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## Scoreboard Totals

|                                       |           |
|---------------------------------------|-----------|
| % Retailed of Non-Franchise Make      | 19%       |
| Total # Retail Units                  | 16        |
| Avg. Days to Sale                     | 38.1      |
| Avg. Advertised Price (Time of Sale)  | \$ 30,192 |
| Avg. Transaction Price                | \$ 30,055 |
| Avg. Market Price at 100%             | \$ 30,763 |
| Avg. Price to Market % (Time of Sale) | 98%       |
| Avg. Transaction to Market            | 98%       |
| Avg. Transactional Discount           | \$ 96     |
| Avg. Front-End Gross                  | \$ 3,079  |
| Avg. Finance Gross                    | \$ 1,189  |
| PUVR                                  | \$ 4,268  |
| Total Gross (Units & PUVR)            | \$ 68,291 |
| GROI                                  | 134%      |
| % with Trade                          | 6%        |
| Avg. Over/Under Allowance             | \$0       |



ACADEMY

## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals    | Bob Atwood |         |
|---------------------------------------|-----------|------------|---------|
| % Retailed of Non-New Franchise       | 19%       | #DIV/0!    | #DIV/0! |
| Total # Retail Units                  | 16        | 0          | 0       |
| Avg. Days to Sale                     | 38.1      | #DIV/0!    | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 30,192 | #DIV/0!    | #DIV/0! |
| Avg. Transaction Price                | \$ 30,055 | #DIV/0!    | #DIV/0! |
| Avg. Market Price at 100%             | \$ 30,763 | #DIV/0!    | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 98%       | #DIV/0!    | #DIV/0! |
| Avg. Transaction to Market            | 98%       | #DIV/0!    | #DIV/0! |
| Avg. Transactional Discount           | \$ 96     | #DIV/0!    | #DIV/0! |
| Avg. Front-End Gross                  | \$ 3,079  | #DIV/0!    | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,189  | #DIV/0!    | #DIV/0! |
| PUVR                                  | \$ 4,268  | #DIV/0!    | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 68,291 | #DIV/0!    | #DIV/0! |
| GROI                                  | 134%      | #DIV/0!    | #DIV/0! |
| % with Trade                          | 6%        | #DIV/0!    | #DIV/0! |
| Avg. Over/Under Allowance             | 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    | Mike Lucki | Matt Vollmers |
|---------------------------------------|-----------|------------|---------------|
| % Retailed of Non-New Franchise       | 19%       | #DIV/0!    | #DIV/0!       |
| Total # Retail Units                  | 16        | 0          | 0             |
| Avg. Days to Sale                     | 38.1      | #DIV/0!    | #DIV/0!       |
| Avg. Advertised Price (Time of Sale)  | \$ 30,192 | #DIV/0!    | #DIV/0!       |
| Avg. Transaction Price                | \$ 30,055 | #DIV/0!    | #DIV/0!       |
| Avg. Market Price at 100%             | \$ 30,763 | #DIV/0!    | #DIV/0!       |
| Avg. Price to Market % (Time of Sale) | 98%       | #DIV/0!    | #DIV/0!       |
| Avg. Transaction to Market            | 98%       | #DIV/0!    | #DIV/0!       |
| Avg. Transactional Discount           | \$ 96     | #DIV/0!    | #DIV/0!       |
| Avg. Front-End Gross                  | \$ 3,079  | #DIV/0!    | #DIV/0!       |
| Avg. Finance Gross                    | \$ 1,189  | #DIV/0!    | #DIV/0!       |
| PUVR                                  | \$ 4,268  | #DIV/0!    | #DIV/0!       |
| Total Gross (Units & PUVR)            | \$ 68,291 | #DIV/0!    | #DIV/0!       |
| GROI                                  | 134%      | #DIV/0!    | #DIV/0!       |
| % with Trade                          | 6%        | #DIV/0!    | #DIV/0!       |
| Avg. Over/Under Allowance             | 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    | Walker Strong |         |
|---------------------------------------|-----------|---------------|---------|
| % Retailed of Non-New Franchise       | 19%       | #DIV/0!       | #DIV/0! |
| Total # Retail Units                  | 16        | 0             | 0       |
| Avg. Days to Sale                     | 38.1      | #DIV/0!       | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 30,192 | #DIV/0!       | #DIV/0! |
| Avg. Transaction Price                | \$ 30,055 | #DIV/0!       | #DIV/0! |
| Avg. Market Price at 100%             | \$ 30,763 | #DIV/0!       | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 98%       | #DIV/0!       | #DIV/0! |
| Avg. Transaction to Market            | 98%       | #DIV/0!       | #DIV/0! |
| Avg. Transactional Discount           | \$ 96     | #DIV/0!       | #DIV/0! |
| Avg. Front-End Gross                  | \$ 3,079  | #DIV/0!       | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,189  | #DIV/0!       | #DIV/0! |
| PUVR                                  | \$ 4,268  | #DIV/0!       | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 68,291 | #DIV/0!       | #DIV/0! |
| GROI                                  | 134%      | #DIV/0!       | #DIV/0! |
| % with Trade                          | 6%        | #DIV/0!       | #DIV/0! |
| Avg. Over/Under Allowance             | 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                  | 16        | 0       | 15        |
| Avg. Days to Sale                     | 38.1      | #DIV/0! | 38.1      |
| Avg. Advertised Price (Time of Sale)  | \$ 30,192 | #DIV/0! | \$ 30,055 |
| Avg. Transaction Price                | \$ 30,055 | #DIV/0! | \$ 30,055 |
| Avg. Market Price at 100%             | \$ 30,763 | #DIV/0! | #DIV/0!   |
| Avg. Price to Market % (Time of Sale) | 98%       | #DIV/0! | #DIV/0!   |
| Avg. Transaction to Market            | 98%       | #DIV/0! | #DIV/0!   |
| Avg. Transactional Discount           | \$ 96     | #DIV/0! | \$ 96     |
| Avg. Front-End Gross                  | \$ 3,079  | #DIV/0! | \$ 3,079  |
| Avg. Finance Gross                    | \$ 1,189  | #DIV/0! | \$ 1,189  |
| PUVR                                  | \$ 4,268  | #DIV/0! | \$ 4,268  |
| Total Gross (Units & PUVR)            | \$ 68,291 | #DIV/0! | \$ 64,023 |
| GROI                                  | 134%      | #DIV/0! | 134%      |
| % with Trade                          | 6%        | #DIV/0! | 7%        |
| Avg. Over/Under Allowance             | 0         | #DIV/0! | 0         |



