

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
JOHN HILL	STEPHEN HARTGRAVE	BRIAN WHITT
JEFF YATES		CODY ROGERS
JOSEPH MERCIER		DANIEL RAMPP
		RICHARD HAASE
		SCOTT MULLINAX















## Scoreboard Totals

% Retailed of Non-Franchise Make	18%
Total # Retail Units	40
Avg. Days to Sale	32.9
Avg. Advertised Price (Time of Sale)	\$ 46,272
Avg. Transaction Price	\$ 46,028
Avg. Market Price at 100%	\$ 13,203
Avg. Price to Market % (Time of Sale)	350%
Avg. Transaction to Market	349%
Avg. Transactional Discount	\$ 244
Avg. Front-End Gross	\$ 3,814
Avg. Finance Gross	\$ 564
PUVR	\$ 4,378
Total Gross (Units & PUVR)	\$ 175,131
GROI	104%
% with Trade	35%
Avg. Over/Under Allowance	\$13



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	JEFF YATES	JOSEPH MERCIER
% Retailed of Non-New Franchise	18%	#DIV/0!	18%
Total # Retail Units	40	0	40
Avg. Days to Sale	32.9	#DIV/0!	32.9
Avg. Advertised Price (Time of Sale)	\$ 46,272	#DIV/0!	\$ 46,272
Avg. Transaction Price	\$ 46,028	#DIV/0!	\$ 46,028
Avg. Market Price at 100%	\$ 13,203	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	350%	#DIV/0!	#REF!
Avg. Transaction to Market	349%	#DIV/0!	#REF!
Avg. Transactional Discount	\$ 244	#DIV/0!	\$ 244
Avg. Front-End Gross	\$ 3,814	#DIV/0!	\$ 3,814
Avg. Finance Gross	\$ 564	#DIV/0!	\$ 564
PUVR	\$ 4,378	#DIV/0!	\$ 4,378
Total Gross (Units & PUVR)	\$ 175,131	#DIV/0!	\$ 175,131
GROI	104%	#DIV/0!	104%
% with Trade	35%	#DIV/0!	35%
Avg. Over/Under Allowance	13	#DIV/0!	13









## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	BRIAN WHITT	CODY ROGERS	DANIEL RAMPP
% Retailed of Non-New Franchise	18%	17%	15%	0%
Total # Retail Units	40	12	13	3
Avg. Days to Sale	32.9	21.3	37.2	39.3
Avg. Advertised Price (Time of Sale)	\$ 46,272	\$ 60,333	\$ 33,137	\$ 46,263
Avg. Transaction Price	\$ 46,028	\$ 59,923	\$ 32,980	\$ 45,915
Avg. Market Price at 100%	\$ 13,203	#REF!	\$ 33,681	\$ 47,297
Avg. Price to Market % (Time of Sale)	350%	#REF!	98%	98%
Avg. Transaction to Market	349%	#REF!	98%	97%
Avg. Transactional Discount	\$ 244	\$ 410	\$ 157	\$ 348
Avg. Front-End Gross	\$ 3,814	\$ 5,553	\$ 2,099	\$ 5,267
Avg. Finance Gross	\$ 564	\$ 910	\$ 92	\$ 1,230
PUVR	\$ 4,378	\$ 6,463	\$ 2,191	\$ 6,497
Total Gross (Units & PUVR)	\$ 175,131	\$ 77,560	\$ 28,484	\$ 19,490
GROI	104%	183%	64%	130%
% with Trade	35%	33%	31%	67%
Avg. Over/Under Allowance	13	0	38	0



Select your staff member for each column.)

RICHARD HAASE	SCOTT MULLINAX				
0%	38%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
4	8	0	0	0	0
50.8	31.9	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 60,177	\$ 39,574	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 60,127	\$ 39,380	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 63,165	\$ 39,393	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
95%	100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
95%	100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 50	\$ 195	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,374	\$ 3,169	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 894	\$ 396	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,268	\$ 3,566	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,071	\$ 28,526	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
62%	102%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
25%	38%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!



















## Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	STEPHEN HARTGRAVE		
% Retailed of Non-New Franchise	18%	18%	#DIV/0!	#DIV/0!
Total # Retail Units	40	40	0	0
Avg. Days to Sale	32.9	32.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 46,272	\$ 46,272	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 46,028	\$ 46,028	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 13,203	#REF!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	350%	#REF!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	349%	#REF!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 244	\$ 244	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,814	\$ 3,814	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 564	\$ 564	#DIV/0!	#DIV/0!
PUVR	\$ 4,378	\$ 4,378	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 175,131	\$ 175,131	#DIV/0!	#DIV/0!
GROI	104%	104%	#DIV/0!	#DIV/0!
% with Trade	35%	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	13	13	#DIV/0!	#DIV/0!







