

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Thomas	Kyle	Steve
Todd		Megan
		Justin
		Todd
		Thomas
		House
		JP

Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	27
Avg. Days to Sale	119.0
Avg. Advertised Price (Time of Sale)	\$ 25,143
Avg. Transaction Price	\$ 23,708
Avg. Market Price at 100%	\$ 25,152
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 537
Avg. Front-End Gross	\$ 3,477
Avg. Finance Gross	\$ 838
PUVR	\$ 3,777
Total Gross (Units & PUVR)	\$ 101,973
GROI	48%
% with Trade	15%
Avg. Over/Under Allowance	\$107



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Thomas	Todd
% Retailed of Non-New Franchise	33%	41%	18%
Total # Retail Units	27	17	11
Avg. Days to Sale	119.0	54.1	219.3
Avg. Advertised Price (Time of Sale)	\$ 25,143	\$ 23,549	\$ 27,463
Avg. Transaction Price	\$ 23,708	\$ 21,615	\$ 26,944
Avg. Market Price at 100%	\$ 25,152	\$ 22,572	\$ 27,013
Avg. Price to Market % (Time of Sale)	100%	104%	102%
Avg. Transaction to Market	94%	96%	100%
Avg. Transactional Discount	\$ 537	\$ 549	\$ 518
Avg. Front-End Gross	\$ 3,477	\$ 2,425	\$ 5,104
Avg. Finance Gross	\$ 838	\$ 701	\$ 975
PUVR	\$ 3,777	\$ 2,631	\$ 5,548
Total Gross (Units & PUVR)	\$ 101,973	\$ 44,723	\$ 61,026
GROI	48%	81%	34%
% with Trade	15%	12%	18%
Avg. Over/Under Allowance	107	82	145



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Steve	Megan
% Retailed of Non-New Franchise	33%	20%	33%
Total # Retail Units	27	5	6
Avg. Days to Sale	119.0	86.2	204.7
Avg. Advertised Price (Time of Sale)	\$ 25,143	\$ 17,880	\$ 16,358
Avg. Transaction Price	\$ 23,708	\$ 17,570	\$ 16,192
Avg. Market Price at 100%	\$ 25,152	\$ 17,119	\$ 16,641
Avg. Price to Market % (Time of Sale)	100%	104%	98%
Avg. Transaction to Market	94%	103%	97%
Avg. Transactional Discount	\$ 537	\$ 310	\$ 167
Avg. Front-End Gross	\$ 3,477	\$ 3,329	\$ 4,314
Avg. Finance Gross	\$ 838	\$ 1,005	\$ 816
PUVR	\$ 3,777	\$ 3,932	\$ 4,450
Total Gross (Units & PUVR)	\$ 101,973	\$ 19,660	\$ 26,699
GROI	48%	93%	48%
% with Trade	15%	0%	33%
Avg. Over/Under Allowance	107	0	217



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

Justin	Todd	Thomas	House
0%	40%	33%	43%
2	5	3	7
379.0	75.2	88.7	38.9
\$ 36,950	\$ 18,227	\$ 34,050	\$ 37,356
\$ 35,800	\$ 18,190	\$ 33,417	\$ 30,863
\$ 37,308	\$ 18,903	\$ 32,411	\$ 32,722
99%	96%	105%	114%
96%	96%	103%	94%
\$ 1,150	\$ 37	\$ 633	\$ 1,157
\$ 4,088	\$ 3,210	\$ 8,709	\$ 641
\$ 850	\$ 245	\$ 1,474	\$ 887
\$ 4,938	\$ 3,308	\$ 9,201	\$ 768
\$ 9,875	\$ 16,538	\$ 27,602	\$ 5,374
13%	87%	112%	23%
50%	20%	0%	0%
250	240	0	0

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Kyle	
% Retailed of Non-New Franchise	33%	32%	#DIV/0!
Total # Retail Units	27	28	0
Avg. Days to Sale	119.0	119.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,143	\$ 25,143	#DIV/0!
Avg. Transaction Price	\$ 23,708	\$ 23,708	#DIV/0!
Avg. Market Price at 100%	\$ 25,152	\$ 24,316	#DIV/0!
Avg. Price to Market % (Time of Sale)	100%	103%	#DIV/0!
Avg. Transaction to Market	94%	97%	#DIV/0!
Avg. Transactional Discount	\$ 537	\$ 537	#DIV/0!
Avg. Front-End Gross	\$ 3,477	\$ 3,477	#DIV/0!
Avg. Finance Gross	\$ 838	\$ 838	#DIV/0!
PUVR	\$ 3,777	\$ 3,777	#DIV/0!
Total Gross (Units & PUVR)	\$ 101,973	\$ 105,749	#DIV/0!
GROI	48%	48%	#DIV/0!
% with Trade	15%	0%	#DIV/0!
Avg. Over/Under Allowance	107	107	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	27	0	28
Avg. Days to Sale	119.0	#DIV/0!	119.0
Avg. Advertised Price (Time of Sale)	\$ 25,143	#DIV/0!	\$ 23,708
Avg. Transaction Price	\$ 23,708	#DIV/0!	\$ 23,708
Avg. Market Price at 100%	\$ 25,152	#DIV/0!	\$ 24,316
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	97%
Avg. Transaction to Market	94%	#DIV/0!	97%
Avg. Transactional Discount	\$ 537	#DIV/0!	\$ 537
Avg. Front-End Gross	\$ 3,477	#DIV/0!	\$ 3,477
Avg. Finance Gross	\$ 838	#DIV/0!	\$ 838
PUVR	\$ 3,777	#DIV/0!	\$ 3,777
Total Gross (Units & PUVR)	\$ 101,973	#DIV/0!	\$ 105,749
GROI	48%	#DIV/0!	48%
% with Trade	15%	#DIV/0!	14%
Avg. Over/Under Allowance	107	#DIV/0!	107



