

Scoreboard Totals

% Retailed of Non-Franchise Make	4%
Total # Retail Units	25
Avg. Days to Sale	54.1
Avg. Advertised Price (Time of Sale)	\$ 40,187
Avg. Transaction Price	\$ 39,852
Avg. Market Price at 100%	\$ 8,455
Avg. Price to Market % (Time of Sale)	475%
Avg. Transaction to Market	471%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 2,703
Avg. Finance Gross	\$ 1,591
PUVR	\$ 4,294
Total Gross (Units & PUVR)	\$ 107,357
GROI	72%
% with Trade	24%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	4%	#DIV/0!	#DIV/0!
Total # Retail Units	25	0	0
Avg. Days to Sale	54.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,187	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 39,852	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 8,455	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	475%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	471%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#REF!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,703	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,591	#DIV/0!	#DIV/0!
PUVR	\$ 4,294	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 107,357	#DIV/0!	#DIV/0!
GROI	72%	#DIV/0!	#DIV/0!
% with Trade	24%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	SETH ARNOLD	CANDACE KHAMMO
% Retailed of Non-New Franchise	4%	11%	0%
Total # Retail Units	25	9	2
Avg. Days to Sale	54.1	54.0	97.0
Avg. Advertised Price (Time of Sale)	\$ 40,187	\$ 42,224	\$ 44,750
Avg. Transaction Price	\$ 39,852	\$ 41,924	\$ 44,750
Avg. Market Price at 100%	\$ 8,455	\$ 43,214	\$ 43,284
Avg. Price to Market % (Time of Sale)	475%	98%	103%
Avg. Transaction to Market	471%	97%	103%
Avg. Transactional Discount	#REF!	\$ 300	\$ -
Avg. Front-End Gross	\$ 2,703	\$ 2,914	\$ 1,194
Avg. Finance Gross	\$ 1,591	\$ 1,199	\$ 190
PUVR	\$ 4,294	\$ 4,113	\$ 1,384
Total Gross (Units & PUVR)	\$ 107,357	\$ 37,019	\$ 2,767
GROI	72%	65%	11%
% with Trade	24%	22%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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

ERIC WHEELER	EVAN GERHARDT	CRAIG ASTREIN	ANDREW NICHOLSON
0%	0%	0%	0%
2	177	1	1
12.5	82.5	48.0	56.0
\$ 33,400	\$ 47,000	\$ 45,000	\$ 31,000
\$ 31,950	\$ 46,000	\$ 45,000	\$ 30,215
#REF!	#DIV/0!	\$ 41,667	\$ 30,097
#REF!	#DIV/0!	108%	103%
#REF!	#DIV/0!	108%	100%
#REF!	\$ 1,000	\$ -	\$ 785
\$ 1,850	\$ 1,808	\$ 3,774	\$ 4,722
\$ 1,761	\$ 4,310	\$ 5,678	\$ 333
\$ 3,611	\$ 6,118	\$ 9,452	\$ 5,055
\$ 7,222	\$ 1,082,886	\$ 9,452	\$ 5,055
326%	58%	158%	108%
0%	1%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