# Scoreboard



CPO	Totals	Yes	No
Total # Retail Units	40	8	32
Avg. Days to Sale	32.9	39.1	31.3
Avg. Advertised Price (Time of Sale)	\$ 46,272	\$ 60,532	\$ 42,441
Avg. Transaction Price	\$ 46,028	\$ 60,372	\$ 42,441
Avg. Market Price at 100%	\$ 13,203	#REF!	\$ 42,110
Avg. Price to Market % (Time of Sale)	350%	#REF!	101%
Avg. Transaction to Market	349%	#REF!	101%
Avg. Transactional Discount	\$ 244	\$ 159	\$ 265
Avg. Front-End Gross	\$ 3,814	\$ 6,735	\$ 3,084
Avg. Finance Gross	\$ 564	\$ 716	\$ 526
PUVR	\$ 4,378	\$ 7,451	\$ 3,610
Total Gross (Units & PUVR)	\$ 175,131	\$ 59,607	\$ 115,524
GROI	104%	114%	98%
% with Trade	35%	63%	28%
Avg. Over/Under Allowance	13	0	16

## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	40	33	7
Avg. Days to Sale	32.9	32.3	35.4
Avg. Advertised Price (Time of Sale)	\$ 46,272	\$ 47,799	\$ 38,840
Avg. Transaction Price	\$ 46,028	\$ 47,552	\$ 38,840
Avg. Market Price at 100%	\$ 13,203	#REF!	\$ 39,605
Avg. Price to Market % (Time of Sale)	350%	#REF!	98%
Avg. Transaction to Market	349%	#REF!	98%
Avg. Transactional Discount	\$ 244	\$ 247	\$ 232
Avg. Front-End Gross	\$ 3,814	\$ 4,215	\$ 1,926
Avg. Finance Gross	\$ 564	\$ 578	\$ 498
PUVR	\$ 4,378	\$ 4,793	\$ 2,424
Total Gross (Units & PUVR)	\$ 175,131	\$ 158,164	\$ 16,967
GROI	104%	112%	63%
% with Trade	35%	15%	129%
Avg. Over/Under Allowance	13	15	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	40	10	6
% of Retail Units	100%	25%	15%
% Retailed of Non-New Franchise	18%	30%	33%
Avg. Days to Sale	32.9	26.9	30.8
Avg. Transaction Price	\$ 46,028	\$ 48,472	\$ 43,877
Avg. Transaction to Market %	349%	#REF!	102%
Avg. Transactional Discount	\$ 244	\$ (31)	\$ 180
Avg. Front End Gross	\$ 3,814	\$ 3,827	\$ 4,170
Avg. Finance Gross	\$ 564	\$ 284	\$ 2,175
PUVR	\$ 4,378	\$ 4,111	\$ 6,345
Total Gross (Units & PUVR)	\$ 175,131	\$ 41,109	\$ 38,067
GROI	104%	114%	169%
% with Trade	35%	40%	33%
Avg. Over/Under Allowance	13	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	11	3	0
25%	28%	8%	0%
20%	0%	0%	#DIV/0!
33.2	39.9	30.0	#DIV/0!
\$ 48,777	\$ 40,808	\$ 52,155	#DIV/0!
101%	99%	99%	#DIV/0!
\$ 786	\$ 102	\$ -	#DIV/0!
\$ 3,997	\$ 3,374	\$ 4,069	#DIV/0!
\$ 420	\$ 225	\$ -	#DIV/0!
\$ 4,416	\$ 3,599	\$ 4,069	#DIV/0!
\$ 44,163	\$ 39,586	\$ 12,206	#DIV/0!
98%	80%	94%	#DIV/0!
30%	36%	33%	#DIV/0!
0	45	0	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	40	17	17
% of Retail Units	100%	43%	43%
% Retailed of Non-New Franchise	18%	18%	12%
Avg. Days to Sale	32.9	17.5	39.5
Avg. Transaction Price	\$ 46,028	\$ 53,747	\$ 38,507
Avg. Transaction to Market %	349%	#REF!	99%
Avg. Transactional Discount	\$ 244	\$ 235	\$ 155
Avg. Front End Gross	\$ 3,814	\$ 5,344	\$ 2,636
Avg. Finance Gross	\$ 564	\$ 682	\$ 536
PUVR	\$ 4,378	\$ 6,026	\$ 3,171
Total Gross (Units & PUVR)	\$ 175,131	\$ 102,446	\$ 53,913
GROI	104%	231%	75%
% with Trade	35%	35%	35%
Avg. Over/Under Allowance	13	0	29



46-60 days	61-90 days	90+ days
4	2	0
10%	5%	0%
50%	0%	#DIV/0!
51.0	71.0	#DIV/0!
\$ 34,730	\$ 66,928	#DIV/0!
94%	92%	#DIV/0!
\$ 780	\$ -	#DIV/0!
\$ 991	\$ 6,477	#DIV/0!
\$ 464	\$ -	#DIV/0!
\$ 1,455	\$ 6,477	#DIV/0!
\$ 5,819	\$ 12,953	#DIV/0!
30%	49%	#DIV/0!
25%	50%	#DIV/0!
0	0	#DIV/0!