

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	28
Avg. Days to Sale	20.1
Avg. Advertised Price (Time of Sale)	\$ 21,982
Avg. Transaction Price	\$ 18,829
Avg. Market Price at 100%	\$ 22,729
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	83%
Avg. Transactional Discount	\$ 3,153
Avg. Front-End Gross	\$ 1,402
Avg. Finance Gross	\$ 658
PUVR	\$ 2,060
Total Gross (Units & PUVR)	\$ 57,667
GROI	195%
% with Trade	32%
Avg. Over/Under Allowance	\$0



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	28	0	0
Avg. Days to Sale	20.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,982	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 18,829	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,729	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	83%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,153	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,402	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 658	#DIV/0!	#DIV/0!
PUVR	\$ 2,060	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 57,667	#DIV/0!	#DIV/0!
GROI	195%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	28	0	0
Avg. Days to Sale	20.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,982	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 18,829	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,729	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	83%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,153	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,402	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 658	#DIV/0!	#DIV/0!
PUVR	\$ 2,060	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 57,667	#DIV/0!	#DIV/0!
GROI	195%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	50%	#DIV/0!	#DIV/0!
Total # Retail Units	28	0	0
Avg. Days to Sale	20.1	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,982	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 18,829	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 22,729	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	83%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 3,153	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,402	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 658	#DIV/0!	#DIV/0!
PUVR	\$ 2,060	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 57,667	#DIV/0!	#DIV/0!
GROI	195%	#DIV/0!	#DIV/0!
% with Trade	32%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	0	#DIV/0!	#DIV/0!



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

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	28	3	25
Avg. Days to Sale	20.1	23.0	19.8
Avg. Advertised Price (Time of Sale)	\$ 21,982	\$ 37,300	\$ 16,696
Avg. Transaction Price	\$ 18,829	\$ 36,611	\$ 16,696
Avg. Market Price at 100%	\$ 22,729	\$ 38,228	\$ 20,988
Avg. Price to Market % (Time of Sale)	97%	98%	80%
Avg. Transaction to Market	83%	96%	80%
Avg. Transactional Discount	\$ 3,153	\$ 689	\$ 3,448
Avg. Front-End Gross	\$ 1,402	\$ 956	\$ 1,455
Avg. Finance Gross	\$ 658	\$ 850	\$ 635
PUVR	\$ 2,060	\$ 1,806	\$ 2,090
Total Gross (Units & PUVR)	\$ 57,667	\$ 5,418	\$ 52,249
GROI	195%	77%	228%
% with Trade	32%	67%	28%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	28	14	14
Avg. Days to Sale	20.1	26.1	14.2
Avg. Advertised Price (Time of Sale)	\$ 21,982	\$ 24,561	\$ 16,678
Avg. Transaction Price	\$ 18,829	\$ 20,981	\$ 16,678
Avg. Market Price at 100%	\$ 22,729	\$ 25,129	\$ 20,541
Avg. Price to Market % (Time of Sale)	97%	98%	81%
Avg. Transaction to Market	83%	83%	81%
Avg. Transactional Discount	\$ 3,153	\$ 3,580	\$ 2,725
Avg. Front-End Gross	\$ 1,402	\$ 1,271	\$ 1,532
Avg. Finance Gross	\$ 658	\$ 881	\$ 435
PUVR	\$ 2,060	\$ 2,153	\$ 1,966
Total Gross (Units & PUVR)	\$ 57,667	\$ 30,137	\$ 27,530
GROI	195%	142%	299%
% with Trade	32%	57%	7%
Avg. Over/Under Allowance	0	0	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	28	21	3
% of Retail Units	100%	75%	11%
% Retailed of Non-New Franchise	50%	57%	33%
Avg. Days to Sale	20.1	22.0	19.0
Avg. Transaction Price	\$ 18,829	\$ 14,713	\$ 17,742
Avg. Transaction to Market %	83%	75%	90%
Avg. Transactional Discount	\$ 3,153	\$ 3,837	\$ 1,243
Avg. Front End Gross	\$ 1,402	\$ 1,225	\$ 2,193
Avg. Finance Gross	\$ 658	\$ 561	\$ 1,077
PUVR	\$ 2,060	\$ 1,786	\$ 3,270
Total Gross (Units & PUVR)	\$ 57,667	\$ 37,513	\$ 9,809
GROI	195%	199%	349%
% with Trade	32%	29%	0%
Avg. Over/Under Allowance	0	0	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	3	0
0%	0%	11%	0%
#DIV/0!	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	14.3	#DIV/0!
#DIV/0!	#DIV/0!	\$ 33,048	#DIV/0!
#DIV/0!	#DIV/0!	95%	#DIV/0!
#DIV/0!	#DIV/0!	\$ 1,326	#DIV/0!
#DIV/0!	#DIV/0!	\$ 2,227	#DIV/0!
#DIV/0!	#DIV/0!	\$ 716	#DIV/0!
#DIV/0!	#DIV/0!	\$ 2,942	#DIV/0!
#DIV/0!	#DIV/0!	\$ 8,827	#DIV/0!
#DIV/0!	#DIV/0!	224%	#DIV/0!
#DIV/0!	#DIV/0!	67%	#DIV/0!
#DIV/0!	#DIV/0!	0	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	1
0%	0%	4%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	3.0
#DIV/0!	#DIV/0!	\$ 65,877
#DIV/0!	#DIV/0!	92%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 255
#DIV/0!	#DIV/0!	\$ 1,263
#DIV/0!	#DIV/0!	\$ 1,518
#DIV/0!	#DIV/0!	\$ 1,518
#DIV/0!	#DIV/0!	277%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	28	20	7
% of Retail Units	100%	71%	25%
% Retailed of Non-New Franchise	50%	60%	29%
Avg. Days to Sale	20.1	12.4	38.4
Avg. Transaction Price	\$ 18,829	\$ 19,174	\$ 15,549
Avg. Transaction to Market %	83%	81%	71%
Avg. Transactional Discount	\$ 3,153	\$ 3,307	\$ 3,148
Avg. Front End Gross	\$ 1,402	\$ 1,787	\$ 725
Avg. Finance Gross	\$ 658	\$ 622	\$ 703
PUVR	\$ 2,060	\$ 2,409	\$ 1,428
Total Gross (Units & PUVR)	\$ 57,667	\$ 48,184	\$ 9,998
GROI	195%	366%	86%
% with Trade	32%	20%	57%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
1	0	0
4%	0%	0%
0%	#DIV/0!	#DIV/0!
48.0	#DIV/0!	#DIV/0!
\$ 34,894	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!
\$ 106	#DIV/0!	#DIV/0!
\$ (1,570)	#DIV/0!	#DIV/0!
\$ 1,055	#DIV/0!	#DIV/0!
\$ (515)	#DIV/0!	#DIV/0!
\$ (515)	#DIV/0!	#DIV/0!
-11%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!