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Scoreboard Totals

% Retailed of Non-Franchise Make	21%
Total # Retail Units	19
Avg. Days to Sale	79.6
Avg. Advertised Price (Time of Sale)	\$ 32,550
Avg. Transaction Price	\$ 31,725
Avg. Market Price at 100%	\$ 33,214
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 825
Avg. Front-End Gross	\$ 349
Avg. Finance Gross	\$ 1,600
PUVR	\$ 1,865
Total Gross (Units & PUVR)	\$ 35,441
GROI	27%
% with Trade	42%
Avg. Over/Under Allowance	(\$800)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	21%	#DIV/0!	#DIV/0!
Total # Retail Units	19	0	0
Avg. Days to Sale	79.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,550	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,725	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,214	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 825	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 349	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,600	#DIV/0!	#DIV/0!
PUVR	\$ 1,865	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 35,441	#DIV/0!	#DIV/0!
GROI	27%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-800	#DIV/0!	#DIV/0!



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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	21%	#DIV/0!	#DIV/0!
Total # Retail Units	19	0	0
Avg. Days to Sale	79.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,550	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,725	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,214	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 825	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 349	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,600	#DIV/0!	#DIV/0!
PUVR	\$ 1,865	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 35,441	#DIV/0!	#DIV/0!
GROI	27%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-800	#DIV/0!	#DIV/0!



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Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	21%	#DIV/0!	#DIV/0!
Total # Retail Units	19	0	0
Avg. Days to Sale	79.6	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 32,550	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 31,725	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 33,214	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 825	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 349	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,600	#DIV/0!	#DIV/0!
PUVR	\$ 1,865	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 35,441	#DIV/0!	#DIV/0!
GROI	27%	#DIV/0!	#DIV/0!
% with Trade	42%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-800	#DIV/0!	#DIV/0!



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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	19	10	9
Avg. Days to Sale	79.6	69.5	90.8
Avg. Advertised Price (Time of Sale)	\$ 32,550	\$ 34,277	\$ 29,825
Avg. Transaction Price	\$ 31,725	\$ 33,435	\$ 29,825
Avg. Market Price at 100%	\$ 33,214	\$ 34,940	\$ 31,322
Avg. Price to Market % (Time of Sale)	98%	98%	95%
Avg. Transaction to Market	96%	96%	95%
Avg. Transactional Discount	\$ 825	\$ 842	\$ 806
Avg. Front-End Gross	\$ 349	\$ 1,256	\$ (658)
Avg. Finance Gross	\$ 1,600	\$ 1,583	\$ 1,623
PUVR	\$ 1,865	\$ 2,838	\$ 784
Total Gross (Units & PUVR)	\$ 35,441	\$ 28,383	\$ 7,058
GROI	27%	44%	10%
% with Trade	42%	40%	44%
Avg. Over/Under Allowance	-800	-800	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	19	15	4
Avg. Days to Sale	79.6	82.0	70.5
Avg. Advertised Price (Time of Sale)	\$ 32,550	\$ 33,977	\$ 26,201
Avg. Transaction Price	\$ 31,725	\$ 33,198	\$ 26,201
Avg. Market Price at 100%	\$ 33,214	\$ 34,651	\$ 27,883
Avg. Price to Market % (Time of Sale)	98%	98%	94%
Avg. Transaction to Market	96%	96%	94%
Avg. Transactional Discount	\$ 825	\$ 779	\$ 997
Avg. Front-End Gross	\$ 349	\$ 889	\$ (1,674)
Avg. Finance Gross	\$ 1,600	\$ 1,595	\$ 1,626
PUVR	\$ 1,865	\$ 2,484	\$ (455)
Total Gross (Units & PUVR)	\$ 35,441	\$ 37,259	\$ (1,818)
GROI	27%	33%	-9%
% with Trade	42%	33%	75%
Avg. Over/Under Allowance	-800	-800	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	19	19	0
% of Retail Units	100%	100%	0%
% Retailed of Non-New Franchise	21%	21%	#DIV/0!
Avg. Days to Sale	79.6	79.6	#DIV/0!
Avg. Transaction Price	\$ 31,725	\$ 31,725	#DIV/0!
Avg. Transaction to Market %	96%	95%	#DIV/0!
Avg. Transactional Discount	\$ 825	\$ 825	#DIV/0!
Avg. Front End Gross	\$ 349	\$ 349	#DIV/0!
Avg. Finance Gross	\$ 1,600	\$ 1,600	#DIV/0!
PUVR	\$ 1,865	\$ 1,865	#DIV/0!
Total Gross (Units & PUVR)	\$ 35,441	\$ 35,441	#DIV/0!
GROI	27%	27%	#DIV/0!
% with Trade	42%	42%	#DIV/0!
Avg. Over/Under Allowance	-800	-800	#DIV/0!



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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	19	3	1
% of Retail Units	100%	16%	5%
% Retailed of Non-New Franchise	21%	0%	100%
Avg. Days to Sale	79.6	21.7	38.0
Avg. Transaction Price	\$ 31,725	\$ 31,598	\$ 26,000
Avg. Transaction to Market %	96%	95%	94%
Avg. Transactional Discount	\$ 825	\$ 815	\$ 995
Avg. Front End Gross	\$ 349	\$ 1,016	\$ (1,013)
Avg. Finance Gross	\$ 1,600	\$ 1,842	\$ 2,150
PUVR	\$ 1,865	\$ 2,859	\$ 1,137
Total Gross (Units & PUVR)	\$ 35,441	\$ 8,576	\$ 1,137
GROI	27%	150%	41%
% with Trade	42%	67%	100%
Avg. Over/Under Allowance	-800	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
4	4	7
21%	21%	37%
0%	50%	14%
53.5	80.3	124.9
\$ 28,505	\$ 32,825	\$ 33,809
95%	95%	97%
\$ 993	\$ 873	\$ 682
\$ 1,301	\$ 1,643	\$ (1,026)
\$ 2,110	\$ 1,120	\$ 1,333
\$ 3,412	\$ 2,763	\$ 307
\$ 13,646	\$ 11,053	\$ 2,149
81%	38%	3%
0%	50%	43%
#DIV/0!	#DIV/0!	-800