

This document was exported from Numbers. Each table was converted to a table object on each Numbers sheet and were placed on separate worksheets. Calculations may differ in Excel.

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Scoreboard DM	Table 1
Scoreboard SC	Table 1
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ed to an Excel worksheet. All other
Please be aware that formula

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Desk Manager(s)

Mike A
Mohammed R
Ralph Kolius
K J

Finance Manager(s)

Mohammed R
Sayed H
Maciring B
Giovanni I
K J

Sales Consultant(s)

Carlos C
Danilo M
David P
David T
Emmanuel F
Frederick G
Jonathan O
Michael d
Michael J
Phil B
Tiara B

New Car Franchise(s)
Acura



Scoreboard Totals



% Retailed of Non-Franchise Make	24%
Total # Retail Units	100
Avg. Days to Sale	26.8
Avg. Advertised Price (Time of Sale)	\$ 29,649
Avg. Transaction Price	\$ 29,857
Avg. Market Price at 100%	\$ 30,187
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (207)
Avg. Front-End Gross	\$ 2,867
Avg. Finance Gross	\$ 1,991
PUVR	\$ 4,858
Total Gross (Units & PUVR)	\$ 485,797
GROI	218%
% with Trade	24%
Avg. Over/Under Allowance	(\$261)

Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager

Totals

% Retailed of Non-New Franchise	24%	#NAME?	#NAME?
Total # Retail Units	100	0	0
Avg. Days to Sale	26.8	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	\$ 29,649	#NAME?	#NAME?
Avg. Transaction Price	\$ 29,857	#NAME?	#NAME?
Avg. Market Price at 100%	\$ 30,187	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	98%	#NAME?	#NAME?
Avg. Transaction to Market	99%	#NAME?	#NAME?
Avg. Transactional Discount	\$ (207)	#NAME?	#NAME?
Avg. Front-End Gross	\$ 2,867	#NAME?	#NAME?
Avg. Finance Gross	\$ 1,991	#NAME?	#NAME?
PUVR	\$ 4,858	#NAME?	#NAME?
Total Gross (Units & PUVR)	\$ 485,797	#NAME?	#NAME?
GROI	218%	#NAME?	#NAME?
% with Trade	24%	#NAME?	#NAME?
Avg. Over/Under Allowance	-261	#NAME?	#NAME?



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Scoreboard

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Sales Consultant

Totals

% Retailed of Non-New Franchise	24%	#NAME?	#NAME?
Total # Retail Units	100	0	0
Avg. Days to Sale	26.8	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	\$ 29,649	#NAME?	#NAME?
Avg. Transaction Price	\$ 29,857	#NAME?	#NAME?
Avg. Market Price at 100%	\$ 30,187	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	98%	#NAME?	#NAME?
Avg. Transaction to Market	99%	#NAME?	#NAME?
Avg. Transactional Discount	\$ (207)	#NAME?	#NAME?
Avg. Front-End Gross	\$ 2,867	#NAME?	#NAME?
Avg. Finance Gross	\$ 1,991	#NAME?	#NAME?
PUVR	\$ 4,858	#NAME?	#NAME?
Total Gross (Units & PUVR)	\$ 485,797	#NAME?	#NAME?
GROI	218%	#NAME?	#NAME?
% with Trade	24%	#NAME?	#NAME?
Avg. Over/Under Allowance	-261	#NAME?	#NAME?



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Scoreboard

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Finance Manager

Totals

% Retailed of Non-New Franchise	24%	#NAME?	#NAME?
Total # Retail Units	100	0	0
Avg. Days to Sale	26.8	#NAME?	#NAME?
Avg. Advertised Price (Time of Sale)	\$ 29,649	#NAME?	#NAME?
Avg. Transaction Price	\$ 29,857	#NAME?	#NAME?
Avg. Market Price at 100%	\$ 30,187	#NAME?	#NAME?
Avg. Price to Market % (Time of Sale)	98%	#NAME?	#NAME?
Avg. Transaction to Market	99%	#NAME?	#NAME?
Avg. Transactional Discount	\$ (207)	#NAME?	#NAME?
Avg. Front-End Gross	\$ 2,867	#NAME?	#NAME?
Avg. Finance Gross	\$ 1,991	#NAME?	#NAME?
PUVR	\$ 4,858	#NAME?	#NAME?
Total Gross (Units & PUVR)	\$ 485,797	#NAME?	#NAME?
GROI	218%	#NAME?	#NAME?
% with Trade	24%	#NAME?	#NAME?
Avg. Over/Under Allowance	-261	#NAME?	#NAME?



