

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Eric	Janine	Joel
Aaron	Nick	Rhonda
Dustan		Denise
Brandon		Sheila
		Jayson
		Bary
		Chris
		Aaron
		Kody
		Mike
		Stephen
		Jake
		Kyle

Scoreboard Totals

% Retailed of Non-Franchise Make	67%
Total # Retail Units	24
Avg. Days to Sale	23.8
Avg. Advertised Price (Time of Sale)	\$ 19,514
Avg. Transaction Price	\$ 19,047
Avg. Market Price at 100%	\$ 19,580
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 468
Avg. Front-End Gross	\$ 2,857
Avg. Finance Gross	\$ 638
PUVR	\$ 3,495
Total Gross (Units & PUVR)	\$ 83,868
GROI	278%
% with Trade	38%
Avg. Over/Under Allowance	\$17



Scoreboard

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Desk Manager	Totals	Eric
% Retailed of Non-New Franchise	67%	71%
Total # Retail Units	24	7
Avg. Days to Sale	23.8	23.9
Avg. Advertised Price (Time of Sale)	\$ 19,514	\$ 17,071
Avg. Transaction Price	\$ 19,047	\$ 16,509
Avg. Market Price at 100%	\$ 19,580	\$ 16,289
Avg. Price to Market % (Time of Sale)	100%	105%
Avg. Transaction to Market	97%	101%
Avg. Transactional Discount	\$ 468	\$ 562
Avg. Front-End Gross	\$ 2,857	\$ 1,945
Avg. Finance Gross	\$ 638	\$ 785
PUVR	\$ 3,495	\$ 2,731
Total Gross (Units & PUVR)	\$ 83,868	\$ 19,115
GROI	278%	250%
% with Trade	38%	29%
Avg. Over/Under Allowance	17	162



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

Aaron	Brandon		
60%	71%	#DIV/0!	#DIV/0!
10	7	0	0
26.5	19.9	#DIV/0!	#DIV/0!
\$ 15,837	\$ 27,212	#DIV/0!	#DIV/0!
\$ 15,208	\$ 27,069	#DIV/0!	#DIV/0!
\$ 15,358	\$ 25,905	#DIV/0!	#DIV/0!
103%	105%	#DIV/0!	#DIV/0!
99%	104%	#DIV/0!	#DIV/0!
\$ 629	\$ 143	#DIV/0!	#DIV/0!
\$ 2,268	\$ 4,608	#DIV/0!	#DIV/0!
\$ 196	\$ 1,123	#DIV/0!	#DIV/0!
\$ 2,463	\$ 5,731	#DIV/0!	#DIV/0!
\$ 24,634	\$ 40,119	#DIV/0!	#DIV/0!
220%	384%	#DIV/0!	#DIV/0!
30%	57%	#DIV/0!	#DIV/0!
-32	-59	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Joel
% Retailed of Non-New Franchise	67%	50%
Total # Retail Units	24	2
Avg. Days to Sale	23.8	14.0
Avg. Advertised Price (Time of Sale)	\$ 19,514	\$ 15,749
Avg. Transaction Price	\$ 19,047	\$ 15,150
Avg. Market Price at 100%	\$ 19,580	\$ 15,228
Avg. Price to Market % (Time of Sale)	100%	103%
Avg. Transaction to Market	97%	99%
Avg. Transactional Discount	\$ 468	\$ 599
Avg. Front-End Gross	\$ 2,857	\$ 2,507
Avg. Finance Gross	\$ 638	\$ 878
PUVR	\$ 3,495	\$ 3,385
Total Gross (Units & PUVR)	\$ 83,868	\$ 6,769
GROI	278%	574%
% with Trade	38%	50%
Avg. Over/Under Allowance	17	-149



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

Denise	Sheila	Jayson	Bary
67%	0%	100%	0%
3	1	2	1
27.3	42.0	44.5	32.0
\$ 18,333	\$ 26,699	\$ 19,949	\$ 20,199
\$ 17,567	\$ 25,342	\$ 18,951	\$ 20,199
\$ 16,810	\$ 25,188	\$ 18,999	\$ 20,199
109%	106%	105%	100%
105%	101%	100%	100%
\$ 766	\$ 1,357	\$ 999	\$ -
\$ 1,447	\$ 3,022	\$ 3,241	\$ 1,975
\$ 67	\$ 2,270	\$ 1,614	\$ -
\$ 1,514	\$ 5,292	\$ 4,854	\$ 1,975
\$ 4,542	\$ 5,292	\$ 9,708	\$ 1,975
114%	179%	207%	110%
33%	100%	0%	0%
250	0	0	0

