

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	31
Avg. Days to Sale	90.8
Avg. Advertised Price (Time of Sale)	\$ 28,781
Avg. Transaction Price	\$ 28,504
Avg. Market Price at 100%	\$ 29,222
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 276
Avg. Front-End Gross	\$ 1,646
Avg. Finance Gross	\$ 759
PUVR	\$ 2,380
Total Gross (Units & PUVR)	\$ 73,793
GROI	33%
% with Trade	42%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Nicole Yarber
% Retailed of Non-New Franchise	35%	#DIV/0!	35%
Total # Retail Units	31	0	31
Avg. Days to Sale	90.8	#DIV/0!	90.8
Avg. Advertised Price (Time of Sale)	\$ 28,781	#DIV/0!	\$ 28,781
Avg. Transaction Price	\$ 28,504	#DIV/0!	\$ 28,504
Avg. Market Price at 100%	\$ 29,222	#DIV/0!	\$ 29,106
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	99%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 276	#DIV/0!	\$ 276
Avg. Front-End Gross	\$ 1,646	#DIV/0!	\$ 1,646
Avg. Finance Gross	\$ 759	#DIV/0!	\$ 759
PUVR	\$ 2,380	#DIV/0!	\$ 2,380
Total Gross (Units & PUVR)	\$ 73,793	#DIV/0!	\$ 73,793
GROI	33%	#DIV/0!	33%
% with Trade	42%	#DIV/0!	42%
Avg. Over/Under Allowance	0	#DIV/0!	0



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

Nicole Yarber	Nicole Yarber		
35%	35%	#DIV/0!	#DIV/0!
31	31	0	0
90.8	90.8	#DIV/0!	#DIV/0!
\$ 28,781	\$ 28,781	#DIV/0!	#DIV/0!
\$ 28,504	\$ 28,504	#DIV/0!	#DIV/0!
\$ 29,106	\$ 29,106	#DIV/0!	#DIV/0!
99%	99%	#DIV/0!	#DIV/0!
98%	98%	#DIV/0!	#DIV/0!
\$ 276	\$ 276	#DIV/0!	#DIV/0!
\$ 1,646	\$ 1,646	#DIV/0!	#DIV/0!
\$ 759	\$ 759	#DIV/0!	#DIV/0!
\$ 2,380	\$ 2,380	#DIV/0!	#DIV/0!
\$ 73,793	\$ 73,793	#DIV/0!	#DIV/0!
33%	33%	#DIV/0!	#DIV/0!
42%	42%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Duane Bach	Bryce Laughlin
% Retailed of Non-New Franchise	35%	50%	38%
Total # Retail Units	31	2	16
Avg. Days to Sale	90.8	112.0	70.8
Avg. Advertised Price (Time of Sale)	\$ 28,781	\$ 35,495	\$ 25,405
Avg. Transaction Price	\$ 28,504	\$ 35,245	\$ 25,249
Avg. Market Price at 100%	\$ 29,222	\$ 36,048	\$ 25,932
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	98%	98%	97%
Avg. Transactional Discount	\$ 276	\$ 250	\$ 155
Avg. Front-End Gross	\$ 1,646	\$ 1,721	\$ 1,870
Avg. Finance Gross	\$ 759	\$ 400	\$ 830
PUVR	\$ 2,380	\$ 2,121	\$ 2,700
Total Gross (Units & PUVR)	\$ 73,793	\$ 4,242	\$ 43,196
GROI	33%	19%	54%
% with Trade	42%	50%	44%
Avg. Over/Under Allowance	0	0	0



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

Bradley Cooper	House		
40%	0%	#DIV/0!	#DIV/0!
10	3	0	0
121.6	81.3	#DIV/0!	#DIV/0!
\$ 32,245	\$ 30,763	#DIV/0!	#DIV/0!
\$ 31,836	\$ 30,263	#DIV/0!	#DIV/0!
\$ 32,167	\$ 31,203	#DIV/0!	#DIV/0!
100%	99%	#DIV/0!	#DIV/0!
99%	97%	#DIV/0!	#DIV/0!
\$ 409	\$ 500	#DIV/0!	#DIV/0!
\$ 1,216	\$ 1,840	#DIV/0!	#DIV/0!
\$ 806	\$ 310	#DIV/0!	#DIV/0!
\$ 2,022	\$ 2,046	#DIV/0!	#DIV/0!
\$ 20,217	\$ 6,139	#DIV/0!	#DIV/0!
19%	30%	#DIV/0!	#DIV/0!
30%	67%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Ed Tuggle	Ed Tuggle
% Retailed of Non-New Franchise	35%	35%	35%
Total # Retail Units	31	31	31
Avg. Days to Sale	90.8	90.8	90.8
Avg. Advertised Price (Time of Sale)	\$ 28,781	\$ 28,781	\$ 28,781
Avg. Transaction Price	\$ 28,504	\$ 28,504	\$ 28,504
Avg. Market Price at 100%	\$ 29,222	\$ 29,106	\$ 29,106
Avg. Price to Market % (Time of Sale)	98%	99%	99%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 276	\$ 276	\$ 276
Avg. Front-End Gross	\$ 1,646	\$ 1,646	\$ 1,646
Avg. Finance Gross	\$ 759	\$ 759	\$ 759
PUVR	\$ 2,380	\$ 2,380	\$ 2,380
Total Gross (Units & PUVR)	\$ 73,793	\$ 73,793	\$ 73,793
GROI	33%	33%	33%
% with Trade	42%	0%	0%
Avg. Over/Under Allowance	0	0	0