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Scoreboard

CPO

	Totals	Yes	No
Total # Retail Units		100	50
Avg. Days to Sale		26.8	#NAME?
Avg. Advertised Price (Time of Sale)	\$	29,649 \$	33,065 \$
Avg. Transaction Price	\$	29,857 \$	33,416 \$
Avg. Market Price at 100%	\$	30,187	#NAME?
Avg. Price to Market % (Time of Sale)		98%	#NAME?
Avg. Transaction to Market		99%	#NAME?
Avg. Transactional Discount	\$	(207) \$	(351) \$
Avg. Front-End Gross	\$	2,867 \$	3,406 \$
Avg. Finance Gross	\$	1,991 \$	2,229 \$
PUVR	\$	4,858 \$	5,635 \$
Total Gross (Units & PUVR)	\$	485,797 \$	281,741 \$
GROI		218%	#NAME?
% with Trade		24%	36%
Avg. Over/Under Allowance		-261	-153

Scoreboard

Same Brand as New

Totals Yes

No

Total # Retail Units		100		76		24
Avg. Days to Sale		26.8		#NAME?		#NAME?
Avg. Advertised Price (Time of Sale)	\$	29,649	\$	31,192	\$	24,753
Avg. Transaction Price	\$	29,857	\$	31,468	\$	24,753
Avg. Market Price at 100%	\$	30,187		#NAME?		#NAME?
Avg. Price to Market % (Time of Sale)		98%		#NAME?		#NAME?
Avg. Transaction to Market		99%		#NAME?		#NAME?
Avg. Transactional Discount	\$	(207)	\$	(277)	\$	12
Avg. Front-End Gross	\$	2,867	\$	2,898	\$	2,767
Avg. Finance Gross	\$	1,991	\$	2,276	\$	1,089
PUVR	\$	4,858	\$	5,174	\$	3,856
Total Gross (Units & PUVR)	\$	485,797	\$	393,254	\$	92,544
GROI		218%		#NAME?		#NAME?
% with Trade		24%		24%		25%
Avg. Over/Under Allowance		-261		-156		-738

Scoreboard

Source

	Totals	Trade on New	Trade on Used
Total # Retail Units	100	42	13
% of Retail Units	100%	42%	13%
% Retailed of Non-New Franchise	24%	31%	62%
Avg. Days to Sale	26.8	#NAME?	#NAME?
Avg. Transaction Price	\$ 29,857 \$	31,694 \$	19,032
Avg. Transaction to Market %	99%	98%	#NAME?
Avg. Transactional Discount	\$ (207) \$	(215) \$	(43)
Avg. Front End Gross	\$ 2,867 \$	2,875 \$	3,108
Avg. Finance Gross	\$ 1,991 \$	2,176 \$	930
PUVR	\$ 4,858 \$	5,051 \$	4,038
Total Gross (Units & PUVR)	\$ 485,797 \$	212,133 \$	52,497
GROI	218%	#NAME?	#NAME?
% with Trade	24%	31%	0%
Avg. Over/Under Allowance	-261	-342	#NAME?



	Street/Curb buy	Auction/wholesale	Loaner	LBO customer
	9	0	9	10
	9%	0%	9%	10%
	33%	#NAME?	0%	0%
	#NAME?	#NAME?	#NAME?	#NAME?
\$	29,092	#NAME? \$	34,939 \$	28,253
	102%	#NAME?	#NAME?	#NAME?
\$	(453)	#NAME? \$	101 \$	-
\$	2,253	#NAME? \$	2,333 \$	0
\$	2,265	#NAME? \$	1,205 \$	2,105
\$	4,518	#NAME? \$	3,538 \$	2,105
\$	40,664	#NAME? \$	31,839 \$	21,046
	#NAME?	#NAME?	#NAME?	#NAME?
	33%	#NAME?	44%	0%
	-583	#NAME?	33	#NAME?

BO OEM/Leasing cœntal Fleet (Enterprise, etc

Other

	17	0	0
	17%	0%	0%
	0%	#NAME?	#NAME?
	#NAME?	#NAME?	#NAME?
\$	32,251	#NAME?	#NAME?
	#NAME?	#NAME?	#NAME?
\$	(470)	#NAME?	#NAME?
\$	4,955	#NAME?	#NAME?
\$	2,552	#NAME?	#NAME?
\$	7,507	#NAME?	#NAME?
\$	127,618	#NAME?	#NAME?
	#NAME?	#NAME?	#NAME?
	24%	#NAME?	#NAME?
	0	#NAME?	#NAME?

Scoreboard

Age

	Totals	0-30 days	31-45 days
Total # Retail Units	100	56	18
% of Retail Units	100%	56%	18%
% Retailed of Non-New Franchise	24%	16%	22%
Avg. Days to Sale	26.8	15.2	36.7
Avg. Transaction Price	\$ 29,857	\$ 29,882	\$ 31,297
Avg. Transaction to Market %	99%	#NAME?	98%
Avg. Transactional Discount	\$ (207)	\$ (245)	\$ (228)
Avg. Front End Gross	\$ 2,867	\$ 3,142	\$ 3,565
Avg. Finance Gross	\$ 1,991	\$ 2,087	\$ 2,215
PUVR	\$ 4,858	\$ 5,229	\$ 5,780
Total Gross (Units & PUVR)	\$ 485,797	\$ 292,816	\$ 104,033
GROI	218%	415%	181%
% with Trade	24%	29%	33%
Avg. Over/Under Allowance	-261	-359	0



	46-60 days	61-90 days	90+ days
	6	5	4
	6%	5%	4%
	67%	60%	100%
	50.5	66.8	134.0
\$	22,076	\$ 38,099	\$ 30,636
	99%	96%	#NAME?
\$	(597)	\$ 264	\$ 46
\$	2,900	\$ 3,019	\$ 1,896
\$	1,430	\$ 1,840	\$ 1,059
\$	4,330	\$ 4,858	\$ 2,955
\$	25,977	\$ 24,292	\$ 11,819
	140%	69%	26%
	17%	20%	0%
	#NAME?	0	#NAME?