,546	\$ 130,000	\$ 31,674	\$ 42,738	#DIV/0!	#DIV/0!	\$ 22,390
Avg. Transaction to Market %	98%	96%	105%	95%	102%	96%	#DIV/0!	#DIV/0!	97%
Avg. Transactional Discount	\$ 878	\$ 777	\$ -	\$ 5,000	\$ 527	\$ 1,018	#DIV/0!	#DIV/0!	\$ 786
Avg. Front End Gross	\$ 2,870	\$ 2,799	\$ 3,919	\$ 10,229	\$ 2,051	\$ 2,865	#DIV/0!	#DIV/0!	\$ 1,000
Avg. Finance Gross	\$ 2,199	\$ 1,829	\$ 1,569	\$ -	\$ 3,102	\$ 2,299	#DIV/0!	#DIV/0!	\$ 2,475
PUVR	\$ 5,069	\$ 4,628	\$ 5,488	\$ 10,229	\$ 5,154	\$ 5,164	#DIV/0!	#DIV/0!	\$ 3,475
Total Gross (Units & PUVR)	\$ 121,667	\$ 50,908	\$ 5,488	\$ 10,229	\$ 36,075	\$ 15,493	#DIV/0!	#DIV/0!	\$ 3,475
GROI	156%	86%	1412%	708%	325%	725%	#DIV/0!	#DIV/0!	5587%
% with Trade	33%	36%	100%	0%	29%	33%	#DIV/0!	#DIV/0!	0%
Avg. Over/Under Allowance	-75	-225	-200	#DIV/0!	0	500	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days	46-60 days	61-90 days	90+ days
Total # Retail Units	24	14	3	0	4	1
% of Retail Units	100%	58%	13%	0%	17%	4%
% Retailed of Non-New Franchise	33%	36%	67%	#DIV/0!	25%	0%
Avg. Days to Sale	30.5	12.2	33.0	#DIV/0!	80.5	139.0
Avg. Transaction Price	\$ 38,529	\$ 46,954	\$ 24,556	#DIV/0!	\$ 27,705	\$ 29,126
Avg. Transaction to Market %	98%	101%	99%	#DIV/0!	92%	89%
Avg. Transactional Discount	\$ 878	\$ 984	\$ 333	#DIV/0!	\$ 881	\$ 1,052
Avg. Front End Gross	\$ 2,870	\$ 4,265	\$ 2,505	#DIV/0!	\$ 326	\$ (1,663)
Avg. Finance Gross	\$ 2,199	\$ 2,691	\$ 1,820	#DIV/0!	\$ 1,953	\$ 150
PUVR	\$ 5,069	\$ 6,956	\$ 4,325	#DIV/0!	\$ 2,279	\$ (1,513)
Total Gross (Units & PUVR)	\$ 121,667	\$ 97,383	\$ 12,976	#DIV/0!	\$ 9,116	\$ (1,513)
GROI	156%	437%	192%	#DIV/0!	37%	-13%
% with Trade	33%	43%	0%	#DIV/0!	50%	0%
Avg. Over/Under Allowance	-75	-183	#DIV/0!	#DIV/0!	250	#DIV/0!