

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Meredith Iacone	Syed Ali	Dave Pittman
Alex Mannino		AJ Gandhi
		Matt Walls
		Hamad Ali
		Rafael Romero

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	22
Avg. Days to Sale	43.8
Avg. Advertised Price (Time of Sale)	\$ 20,650
Avg. Transaction Price	\$ 19,858
Avg. Market Price at 100%	\$ 21,460
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 792
Avg. Front-End Gross	\$ 804
Avg. Finance Gross	\$ 1,286
PUVR	\$ 2,090
Total Gross (Units & PUVR)	\$ 45,979
GROI	86%
% with Trade	36%
Avg. Over/Under Allowance	\$369



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Meredith Iacone	Alex Mannino
% Retailed of Non-New Franchise	32%	45%	18%
Total # Retail Units	22	11	11
Avg. Days to Sale	43.8	41.5	46.2
Avg. Advertised Price (Time of Sale)	\$ 20,650	\$ 19,964	\$ 21,336
Avg. Transaction Price	\$ 19,858	\$ 19,308	\$ 20,409
Avg. Market Price at 100%	\$ 21,460	\$ 20,729	\$ 22,332
Avg. Price to Market % (Time of Sale)	96%	96%	96%
Avg. Transaction to Market	93%	93%	91%
Avg. Transactional Discount	\$ 792	\$ 656	\$ 927
Avg. Front-End Gross	\$ 804	\$ 830	\$ 779
Avg. Finance Gross	\$ 1,286	\$ 1,411	\$ 1,160
PUVR	\$ 2,090	\$ 2,241	\$ 1,939
Total Gross (Units & PUVR)	\$ 45,979	\$ 24,651	\$ 21,328
GROI	86%	101%	74%
% with Trade	36%	36%	36%
Avg. Over/Under Allowance	369	175	563



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Dave Pittman	AJ Gandhi
% Retailed of Non-New Franchise	32%	25%	40%
Total # Retail Units	22	8	10
Avg. Days to Sale	43.8	31.3	36.8
Avg. Advertised Price (Time of Sale)	\$ 20,650	\$ 18,225	\$ 21,210
Avg. Transaction Price	\$ 19,858	\$ 16,778	\$ 20,902
Avg. Market Price at 100%	\$ 21,460	\$ 19,106	\$ 22,348
Avg. Price to Market % (Time of Sale)	96%	95%	95%
Avg. Transaction to Market	93%	88%	94%
Avg. Transactional Discount	\$ 792	\$ 1,447	\$ 308
Avg. Front-End Gross	\$ 804	\$ 468	\$ 1,261
Avg. Finance Gross	\$ 1,286	\$ 1,243	\$ 1,121
PUVR	\$ 2,090	\$ 1,711	\$ 2,381
Total Gross (Units & PUVR)	\$ 45,979	\$ 13,688	\$ 23,811
GROI	86%	117%	111%
% with Trade	36%	13%	50%
Avg. Over/Under Allowance	369	0	390



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

Rafael Romero			
25%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
86.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,100	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,410	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,334	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 690	#DIV/0!	#DIV/0!	#DIV/0!
\$ 335	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,785	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,120	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,480	#DIV/0!	#DIV/0!	#DIV/0!
38%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
500	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Syed Ali	
% Retailed of Non-New Franchise	32%	32%	#DIV/0!
Total # Retail Units	22	22	0
Avg. Days to Sale	43.8	43.8	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,650	\$ 20,650	#DIV/0!
Avg. Transaction Price	\$ 19,858	\$ 19,858	#DIV/0!
Avg. Market Price at 100%	\$ 21,460	\$ 21,530	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	96%	#DIV/0!
Avg. Transaction to Market	93%	92%	#DIV/0!
Avg. Transactional Discount	\$ 792	\$ 792	#DIV/0!
Avg. Front-End Gross	\$ 804	\$ 804	#DIV/0!
Avg. Finance Gross	\$ 1,286	\$ 1,286	#DIV/0!
PUVR	\$ 2,090	\$ 2,090	#DIV/0!
Total Gross (Units & PUVR)	\$ 45,979	\$ 45,979	#DIV/0!
GROI	86%	86%	#DIV/0!
% with Trade	36%	0%	#DIV/0!
Avg. Over/Under Allowance	369	369	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	22	13	9
Avg. Days to Sale	43.8	36.2	54.8
Avg. Advertised Price (Time of Sale)	\$ 20,650	\$ 22,500	\$ 17,120
Avg. Transaction Price	\$ 19,858	\$ 21,754	\$ 17,120
Avg. Market Price at 100%	\$ 21,460	\$ 23,608	\$ 18,529
Avg. Price to Market % (Time of Sale)	96%	95%	92%
Avg. Transaction to Market	93%	92%	92%
Avg. Transactional Discount	\$ 792	\$ 746	\$ 857
Avg. Front-End Gross	\$ 804	\$ 1,085	\$ 399
Avg. Finance Gross	\$ 1,286	\$ 1,503	\$ 971
PUVR	\$ 2,090	\$ 2,588	\$ 1,370
Total Gross (Units & PUVR)	\$ 45,979	\$ 33,649	\$ 12,330
GROI	86%	118%	53%
% with Trade	36%	46%	22%
Avg. Over/Under Allowance	369	208	850