## Scoreboard

| Same Brand as New                     | Totals    | Yes       | No        |
|---------------------------------------|-----------|-----------|-----------|
| Total # Retail Units                  | 16        | 9         | 3         |
| Avg. Days to Sale                     | 38.1      | 36.4      | 29.7      |
| Avg. Advertised Price (Time of Sale)  | \$ 30,192 | \$ 28,945 | \$ 38,756 |
| Avg. Transaction Price                | \$ 30,055 | \$ 28,817 | \$ 38,756 |
| Avg. Market Price at 100%             | \$ 30,763 | \$ 29,274 | #DIV/0!   |
| Avg. Price to Market % (Time of Sale) | 98%       | 99%       | #DIV/0!   |
| Avg. Transaction to Market            | 98%       | 98%       | #DIV/0!   |
| Avg. Transactional Discount           | \$ 96     | \$ 128    | \$ -      |
| Avg. Front-End Gross                  | \$ 3,079  | \$ 3,387  | \$ 2,946  |
| Avg. Finance Gross                    | \$ 1,189  | \$ 1,129  | \$ 2,473  |
| PUVR                                  | \$ 4,268  | \$ 4,515  | \$ 5,419  |
| Total Gross (Units & PUVR)            | \$ 68,291 | \$ 40,639 | \$ 16,257 |
| GROI                                  | 134%      | 155%      | 170%      |
| % with Trade                          | 6%        | 11%       | 0%        |
| Avg. Over/Under Allowance             | 0         | 0         | #DIV/0!   |



## Scoreboard

| Source                          | Totals    | Trade on New | Trade on Used |
|---------------------------------|-----------|--------------|---------------|
| Total # Retail Units            | 16        | 8            | 4             |
| % of Retail Units               | 100%      | 50%          | 25%           |
| % Retailed of Non-New Franchise | 19%       | 25%          | 0%            |
| Avg. Days to Sale               | 38.1      | 32.4         | 30.3          |
| Avg. Transaction Price          | \$ 30,055 | \$ 29,763    | \$ 27,311     |
| Avg. Transaction to Market %    | 98%       | #DIV/0!      | 98%           |
| Avg. Transactional Discount     | \$ 96     | \$ 79        | \$ -          |
| Avg. Front End Gross            | \$ 3,079  | \$ 3,266     | \$ 4,338      |
| Avg. Finance Gross              | \$ 1,189  | \$ 1,108     | \$ 735        |
| PUVR                            | \$ 4,268  | \$ 4,374     | \$ 5,073      |
| Total Gross (Units & PUVR)      | \$ 68,291 | \$ 34,989    | \$ 20,293     |
| GROI                            | 134%      | 163%         | 221%          |
| % with Trade                    | 6%        | 0%           | 0%            |
| Avg. Over/Under Allowance       | 0         | #DIV/0!      | #DIV/0!       |