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	27	18	9
Avg. Days to Sale	119.0	151.9	66.0
Avg. Advertised Price (Time of Sale)	\$ 25,143	\$ 27,535	\$ 19,172
Avg. Transaction Price	\$ 23,708	\$ 25,553	\$ 19,172
Avg. Market Price at 100%	\$ 25,152	\$ 26,268	\$ 19,449
Avg. Price to Market % (Time of Sale)	100%	105%	99%
Avg. Transaction to Market	94%	97%	99%
Avg. Transactional Discount	\$ 537	\$ 452	\$ 767
Avg. Front-End Gross	\$ 3,477	\$ 4,441	\$ 1,831
Avg. Finance Gross	\$ 838	\$ 961	\$ 670
PUVR	\$ 3,777	\$ 4,814	\$ 1,979
Total Gross (Units & PUVR)	\$ 101,973	\$ 86,658	\$ 17,815
GROI	48%	45%	56%
% with Trade	15%	0%	44%
Avg. Over/Under Allowance	107	167	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	27	9	8
% of Retail Units	100%	33%	30%
% Retailed of Non-New Franchise	33%	11%	50%
Avg. Days to Sale	119.0	208.6	97.8
Avg. Transaction Price	\$ 23,708	\$ 33,444	\$ 8,338
Avg. Transaction to Market %	94%	98%	#DIV/0!
Avg. Transactional Discount	\$ 537	\$ 994	\$ 163
Avg. Front End Gross	\$ 3,477	\$ 4,017	\$ 2,713
Avg. Finance Gross	\$ 838	\$ 1,047	\$ 496
PUVR	\$ 3,777	\$ 4,483	\$ 2,836
Total Gross (Units & PUVR)	\$ 101,973	\$ 40,346	\$ 22,691
GROI	48%	23%	125%
% with Trade	15%	22%	25%
Avg. Over/Under Allowance	107	178	175



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	11	0	0
0%	41%	0%	0%
#DIV/0!	36%	#DIV/0!	#DIV/0!
#DIV/0!	61.1	#DIV/0!	#DIV/0!
#DIV/0!	\$ 26,921	#DIV/0!	#DIV/0!
#DIV/0!	97%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 435	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,592	#DIV/0!	#DIV/0!
#DIV/0!	\$ 800	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,883	#DIV/0!	#DIV/0!
#DIV/0!	\$ 42,712	#DIV/0!	#DIV/0!
#DIV/0!	85%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/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	27	11	2
% of Retail Units	100%	41%	7%
% Retailed of Non-New Franchise	33%	36%	100%
Avg. Days to Sale	119.0	14.8	36.5
Avg. Transaction Price	\$ 23,708	\$ 19,621	\$ 7,450
Avg. Transaction to Market %	94%	#DIV/0!	98%
Avg. Transactional Discount	\$ 537	\$ (151)	\$ 250
Avg. Front End Gross	\$ 3,477	\$ 2,271	\$ 3,189
Avg. Finance Gross	\$ 838	\$ 732	#DIV/0!
PUVR	\$ 3,777	\$ 3,002	#DIV/0!
Total Gross (Units & PUVR)	\$ 101,973	\$ 33,022	#DIV/0!
GROI	48%	372%	#DIV/0!
% with Trade	15%	9%	0%
Avg. Over/Under Allowance	107	100	0



46-60 days	61-90 days	90+ days
2	3	10
7%	11%	37%
50%	33%	10%
57.5	73.0	276.1
\$ 25,750	\$ 25,667	\$ 30,460
94%	103%	98%
\$ 1,700	\$ 1,133	\$ 940
\$ 2,099	\$ 3,260	\$ 5,204
#DIV/0!	#DIV/0!	\$ 909
#DIV/0!	#DIV/0!	\$ 6,113
#DIV/0!	#DIV/0!	\$ 61,128
#DIV/0!	#DIV/0!	26%
50%	0%	20%
100	0	170