

Scoreboard Totals

% Retailed of Non-Franchise Make	13%
Total # Retail Units	16
Avg. Days to Sale	70.7
Avg. Advertised Price (Time of Sale)	\$ 330,134
Avg. Transaction Price	\$ 325,641
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 4,493
Avg. Front-End Gross	\$ 15,309
Avg. Finance Gross	\$ 6,070
PUVR	\$ 19,356
Total Gross (Units & PUVR)	\$ 309,697
GROI	30%
% with Trade	25%
Avg. Over/Under Allowance	\$5,000



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	NICKOLAS JONES
% Retailed of Non-New Franchise	13%	#DIV/0!	0%
Total # Retail Units	16	0	2
Avg. Days to Sale	70.7	#DIV/0!	38.0
Avg. Advertised Price (Time of Sale)	\$ 330,134	#DIV/0!	\$ 309,900
Avg. Transaction Price	\$ 325,641	#DIV/0!	\$ 297,000
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	\$ 323,385
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	96%
Avg. Transaction to Market	#DIV/0!	#DIV/0!	92%
Avg. Transactional Discount	\$ 4,493	#DIV/0!	\$ 12,900
Avg. Front-End Gross	\$ 15,309	#DIV/0!	\$ 7,310
Avg. Finance Gross	\$ 6,070	#DIV/0!	\$ -
PUVR	\$ 19,356	#DIV/0!	\$ 7,310
Total Gross (Units & PUVR)	\$ 309,697	#DIV/0!	\$ 14,619
GROI	30%	#DIV/0!	23%
% with Trade	25%	#DIV/0!	0%
Avg. Over/Under Allowance	5,000	#DIV/0!	#DIV/0!



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

SAMUEL NOVAK			
8%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
75.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 333,246	#DIV/0!	#DIV/0!	#DIV/0!
\$ 330,047	#DIV/0!	#DIV/0!	#DIV/0!
\$ 336,642	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,200	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,540	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,588	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,209	#DIV/0!	#DIV/0!	#DIV/0!
\$ 275,722	#DIV/0!	#DIV/0!	#DIV/0!
31%	#DIV/0!	#DIV/0!	#DIV/0!
31%	#DIV/0!	#DIV/0!	#DIV/0!
5,000	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	RANDALL MCCALL	DALLAS BARTLETT
% Retailed of Non-New Franchise	13%	25%	0%
Total # Retail Units	16	4	1
Avg. Days to Sale	70.7	70.8	42.0
Avg. Advertised Price (Time of Sale)	\$ 330,134	\$ 258,197	\$ 299,900
Avg. Transaction Price	\$ 325,641	\$ 256,430	\$ 290,000
Avg. Market Price at 100%	#DIV/0!	\$ 260,051	\$ 310,138
Avg. Price to Market % (Time of Sale)	#DIV/0!	99%	97%
Avg. Transaction to Market	#DIV/0!	99%	94%
Avg. Transactional Discount	\$ 4,493	\$ 1,768	\$ 9,900
Avg. Front-End Gross	\$ 15,309	\$ 9,362	\$ (3,457)
Avg. Finance Gross	\$ 6,070	\$ 13,336	\$ -
PUVR	\$ 19,356	\$ 16,030	\$ (3,457)
Total Gross (Units & PUVR)	\$ 309,697	\$ 64,119	\$ (3,457)
GROI	30%	32%	-10%
% with Trade	25%	25%	0%
Avg. Over/Under Allowance	5,000	#DIV/0!	#DIV/0!



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

RANGITH BABRAH	RICHARD AHUMADA	JORDAN HAUJ	TRAVIS TOMLINSON
0%	0%	0%	0%
1	3	2	3
83.0	58.7	106.0	76.7
\$ 319,900	\$ 457,728	\$ 301,816	\$ 334,233
\$ 319,000	\$ 460,216	\$ 298,671	\$ 322,633
\$ 320,803	\$ 455,342	\$ 305,032	\$ 346,416
100%	101%	99%	96%
99%	101%	98%	93%
\$ 900	\$ (2,488)	\$ 3,146	\$ 11,600
\$ 1,945	\$ 36,080	\$ 15,679	\$ 12,010
\$ 1,197	\$ 4,950	\$ 5,794	\$ 8,148
\$ 3,142	\$ 37,730	\$ 21,473	\$ 17,442
\$ 3,142	\$ 113,190	\$ 42,945	\$ 52,326
4%	50%	24%	25%
0%	0%	50%	67%
#DIV/0!	#DIV/0!	#DIV/0!	5,000