| Street/Curb buy | Auction/wholesale | Loaner  | LBO customer |
|-----------------|-------------------|---------|--------------|
| 0               | 1                 | 0       | 0            |
| 0%              | 6%                | 0%      | 0%           |
| #DIV/0!         | 100%              | #DIV/0! | #DIV/0!      |
| #DIV/0!         | 78.0              | #DIV/0! | #DIV/0!      |
| #DIV/0!         | \$ 24,196         | #DIV/0! | #DIV/0!      |
| #DIV/0!         | 100%              | #DIV/0! | #DIV/0!      |
| #DIV/0!         | \$ -              | #DIV/0! | #DIV/0!      |
| #DIV/0!         | \$ 511            | #DIV/0! | #DIV/0!      |
| #DIV/0!         | \$ 210            | #DIV/0! | #DIV/0!      |
| #DIV/0!         | \$ 721            | #DIV/0! | #DIV/0!      |
| #DIV/0!         | \$ 721            | #DIV/0! | #DIV/0!      |
| #DIV/0!         | 14%               | #DIV/0! | #DIV/0!      |
| #DIV/0!         | 0%                | #DIV/0! | #DIV/0!      |
| #DIV/0!         | #DIV/0!           | #DIV/0! | #DIV/0!      |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other     |
|----------------|--------------------------------|-----------|
| 0              | 0                              | 2         |
| 0%             | 0%                             | 13%       |
| #DIV/0!        | #DIV/0!                        | 0%        |
| #DIV/0!        | #DIV/0!                        | 56.5      |
| #DIV/0!        | #DIV/0!                        | \$ 39,642 |
| #DIV/0!        | #DIV/0!                        | 99%       |
| #DIV/0!        | #DIV/0!                        | \$ 340    |
| #DIV/0!        | #DIV/0!                        | \$ 1,097  |
| #DIV/0!        | #DIV/0!                        | \$ 2,913  |
| #DIV/0!        | #DIV/0!                        | \$ 4,010  |
| #DIV/0!        | #DIV/0!                        | \$ 8,020  |
| #DIV/0!        | #DIV/0!                        | 64%       |
| #DIV/0!        | #DIV/0!                        | 50%       |
| #DIV/0!        | #DIV/0!                        | 0         |

## Scoreboard

| Age                             | Totals    | 0-30 days | 31-45 days |
|---------------------------------|-----------|-----------|------------|
| Total # Retail Units            | 16        | 6         | 6          |
| % of Retail Units               | 100%      | 38%       | 38%        |
| % Retailed of Non-New Franchise | 19%       | 33%       | 0%         |
| Avg. Days to Sale               | 38.1      | 10.3      | 41.3       |
| Avg. Transaction Price          | \$ 30,055 | \$ 30,806 | \$ 31,431  |
| Avg. Transaction to Market %    | 98%       | #DIV/0!   | 96%        |
| Avg. Transactional Discount     | \$ 96     | \$ 175    | \$ 26      |
| Avg. Front End Gross            | \$ 3,079  | \$ 3,836  | \$ 3,603   |
| Avg. Finance Gross              | \$ 1,189  | \$ 1,919  | \$ 369     |
| PUVR                            | \$ 4,268  | \$ 5,755  | \$ 3,972   |
| Total Gross (Units & PUVR)      | \$ 68,291 | \$ 34,530 | \$ 23,831  |
| GROI                            | 134%      | 651%      | 110%       |
| % with Trade                    | 6%        | 17%       | 0%         |
| Avg. Over/Under Allowance       | 0         | 0         | #DIV/0!    |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 0          | 2          | 1         |
| 0%         | 13%        | 6%        |
| #DIV/0!    | 50%        | 0%        |
| #DIV/0!    | 74.5       | 112.0     |
| #DIV/0!    | \$ 19,713  | \$ 37,984 |
| #DIV/0!    | 98%        | 98%       |
| #DIV/0!    | \$ -       | \$ -      |
| #DIV/0!    | \$ 526     | \$ 500    |
| #DIV/0!    | \$ 105     | \$ 3,900  |
| #DIV/0!    | \$ 631     | \$ 4,400  |
| #DIV/0!    | \$ 1,262   | \$ 4,400  |
| #DIV/0!    | 15%        | 37%       |
| #DIV/0!    | 0%         | 0%        |
| #DIV/0!    | #DIV/0!    | #DIV/0!   |