

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Corey	Ben	Ryan
Jordan	Lindsey	Robert
		Tarves
		Brayden
		Brandon
		Jonathan

Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	15
Avg. Days to Sale	28.8
Avg. Advertised Price (Time of Sale)	\$ 25,944
Avg. Transaction Price	\$ 25,527
Avg. Market Price at 100%	\$ 25,653
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 417
Avg. Front-End Gross	\$ 1,784
Avg. Finance Gross	\$ 2,581
PUVR	\$ 4,365
Total Gross (Units & PUVR)	\$ 65,477
GROI	214%
% with Trade	20%
Avg. Over/Under Allowance	\$147



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Corey
% Retailed of Non-New Franchise	33%	#DIV/0!	40%
Total # Retail Units	15	0	10
Avg. Days to Sale	28.8	#DIV/0!	30.8
Avg. Advertised Price (Time of Sale)	\$ 25,944	#DIV/0!	\$ 23,417
Avg. Transaction Price	\$ 25,527	#DIV/0!	\$ 22,737
Avg. Market Price at 100%	\$ 25,653	#DIV/0!	\$ 23,240
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	100%	#DIV/0!	98%
Avg. Transactional Discount	\$ 417	#DIV/0!	\$ 680
Avg. Front-End Gross	\$ 1,784	#DIV/0!	\$ 1,026
Avg. Finance Gross	\$ 2,581	#DIV/0!	\$ 1,918
PUVR	\$ 4,365	#DIV/0!	\$ 2,944
Total Gross (Units & PUVR)	\$ 65,477	#DIV/0!	\$ 29,444
GROI	214%	#DIV/0!	151%
% with Trade	20%	#DIV/0!	20%
Avg. Over/Under Allowance	147	#DIV/0!	121



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

Corey			
40%	#DIV/0!	#DIV/0!	#DIV/0!
10	0	0	0
30.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,417	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,737	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,240	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 680	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,026	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,918	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,944	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,444	#DIV/0!	#DIV/0!	#DIV/0!
151%	#DIV/0!	#DIV/0!	#DIV/0!
20%	#DIV/0!	#DIV/0!	#DIV/0!
121	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Ryan	Robert
% Retailed of Non-New Franchise	33%	33%	0%
Total # Retail Units	15	3	1
Avg. Days to Sale	28.8	10.7	6.0
Avg. Advertised Price (Time of Sale)	\$ 25,944	\$ 21,560	\$ 25,153
Avg. Transaction Price	\$ 25,527	\$ 19,537	\$ 23,481
Avg. Market Price at 100%	\$ 25,653	\$ 21,640	\$ 23,955
Avg. Price to Market % (Time of Sale)	101%	100%	105%
Avg. Transaction to Market	100%	90%	98%
Avg. Transactional Discount	\$ 417	\$ 2,022	\$ 1,672
Avg. Front-End Gross	\$ 1,784	\$ 2,253	\$ 1,257
Avg. Finance Gross	\$ 2,581	\$ 1,596	\$ 1,409
PUVR	\$ 4,365	\$ 3,849	\$ 2,666
Total Gross (Units & PUVR)	\$ 65,477	\$ 11,546	\$ 2,666
GROI	214%	665%	681%
% with Trade	20%	0%	0%
Avg. Over/Under Allowance	147	0	0



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

Tarves	Brayden	Brandon	Jonathan
33%	50%	0%	100%
3	4	3	1
40.7	30.3	43.7	20.0
\$ 24,697	\$ 23,248	\$ 39,113	\$ 14,903
\$ 27,040	\$ 22,337	\$ 39,446	\$ 12,000
\$ 24,550	\$ 22,600	\$ 39,540	\$ 14,469
101%	103%	99%	103%
110%	99%	100%	83%
\$ (2,344)	\$ 911	\$ (333)	\$ 2,903
\$ 1,890	\$ 975	\$ 2,702	\$ 1,064
\$ 2,905	\$ 2,035	\$ 4,943	\$ 838
\$ 4,796	\$ 3,010	\$ 7,645	\$ 1,902
\$ 14,387	\$ 12,041	\$ 22,935	\$ 1,902
157%	160%	160%	285%
0%	50%	33%	0%
0	302	333	0

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Ben	Lindsey
% Retailed of Non-New Franchise	33%	45%	0%
Total # Retail Units	15	11	4
Avg. Days to Sale	28.8	30.8	23.3
Avg. Advertised Price (Time of Sale)	\$ 25,944	\$ 25,757	\$ 26,458
Avg. Transaction Price	\$ 25,527	\$ 25,204	\$ 26,415
Avg. Market Price at 100%	\$ 25,653	\$ 25,779	\$ 25,611
Avg. Price to Market % (Time of Sale)	101%	100%	103%
Avg. Transaction to Market	100%	98%	103%
Avg. Transactional Discount	\$ 417	\$ 553	\$ 43
Avg. Front-End Gross	\$ 1,784	\$ 1,846	\$ 1,612
Avg. Finance Gross	\$ 2,581	\$ 2,720	\$ 2,201
PUVR	\$ 4,365	\$ 4,566	\$ 3,813
Total Gross (Units & PUVR)	\$ 65,477	\$ 50,227	\$ 15,250
GROI	214%	212%	223%
% with Trade	20%	0%	0%
Avg. Over/Under Allowance	147	182	52