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	22	15	7
Avg. Days to Sale	43.8	42.9	45.7
Avg. Advertised Price (Time of Sale)	\$ 20,650	\$ 21,960	\$ 16,741
Avg. Transaction Price	\$ 19,858	\$ 21,313	\$ 16,741
Avg. Market Price at 100%	\$ 21,460	\$ 22,882	\$ 18,634
Avg. Price to Market % (Time of Sale)	96%	96%	90%
Avg. Transaction to Market	93%	93%	90%
Avg. Transactional Discount	\$ 792	\$ 647	\$ 1,102
Avg. Front-End Gross	\$ 804	\$ 974	\$ 441
Avg. Finance Gross	\$ 1,286	\$ 1,465	\$ 902
PUVR	\$ 2,090	\$ 2,439	\$ 1,343
Total Gross (Units & PUVR)	\$ 45,979	\$ 36,579	\$ 9,400
GROI	86%	96%	63%
% with Trade	36%	47%	14%
Avg. Over/Under Allowance	369	321	700



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	22	3	9
% of Retail Units	100%	14%	41%
% Retailed of Non-New Franchise	32%	0%	67%
Avg. Days to Sale	43.8	18.3	49.2
Avg. Transaction Price	\$ 19,858	\$ 25,290	\$ 17,345
Avg. Transaction to Market %	93%	101%	93%
Avg. Transactional Discount	\$ 792	\$ (123)	\$ 722
Avg. Front End Gross	\$ 804	\$ 1,978	\$ 530
Avg. Finance Gross	\$ 1,286	\$ 1,313	\$ 1,262
PUVR	\$ 2,090	\$ 3,292	\$ 1,792
Total Gross (Units & PUVR)	\$ 45,979	\$ 9,875	\$ 16,131
GROI	86%	256%	76%
% with Trade	36%	67%	33%
Avg. Over/Under Allowance	369	375	67



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	10	0	0
0%	45%	0%	0%
#DIV/0!	10%	#DIV/0!	#DIV/0!
#DIV/0!	46.6	#DIV/0!	#DIV/0!
#DIV/0!	\$ 20,491	#DIV/0!	#DIV/0!
#DIV/0!	90%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,129	#DIV/0!	#DIV/0!
#DIV/0!	\$ 698	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,299	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,997	#DIV/0!	#DIV/0!
#DIV/0!	\$ 19,973	#DIV/0!	#DIV/0!
#DIV/0!	75%	#DIV/0!	#DIV/0!
#DIV/0!	30%	#DIV/0!	#DIV/0!
#DIV/0!	667	#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	22	13	3
% of Retail Units	100%	59%	14%
% Retailed of Non-New Franchise	32%	23%	33%
Avg. Days to Sale	43.8	18.3	37.0
Avg. Transaction Price	\$ 19,858	\$ 18,649	\$ 21,283
Avg. Transaction to Market %	93%	91%	98%
Avg. Transactional Discount	\$ 792	\$ 712	\$ 683
Avg. Front End Gross	\$ 804	\$ 1,039	\$ 1,117
Avg. Finance Gross	\$ 1,286	\$ 1,301	\$ 1,091
PUVR	\$ 2,090	\$ 2,340	\$ 2,209
Total Gross (Units & PUVR)	\$ 45,979	\$ 30,421	\$ 6,626
GROI	86%	247%	101%
% with Trade	36%	23%	33%
Avg. Over/Under Allowance	369	83	0



46-60 days	61-90 days	90+ days
1	1	4
5%	5%	18%
100%	100%	25%
49.0	80.0	121.5
\$ 17,900	\$ 14,300	\$ 24,599
92%	79%	97%
\$ 2,000	\$ 1,700	\$ 601
\$ (615)	\$ (32)	\$ 370
\$ 850	\$ -	\$ 1,812
\$ 235	\$ (32)	\$ 2,182
\$ 235	\$ (32)	\$ 8,729
10%	-1%	26%
100%	0%	75%
700	#DIV/0!	667