DEAN BROWN	FATIMA NAHLE		
0%	0%	#DIV/0!	#DIV/0!
3	5	0	0
33.7	55.4	#DIV/0!	#DIV/0!
\$ 36,290	\$ 37,900	#DIV/0!	#DIV/0!
\$ 36,290	\$ 37,900	#DIV/0!	#DIV/0!
\$ 37,229	\$ 36,806	#DIV/0!	#DIV/0!
97%	103%	#DIV/0!	#DIV/0!
97%	103%	#DIV/0!	#DIV/0!
\$ -	\$ -	#DIV/0!	#DIV/0!
\$ 2,772	\$ 2,967	#DIV/0!	#DIV/0!
\$ 1,528	\$ 1,174	#DIV/0!	#DIV/0!
\$ 4,300	\$ 4,141	#DIV/0!	#DIV/0!
\$ 12,900	\$ 20,706	#DIV/0!	#DIV/0!
127%	71%	#DIV/0!	#DIV/0!
33%	40%	#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	HANNAH KELLY	
% Retailed of Non-New Franchise	4%	4%	#DIV/0!
Total # Retail Units	25	25	0
Avg. Days to Sale	54.1	54.1	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 40,187	\$ 40,187	#DIV/0!
Avg. Transaction Price	\$ 39,852	\$ 39,852	#DIV/0!
Avg. Market Price at 100%	\$ 8,455	#REF!	#DIV/0!
Avg. Price to Market % (Time of Sale)	475%	#REF!	#DIV/0!
Avg. Transaction to Market	471%	#REF!	#DIV/0!
Avg. Transactional Discount	#REF!	#REF!	#DIV/0!
Avg. Front-End Gross	\$ 2,703	\$ 2,703	#DIV/0!
Avg. Finance Gross	\$ 1,591	\$ 1,591	#DIV/0!
PUVR	\$ 4,294	\$ 4,294	#DIV/0!
Total Gross (Units & PUVR)	\$ 107,357	\$ 107,357	#DIV/0!
GROI	72%	72%	#DIV/0!
% with Trade	24%	0%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	25	22	3
Avg. Days to Sale	54.1	59.7	12.7
Avg. Advertised Price (Time of Sale)	\$ 40,187	\$ 43,690	\$ 13,533
Avg. Transaction Price	\$ 39,852	\$ 43,441	\$ 13,533
Avg. Market Price at 100%	\$ 8,455	#REF!	\$ 13,939
Avg. Price to Market % (Time of Sale)	475%	#REF!	97%
Avg. Transaction to Market	471%	#REF!	97%
Avg. Transactional Discount	#REF!	#REF!	\$ 967
Avg. Front-End Gross	\$ 2,703	\$ 2,804	\$ 1,964
Avg. Finance Gross	\$ 1,591	\$ 1,668	\$ 1,025
PUVR	\$ 4,294	\$ 4,472	\$ 2,989
Total Gross (Units & PUVR)	\$ 107,357	\$ 98,389	\$ 8,968
GROI	72%	62%	628%
% with Trade	24%	23%	33%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	25	24	1
Avg. Days to Sale	54.1	55.9	11.0
Avg. Advertised Price (Time of Sale)	\$ 40,187	\$ 41,674	\$ 4,500
Avg. Transaction Price	\$ 39,852	\$ 41,325	\$ 4,500
Avg. Market Price at 100%	\$ 8,455	#REF!	\$ 47
Avg. Price to Market % (Time of Sale)	475%	#REF!	9500%
Avg. Transaction to Market	471%	#REF!	9500%
Avg. Transactional Discount	#REF!	#REF!	\$ -
Avg. Front-End Gross	\$ 2,703	\$ 2,795	\$ 500
Avg. Finance Gross	\$ 1,591	\$ 1,657	\$ -
PUVR	\$ 4,294	\$ 4,452	\$ 500
Total Gross (Units & PUVR)	\$ 107,357	\$ 106,857	\$ 500
GROI	72%	69%	364%
% with Trade	24%	25%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	25	5	0
% of Retail Units	100%	20%	0%
% Retailed of Non-New Franchise	4%	20%	#DIV/0!
Avg. Days to Sale	54.1	34.2	#DIV/0!
Avg. Transaction Price	\$ 39,852	\$ 41,920	#DIV/0!
Avg. Transaction to Market %	471%	1975%	#DIV/0!
Avg. Transactional Discount	#REF!	\$ 980	#DIV/0!
Avg. Front End Gross	\$ 2,703	\$ 4,055	#DIV/0!
Avg. Finance Gross	\$ 1,591	\$ 1,395	#DIV/0!
PUVR	\$ 4,294	\$ 5,450	#DIV/0!
Total Gross (Units & PUVR)	\$ 107,357	\$ 27,249	#DIV/0!
GROI	72%	137%	#DIV/0!
% with Trade	24%	40%	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	2	0	5
0%	8%	0%	20%
#DIV/0!	0%	#DIV/0!	0%
#DIV/0!	63.5	#DIV/0!	5.0
#DIV/0!	\$ 41,250	#DIV/0!	\$ 38,696
#DIV/0!	105%	#DIV/0!	#REF!
#DIV/0!	\$ -	#DIV/0!	#REF!
#DIV/0!	\$ 2,169	#DIV/0!	\$ 1,116
#DIV/0!	\$ 751	#DIV/0!	\$ 1,687
#DIV/0!	\$ 2,919	#DIV/0!	\$ 2,803
#DIV/0!	\$ 5,838	#DIV/0!	\$ 14,017
#DIV/0!	40%	#DIV/0!	522%
#DIV/0!	50%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
13	0	0
52%	0%	0%
0%	#DIV/0!	#DIV/0!
79.2	#DIV/0!	#DIV/0!
\$ 39,286	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!
\$ 268	#DIV/0!	#DIV/0!
\$ 2,876	#DIV/0!	#DIV/0!
\$ 1,759	#DIV/0!	#DIV/0!
\$ 4,635	#DIV/0!	#DIV/0!
\$ 60,253	#DIV/0!	#DIV/0!
54%	#DIV/0!	#DIV/0!
23%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	25	12	2
% of Retail Units	100%	48%	8%
% Retailed of Non-New Franchise	4%	8%	0%
Avg. Days to Sale	54.1	11.4	39.0
Avg. Transaction Price	\$ 39,852	\$ 31,715	\$ 56,500
Avg. Transaction to Market %	471%	#REF!	104%
Avg. Transactional Discount	#REF!	#REF!	\$ -
Avg. Front End Gross	\$ 2,703	\$ 2,114	\$ 5,819
Avg. Finance Gross	\$ 1,591	\$ 1,200	\$ -
PUVR	\$ 4,294	\$ 3,315	\$ 5,819
Total Gross (Units & PUVR)	\$ 107,357	\$ 39,774	\$ 11,637
GROI	72%	330%	95%
% with Trade	24%	17%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
2	2	7
8%	8%	28%
0%	0%	0%
52.0	76.5	125.7
\$ 37,608	\$ 35,750	\$ 50,857
104%	105%	101%
\$ 393	\$ -	\$ 786
\$ 4,248	\$ 1,850	\$ 2,626
\$ 3,006	\$ 751	\$ 2,551
\$ 7,254	\$ 2,601	\$ 5,177
\$ 14,507	\$ 5,201	\$ 36,238
134%	34%	29%
0%	50%	43%
#DIV/0!	#DIV/0!	#DIV/0!