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	15	9	6
Avg. Days to Sale	28.8	28.4	29.3
Avg. Advertised Price (Time of Sale)	\$ 25,944	\$ 30,544	\$ 16,719
Avg. Transaction Price	\$ 25,527	\$ 31,399	\$ 16,719
Avg. Market Price at 100%	\$ 25,653	\$ 30,167	\$ 19,085
Avg. Price to Market % (Time of Sale)	101%	101%	88%
Avg. Transaction to Market	100%	104%	88%
Avg. Transactional Discount	\$ 417	\$ (855)	\$ 2,325
Avg. Front-End Gross	\$ 1,784	\$ 2,405	\$ 851
Avg. Finance Gross	\$ 2,581	\$ 3,584	\$ 1,078
PUVR	\$ 4,365	\$ 5,989	\$ 1,929
Total Gross (Units & PUVR)	\$ 65,477	\$ 53,904	\$ 11,573
GROI	214%	241%	142%
% with Trade	20%	22%	17%
Avg. Over/Under Allowance	147	134	167



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	15	10	5
Avg. Days to Sale	28.8	27.9	30.6
Avg. Advertised Price (Time of Sale)	\$ 25,944	\$ 29,108	\$ 17,503
Avg. Transaction Price	\$ 25,527	\$ 29,539	\$ 17,503
Avg. Market Price at 100%	\$ 25,653	\$ 28,706	\$ 19,789
Avg. Price to Market % (Time of Sale)	101%	101%	88%
Avg. Transaction to Market	100%	103%	88%
Avg. Transactional Discount	\$ 417	\$ (431)	\$ 2,113
Avg. Front-End Gross	\$ 1,784	\$ 2,208	\$ 936
Avg. Finance Gross	\$ 2,581	\$ 3,404	\$ 936
PUVR	\$ 4,365	\$ 5,612	\$ 1,872
Total Gross (Units & PUVR)	\$ 65,477	\$ 56,119	\$ 9,358
GROI	214%	245%	126%
% with Trade	20%	20%	20%
Avg. Over/Under Allowance	147	121	200



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	15	9	3
% of Retail Units	100%	60%	20%
% Retailed of Non-New Franchise	33%	44%	33%
Avg. Days to Sale	28.8	34.2	18.3
Avg. Transaction Price	\$ 25,527	\$ 23,491	\$ 18,487
Avg. Transaction to Market %	100%	97%	87%
Avg. Transactional Discount	\$ 417	\$ 756	\$ 3,152
Avg. Front End Gross	\$ 1,784	\$ 888	\$ 1,640
Avg. Finance Gross	\$ 2,581	\$ 1,898	\$ 1,492
PUVR	\$ 4,365	\$ 2,786	\$ 3,131
Total Gross (Units & PUVR)	\$ 65,477	\$ 25,077	\$ 9,394
GROI	214%	125%	333%
% with Trade	20%	22%	0%
Avg. Over/Under Allowance	147	134	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	2	0	1
0%	13%	0%	7%
#DIV/0!	0%	#DIV/0!	0%
#DIV/0!	34.5	#DIV/0!	0.0
#DIV/0!	\$ 50,036	#DIV/0!	\$ 15,950
#DIV/0!	114%	#DIV/0!	100%
#DIV/0!	\$ (5,002)	#DIV/0!	\$ -
#DIV/0!	\$ 5,787	#DIV/0!	\$ 2,267
#DIV/0!	\$ 7,533	#DIV/0!	\$ 2,100
#DIV/0!	\$ 13,320	#DIV/0!	\$ 4,367
#DIV/0!	\$ 26,639	#DIV/0!	\$ 4,367
#DIV/0!	278%	#DIV/0!	#DIV/0!
#DIV/0!	50%	#DIV/0!	0%
#DIV/0!	500	#DIV/0!	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	15	9	2
% of Retail Units	100%	60%	13%
% Retailed of Non-New Franchise	33%	33%	50%
Avg. Days to Sale	28.8	17.0	43.0
Avg. Transaction Price	\$ 25,527	\$ 23,514	\$ 24,340
Avg. Transaction to Market %	100%	93%	101%
Avg. Transactional Discount	\$ 417	\$ 1,964	\$ (458)
Avg. Front End Gross	\$ 1,784	\$ 1,931	\$ 872
Avg. Finance Gross	\$ 2,581	\$ 2,357	\$ 2,010
PUVR	\$ 4,365	\$ 4,288	\$ 2,881
Total Gross (Units & PUVR)	\$ 65,477	\$ 38,591	\$ 5,762
GROI	214%	386%	99%
% with Trade	20%	22%	0%
Avg. Over/Under Allowance	147	134	0



46-60 days	61-90 days	90+ days
1	2	0
7%	13%	0%
0%	50%	#DIV/0!
57.0	68.0	#DIV/0!
\$ 49,695	\$ 28,477	#DIV/0!
125%	97%	#DIV/0!
\$ (10,003)	\$ (250)	#DIV/0!
\$ 3,528	\$ 920	#DIV/0!
\$ 6,929	\$ 2,230	#DIV/0!
\$ 10,457	\$ 3,150	#DIV/0!
\$ 10,457	\$ 6,300	#DIV/0!
133%	59%	#DIV/0!
0%	50%	#DIV/0!
0	500	#DIV/0!