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	31	0	31
Avg. Days to Sale	90.8	#DIV/0!	90.8
Avg. Advertised Price (Time of Sale)	\$ 28,781	#DIV/0!	\$ 28,504
Avg. Transaction Price	\$ 28,504	#DIV/0!	\$ 28,504
Avg. Market Price at 100%	\$ 29,222	#DIV/0!	\$ 29,106
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 276	#DIV/0!	\$ 276
Avg. Front-End Gross	\$ 1,646	#DIV/0!	\$ 1,646
Avg. Finance Gross	\$ 759	#DIV/0!	\$ 759
PUVR	\$ 2,380	#DIV/0!	\$ 2,380
Total Gross (Units & PUVR)	\$ 73,793	#DIV/0!	\$ 73,793
GROI	33%	#DIV/0!	33%
% with Trade	42%	#DIV/0!	42%
Avg. Over/Under Allowance	0	#DIV/0!	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	31	20	11
Avg. Days to Sale	90.8	93.9	85.3
Avg. Advertised Price (Time of Sale)	\$ 28,781	\$ 29,963	\$ 26,400
Avg. Transaction Price	\$ 28,504	\$ 29,662	\$ 26,400
Avg. Market Price at 100%	\$ 29,222	\$ 30,207	\$ 27,104
Avg. Price to Market % (Time of Sale)	98%	99%	97%
Avg. Transaction to Market	98%	98%	97%
Avg. Transactional Discount	\$ 276	\$ 301	\$ 231
Avg. Front-End Gross	\$ 1,646	\$ 1,592	\$ 1,744
Avg. Finance Gross	\$ 759	\$ 811	\$ 668
PUVR	\$ 2,380	\$ 2,363	\$ 2,412
Total Gross (Units & PUVR)	\$ 73,793	\$ 47,266	\$ 26,527
GROI	33%	31%	39%
% with Trade	42%	40%	45%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	31	13	9
% of Retail Units	100%	42%	29%
% Retailed of Non-New Franchise	35%	31%	56%
Avg. Days to Sale	90.8	87.7	54.2
Avg. Transaction Price	\$ 28,504	\$ 26,999	\$ 23,726
Avg. Transaction to Market %	98%	99%	94%
Avg. Transactional Discount	\$ 276	\$ 231	\$ 470
Avg. Front End Gross	\$ 1,646	\$ 1,609	\$ 2,026
Avg. Finance Gross	\$ 759	\$ 660	\$ 595
PUVR	\$ 2,380	\$ 2,219	\$ 2,621
Total Gross (Units & PUVR)	\$ 73,793	\$ 28,842	\$ 23,585
GROI	33%	34%	73%
% with Trade	42%	38%	33%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	6	0	0
10%	19%	0%	0%
33%	17%	#DIV/0!	#DIV/0!
166.3	114.8	#DIV/0!	#DIV/0!
\$ 32,162	\$ 37,105	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
\$ 167	\$ 140	#DIV/0!	#DIV/0!
\$ 1,289	\$ 1,335	#DIV/0!	#DIV/0!
\$ 1,317	\$ 923	#DIV/0!	#DIV/0!
\$ 2,606	\$ 2,258	#DIV/0!	#DIV/0!
\$ 7,817	\$ 13,549	#DIV/0!	#DIV/0!
18%	19%	#DIV/0!	#DIV/0!
100%	33%	#DIV/0!	#DIV/0!
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	31	11	3
% of Retail Units	100%	35%	10%
% Retailed of Non-New Franchise	35%	45%	0%
Avg. Days to Sale	90.8	15.1	35.7
Avg. Transaction Price	\$ 28,504	\$ 24,952	\$ 37,495
Avg. Transaction to Market %	98%	97%	97%
Avg. Transactional Discount	\$ 276	\$ 339	\$ 333
Avg. Front End Gross	\$ 1,646	\$ 2,201	\$ 2,495
Avg. Finance Gross	\$ 759	\$ 547	\$ 804
PUVR	\$ 2,380	\$ 2,747	\$ 3,299
Total Gross (Units & PUVR)	\$ 73,793	\$ 30,218	\$ 9,898
GROI	33%	263%	89%
% with Trade	42%	27%	67%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
0	3	14
0%	10%	45%
#DIV/0!	33%	36%
#DIV/0!	74.7	165.6
#DIV/0!	\$ 15,162	\$ 32,228
#DIV/0!	97%	98%
#DIV/0!	\$ 500	\$ 167
#DIV/0!	\$ 2,202	\$ 909
#DIV/0!	\$ 410	\$ 994
#DIV/0!	\$ 2,613	\$ 1,903
#DIV/0!	\$ 7,838	\$ 26,643
#DIV/0!	83%	13%
#DIV/0!	0%	57%
#DIV/0!	0	0