Chris	Aaron	Kody	Mike
33%	100%	100%	50%
3	4	1	2
8.7	24.0	46.0	39.0
\$ 28,529	\$ 17,474	\$ 25,978	\$ 7,299
\$ 28,529	\$ 16,749	\$ 25,978	\$ 7,150
\$ 27,462	\$ 17,291	\$ 25,469	\$ 7,164
104%	101%	102%	102%
104%	97%	102%	100%
\$ -	\$ 725	\$ -	\$ 149
\$ 5,076	\$ 3,949	\$ 2,581	\$ 2,450
\$ 2,290	\$ 198	\$ -	\$ -
\$ 7,366	\$ 4,146	\$ 2,581	\$ 2,450
\$ 22,097	\$ 16,584	\$ 2,581	\$ 4,900
1072%	371%	78%	316%
33%	50%	100%	0%
205	-7	-777	0

Stephen	Jake		
0%	100%	#DIV/0!	#DIV/0!
1	4	0	0
26.0	6.5	#DIV/0!	#DIV/0!
\$ 12,699	\$ 21,574	#DIV/0!	#DIV/0!
\$ 12,401	\$ 21,355	#DIV/0!	#DIV/0!
\$ 12,573	\$ 20,187	#DIV/0!	#DIV/0!
101%	107%	#DIV/0!	#DIV/0!
99%	106%	#DIV/0!	#DIV/0!
\$ 298	\$ 220	#DIV/0!	#DIV/0!
\$ 2,864	\$ 1,589	#DIV/0!	#DIV/0!
\$ -	\$ 50	#DIV/0!	#DIV/0!
\$ 2,864	\$ 1,639	#DIV/0!	#DIV/0!
\$ 2,864	\$ 6,556	#DIV/0!	#DIV/0!
320%	425%	#DIV/0!	#DIV/0!
0%	50%	#DIV/0!	#DIV/0!
0	34	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Janine
% Retailed of Non-New Franchise	67%	45%
Total # Retail Units	24	11
Avg. Days to Sale	23.8	22.4
Avg. Advertised Price (Time of Sale)	\$ 19,514	\$ 14,971
Avg. Transaction Price	\$ 19,047	\$ 14,377
Avg. Market Price at 100%	\$ 19,580	\$ 14,649
Avg. Price to Market % (Time of Sale)	100%	102%
Avg. Transaction to Market	97%	98%
Avg. Transactional Discount	\$ 468	\$ 594
Avg. Front-End Gross	\$ 2,857	\$ 2,195
Avg. Finance Gross	\$ 638	\$ 511
PUVR	\$ 3,495	\$ 2,706
Total Gross (Units & PUVR)	\$ 83,868	\$ 29,761
GROI	278%	303%
% with Trade	38%	0%
Avg. Over/Under Allowance	17	76



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Nick			
85%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
25.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,359	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,998	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,138	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 361	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,416	#DIV/0!	#DIV/0!	#DIV/0!
\$ 746	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,162	#DIV/0!	#DIV/0!	#DIV/0!
\$ 54,107	#DIV/0!	#DIV/0!	#DIV/0!
261%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
-34	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	24	0
Avg. Days to Sale	23.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 19,514	#DIV/0!
Avg. Transaction Price	\$ 19,047	#DIV/0!
Avg. Market Price at 100%	\$ 19,580	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!
Avg. Transactional Discount	\$ 468	#DIV/0!
Avg. Front-End Gross	\$ 2,857	#DIV/0!
Avg. Finance Gross	\$ 638	#DIV/0!
PUVR	\$ 3,495	#DIV/0!
Total Gross (Units & PUVR)	\$ 83,868	#DIV/0!
GROI	278%	#DIV/0!
% with Trade	38%	#DIV/0!
Avg. Over/Under Allowance	17	#DIV/0!