MATTHEW CHIS			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
34.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 319,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 304,000	#DIV/0!	#DIV/0!	#DIV/0!
\$ 336,632	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 15,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,076	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,076	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,076	#DIV/0!	#DIV/0!	#DIV/0!
63%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JEFFREY ROBERSON	
% Retailed of Non-New Franchise	13%	7%	#DIV/0!
Total # Retail Units	16	15	0
Avg. Days to Sale	70.7	70.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 330,134	\$ 330,134	#DIV/0!
Avg. Transaction Price	\$ 325,641	\$ 325,641	#DIV/0!
Avg. Market Price at 100%	#DIV/0!	\$ 334,874	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	99%	#DIV/0!
Avg. Transaction to Market	#DIV/0!	97%	#DIV/0!
Avg. Transactional Discount	\$ 4,493	\$ 4,493	#DIV/0!
Avg. Front-End Gross	\$ 15,309	\$ 15,309	#DIV/0!
Avg. Finance Gross	\$ 6,070	\$ 6,070	#DIV/0!
PUVR	\$ 19,356	\$ 19,356	#DIV/0!
Total Gross (Units & PUVR)	\$ 309,697	\$ 290,341	#DIV/0!
GROI	30%	30%	#DIV/0!
% with Trade	25%	0%	#DIV/0!
Avg. Over/Under Allowance	5,000	5,000	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	16	2	13
Avg. Days to Sale	70.7	109.5	64.7
Avg. Advertised Price (Time of Sale)	\$ 330,134	\$ 220,736	\$ 340,988
Avg. Transaction Price	\$ 325,641	\$ 225,884	\$ 340,988
Avg. Market Price at 100%	#DIV/0!	\$ 215,757	\$ 353,200
Avg. Price to Market % (Time of Sale)	#DIV/0!	102%	97%
Avg. Transaction to Market	#DIV/0!	105%	97%
Avg. Transactional Discount	\$ 4,493	\$ (5,148)	\$ 5,976
Avg. Front-End Gross	\$ 15,309	\$ (2,851)	\$ 18,103
Avg. Finance Gross	\$ 6,070	#DIV/0!	\$ 6,070
PUVR	\$ 19,356	\$ (2,851)	\$ 22,772
Total Gross (Units & PUVR)	\$ 309,697	\$ (5,702)	\$ 296,042
GROI	30%	-4%	37%
% with Trade	25%	0%	31%
Avg. Over/Under Allowance	5,000	#DIV/0!	5,000



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	16	14	2
Avg. Days to Sale	70.7	69.9	81.0
Avg. Advertised Price (Time of Sale)	\$ 330,134	\$ 338,007	\$ 219,900
Avg. Transaction Price	\$ 325,641	\$ 333,193	\$ 219,900
Avg. Market Price at 100%	#DIV/0!	\$ 343,087	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	99%	#DIV/0!
Avg. Transaction to Market	#DIV/0!	97%	#DIV/0!
Avg. Transactional Discount	\$ 4,493	\$ 4,814	\$ -
Avg. Front-End Gross	\$ 15,309	\$ 15,575	\$ 11,589
Avg. Finance Gross	\$ 6,070	\$ 4,980	\$ 15,883
PUVR	\$ 19,356	\$ 18,776	\$ 27,473
Total Gross (Units & PUVR)	\$ 309,697	\$ 262,868	\$ 54,945
GROI	30%	29%	56%
% with Trade	25%	29%	0%
Avg. Over/Under Allowance	5,000	5,000	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	16	1	11
% of Retail Units	100%	6%	69%
% Retailed of Non-New Franchise	13%	0%	9%
Avg. Days to Sale	70.7	42.0	73.8
Avg. Transaction Price	\$ 325,641	\$ 290,000	\$ 338,072
Avg. Transaction to Market %	#DIV/0!	94%	98%
Avg. Transactional Discount	\$ 4,493	\$ 9,900	\$ 3,675
Avg. Front End Gross	\$ 15,309	\$ (3,457)	\$ 17,403
Avg. Finance Gross	\$ 6,070	\$ -	\$ 6,425
PUVR	\$ 19,356	\$ (3,457)	\$ 21,492
Total Gross (Units & PUVR)	\$ 309,697	\$ (3,457)	\$ 236,411
GROI	30%	-10%	31%
% with Trade	25%	0%	27%
Avg. Over/Under Allowance	5,000	#DIV/0!	5,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	3	0	0
0%	19%	0%	0%
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	68.7	#DIV/0!	#DIV/0!
#DIV/0!	\$ 291,939	#DIV/0!	#DIV/0!
#DIV/0!	97%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 5,690	#DIV/0!	#DIV/0!
#DIV/0!	\$ 13,887	#DIV/0!	#DIV/0!
#DIV/0!	\$ 7,863	#DIV/0!	#DIV/0!
#DIV/0!	\$ 19,129	#DIV/0!	#DIV/0!
#DIV/0!	\$ 57,386	#DIV/0!	#DIV/0!
#DIV/0!	34%	#DIV/0!	#DIV/0!
#DIV/0!	33%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/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	16	2	3
% of Retail Units	100%	13%	19%
% Retailed of Non-New Franchise	13%	0%	0%
Avg. Days to Sale	70.7	18.5	39.3
Avg. Transaction Price	\$ 325,641	\$ 562,400	\$ 301,333
Avg. Transaction to Market %	#DIV/0!	100%	93%
Avg. Transactional Discount	\$ 4,493	\$ -	\$ 11,900
Avg. Front End Gross	\$ 15,309	\$ 57,732	\$ 12,726
Avg. Finance Gross	\$ 6,070	\$ 10,789	\$ -
PUVR	\$ 19,356	\$ 68,521	\$ 12,726
Total Gross (Units & PUVR)	\$ 309,697	\$ 137,042	\$ 38,179
GROI	30%	237%	39%
% with Trade	25%	0%	33%
Avg. Over/Under Allowance	5,000	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
3	4	3
19%	25%	19%
0%	25%	0%
54.0	83.3	136.7
\$ 337,447	\$ 254,912	\$ 274,606
94%	102%	99%
\$ 11,600	\$ (1,641)	\$ 1,154
\$ 22,486	\$ 7,072	\$ (6,584)
\$ 7,467	\$ 7,343	\$ 6,474
\$ 29,954	\$ 14,415	\$ (110)
\$ 89,861	\$ 57,662	\$ (329)
59%	24%	0%
67%	0%	33%
#DIV/0!	#DIV/0!	5,000