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## Scoreboard Totals

|                                       |         |
|---------------------------------------|---------|
| % Retailed of Non-Franchise Make      | #DIV/0! |
| Total # Retail Units                  | 0       |
| Avg. Days to Sale                     | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | #DIV/0! |
| Avg. Transaction Price                | #DIV/0! |
| Avg. Market Price at 100%             | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | #DIV/0! |
| Avg. Transaction to Market            | #DIV/0! |
| Avg. Transactional Discount           | #DIV/0! |
| Avg. Front-End Gross                  | #DIV/0! |
| Avg. Finance Gross                    | #DIV/0! |
| PUVR                                  | #DIV/0! |
| Total Gross (Units & PUVR)            | #DIV/0! |
| GROI                                  | #DIV/0! |
| % with Trade                          | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0! |



ACADEMY

## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals  |         |         |
|---------------------------------------|---------|---------|---------|
| % Retailed of Non-New Franchise       | #DIV/0! | #DIV/0! | #DIV/0! |
| Total # Retail Units                  | 0       | 0       | 0       |
| Avg. Days to Sale                     | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction Price                | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100%             | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market            | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount           | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Finance Gross                    | #DIV/0! | #DIV/0! | #DIV/0! |
| PUVR                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR)            | #DIV/0! | #DIV/0! | #DIV/0! |
| GROI                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| % with Trade                          | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0! | #DIV/0! | #DIV/0! |



***n list, then scroll up to select your staff member for each column.)***

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## Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant                      | Totals  |         |         |
|---------------------------------------|---------|---------|---------|
| % Retailed of Non-New Franchise       | #DIV/0! | #DIV/0! | #DIV/0! |
| Total # Retail Units                  | 0       | 0       | 0       |
| Avg. Days to Sale                     | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction Price                | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100%             | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market            | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount           | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Finance Gross                    | #DIV/0! | #DIV/0! | #DIV/0! |
| PUVR                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR)            | #DIV/0! | #DIV/0! | #DIV/0! |
| GROI                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| % with Trade                          | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0! | #DIV/0! | #DIV/0! |



***n list, then scroll up to select your staff member for each column.)***

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## Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager                       | Totals  |         |         |
|---------------------------------------|---------|---------|---------|
| % Retailed of Non-New Franchise       | #DIV/0! | #DIV/0! | #DIV/0! |
| Total # Retail Units                  | 0       | 0       | 0       |
| Avg. Days to Sale                     | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction Price                | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100%             | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market            | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount           | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Finance Gross                    | #DIV/0! | #DIV/0! | #DIV/0! |
| PUVR                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR)            | #DIV/0! | #DIV/0! | #DIV/0! |
| GROI                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| % with Trade                          | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0! | #DIV/0! | #DIV/0! |



***n list, then scroll up to select your staff member for each column.)***

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## Scoreboard

| CPO                                   | Totals  | Yes     | No      |
|---------------------------------------|---------|---------|---------|
| Total # Retail Units                  | 0       | 0       | 0       |
| Avg. Days to Sale                     | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction Price                | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100%             | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market            | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount           | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Finance Gross                    | #DIV/0! | #DIV/0! | #DIV/0! |
| PUVR                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR)            | #DIV/0! | #DIV/0! | #DIV/0! |
| GROI                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| % with Trade                          | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0! | #DIV/0! | #DIV/0! |



## Scoreboard

| Same Brand as New                     | Totals  | Yes     | No      |
|---------------------------------------|---------|---------|---------|
| Total # Retail Units                  | 0       | 0       | 0       |
| Avg. Days to Sale                     | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction Price                | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100%             | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market            | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount           | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Finance Gross                    | #DIV/0! | #DIV/0! | #DIV/0! |
| PUVR                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR)            | #DIV/0! | #DIV/0! | #DIV/0! |
| GROI                                  | #DIV/0! | #DIV/0! | #DIV/0! |
| % with Trade                          | #DIV/0! | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0! | #DIV/0! | #DIV/0! |



## Scoreboard

| Source                          | Totals  | Trade on New | Trade on Used |
|---------------------------------|---------|--------------|---------------|
| Total # Retail Units            | 0       | 0            | 0             |
| % of Retail Units               | #DIV/0! | #DIV/0!      | #DIV/0!       |
| % Retailed of Non-New Franchise | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Avg. Days to Sale               | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Avg. Transaction Price          | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Avg. Transaction to Market %    | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Avg. Transactional Discount     | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Avg. Front End Gross            | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Avg. Finance Gross              | #DIV/0! | #DIV/0!      | #DIV/0!       |
| PUVR                            | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Total Gross (Units & PUVR)      | #DIV/0! | #DIV/0!      | #DIV/0!       |
| GROI                            | #DIV/0! | #DIV/0!      | #DIV/0!       |
| % with Trade                    | #DIV/0! | #DIV/0!      | #DIV/0!       |
| Avg. Over/Under Allowance       | #DIV/0! | #DIV/0!      | #DIV/0!       |



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## Scoreboard

| Age                             | Totals  | 0-30 days | 31-45 days |
|---------------------------------|---------|-----------|------------|
| Total # Retail Units            | 0       | 0         | 0          |
| % of Retail Units               | #DIV/0! | #DIV/0!   | #DIV/0!    |
| % Retailed of Non-New Franchise | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Avg. Days to Sale               | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Avg. Transaction Price          | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Avg. Transaction to Market %    | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Avg. Transactional Discount     | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Avg. Front End Gross            | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Avg. Finance Gross              | #DIV/0! | #DIV/0!   | #DIV/0!    |
| PUVR                            | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Total Gross (Units & PUVR)      | #DIV/0! | #DIV/0!   | #DIV/0!    |
| GROI                            | #DIV/0! | #DIV/0!   | #DIV/0!    |
| % with Trade                    | #DIV/0! | #DIV/0!   | #DIV/0!    |
| Avg. Over/Under Allowance       | #DIV/0! | #DIV/0!   | #DIV/0!    |



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