No	
	24
	23.8
\$	19,047
\$	19,047
\$	18,706
	102%
	102%
\$	468
\$	2,857
\$	638
\$	3,495
\$	83,868
	278%
	38%
	17

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	24	8
Avg. Days to Sale	23.8	22.9
Avg. Advertised Price (Time of Sale)	\$ 19,514	\$ 23,735
Avg. Transaction Price	\$ 19,047	\$ 23,466
Avg. Market Price at 100%	\$ 19,580	\$ 22,549
Avg. Price to Market % (Time of Sale)	100%	105%
Avg. Transaction to Market	97%	104%
Avg. Transactional Discount	\$ 468	\$ 270
Avg. Front-End Gross	\$ 2,857	\$ 3,124
Avg. Finance Gross	\$ 638	\$ 971
PUVR	\$ 3,495	\$ 4,094
Total Gross (Units & PUVR)	\$ 83,868	\$ 32,755
GROI	278%	275%
% with Trade	38%	0%
Avg. Over/Under Allowance	17	134



No	
	16
	24.3
\$	16,837
\$	16,837
\$	16,784
	100%
	100%
\$	567
\$	2,723
\$	472
\$	3,195
\$	51,113
	282%
	56%
	-42

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	24	10	11
% of Retail Units	100%	42%	46%
% Retailed of Non-New Franchise	67%	50%	100%
Avg. Days to Sale	23.8	26.8	21.6
Avg. Transaction Price	\$ 19,047	\$ 26,501	\$ 13,584
Avg. Transaction to Market %	97%	100%	85%
Avg. Transactional Discount	\$ 468	\$ 466	\$ 570
Avg. Front End Gross	\$ 2,857	\$ 3,350	\$ 2,321
Avg. Finance Gross	\$ 638	\$ 844	\$ 321
PUVR	\$ 3,495	\$ 4,193	\$ 2,642
Total Gross (Units & PUVR)	\$ 83,868	\$ 41,933	\$ 29,057
GROI	278%	213%	324%
% with Trade	38%	70%	18%
Avg. Over/Under Allowance	17	26	12



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	0	0	2
4%	0%	0%	8%
0%	#DIV/0!	#DIV/0!	0%
24.0	#DIV/0!	#DIV/0!	20.5
\$ 8,599	#DIV/0!	#DIV/0!	\$ 17,045
104%	#DIV/0!	#DIV/0!	98%
\$ -	#DIV/0!	#DIV/0!	\$ 149
\$ 1,699	#DIV/0!	#DIV/0!	\$ 3,917
\$ -	#DIV/0!	#DIV/0!	\$ 1,673
\$ 1,699	#DIV/0!	#DIV/0!	\$ 5,590
\$ 1,699	#DIV/0!	#DIV/0!	\$ 11,179
296%	#DIV/0!	#DIV/0!	576%
0%	#DIV/0!	#DIV/0!	0%
0	#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	24	15	5
% of Retail Units	100%	63%	21%
% Retailed of Non-New Franchise	67%	67%	40%
Avg. Days to Sale	23.8	11.9	35.4
Avg. Transaction Price	\$ 19,047	\$ 19,360	\$ 24,888
Avg. Transaction to Market %	97%	94%	97%
Avg. Transactional Discount	\$ 468	\$ 278	\$ 671
Avg. Front End Gross	\$ 2,857	\$ 2,977	\$ 2,643
Avg. Finance Gross	\$ 638	\$ 803	\$ 652
PUVR	\$ 3,495	\$ 3,781	\$ 3,295
Total Gross (Units & PUVR)	\$ 83,868	\$ 56,709	\$ 16,475
GROI	278%	589%	135%
% with Trade	38%	33%	60%
Avg. Over/Under Allowance	17	-63	423



46-60 days	61-90 days	90+ days
3	1	0
13%	4%	0%
100%	100%	#DIV/0!
49.7	66.0	#DIV/0!
\$ 12,293	\$ 5,401	#DIV/0!
87%	81%	#DIV/0!
\$ 699	\$ 1,598	#DIV/0!
\$ 2,828	\$ 2,201	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ 2,828	\$ 2,201	#DIV/0!
\$ 8,483	\$ 2,201	#DIV/0!
167%	222%	#DIV/0!
33%	0%	#DIV/0!
-259	0	#DIV/0!