

[illegible]

[illegible]



[illegible]

[illegible]

[illegible]

## Scoreboard Totals

|                                       |           |
|---------------------------------------|-----------|
| % Retailed of Non-Franchise Make      | 13%       |
| Total # Retail Units                  | 8         |
| Avg. Days to Sale                     | 14.4      |
| Avg. Advertised Price (Time of Sale)  | \$ 48,370 |
| Avg. Transaction Price                | \$ 46,255 |
| Avg. Market Price at 100%             | \$ 51,457 |
| Avg. Price to Market % (Time of Sale) | 94%       |
| Avg. Transaction to Market            | 90%       |
| Avg. Transactional Discount           | \$ 2,115  |
| Avg. Front-End Gross                  | \$ 3,136  |
| Avg. Finance Gross                    | \$ 1,597  |
| PUVR                                  | \$ 4,733  |
| Total Gross (Units & PUVR)            | \$ 37,864 |
| GROI                                  | 256%      |
| % with Trade                          | 50%       |
| Avg. Over/Under Allowance             | \$188     |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals    | Bob Atwood | James     |
|---------------------------------------|-----------|------------|-----------|
| % Retailed of Non-New Franchise       | 13%       | #DIV/0!    | 13%       |
| Total # Retail Units                  | 8         | 0          | 8         |
| Avg. Days to Sale                     | 14.4      | #DIV/0!    | 14.4      |
| Avg. Advertised Price (Time of Sale)  | \$ 48,370 | #DIV/0!    | \$ 48,370 |
| Avg. Transaction Price                | \$ 46,255 | #DIV/0!    | \$ 46,255 |
| Avg. Market Price at 100%             | \$ 51,457 | #DIV/0!    | \$ 50,797 |
| Avg. Price to Market % (Time of Sale) | 94%       | #DIV/0!    | 95%       |
| Avg. Transaction to Market            | 90%       | #DIV/0!    | 91%       |
| Avg. Transactional Discount           | \$ 2,115  | #DIV/0!    | \$ 2,115  |
| Avg. Front-End Gross                  | \$ 3,136  | #DIV/0!    | \$ 3,136  |
| Avg. Finance Gross                    | \$ 1,597  | #DIV/0!    | \$ 1,597  |
| PUVR                                  | \$ 4,733  | #DIV/0!    | \$ 4,733  |
| Total Gross (Units & PUVR)            | \$ 37,864 | #DIV/0!    | \$ 37,864 |
| GROI                                  | 256%      | #DIV/0!    | 256%      |
| % with Trade                          | 50%       | #DIV/0!    | 50%       |
| Avg. Over/Under Allowance             | 188       | #DIV/0!    | 188       |





*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    | Joey      | Sam       |
|---------------------------------------|-----------|-----------|-----------|
| % Retailed of Non-New Franchise       | 13%       | 25%       | 0%        |
| Total # Retail Units                  | 8         | 4         | 3         |
| Avg. Days to Sale                     | 14.4      | 19.5      | 10.7      |
| Avg. Advertised Price (Time of Sale)  | \$ 48,370 | \$ 37,745 | \$ 43,328 |
| Avg. Transaction Price                | \$ 46,255 | \$ 34,601 | \$ 41,881 |
| Avg. Market Price at 100%             | \$ 51,457 | \$ 41,356 | \$ 44,987 |
| Avg. Price to Market % (Time of Sale) | 94%       | 91%       | 96%       |
| Avg. Transaction to Market            | 90%       | 84%       | 93%       |
| Avg. Transactional Discount           | \$ 2,115  | \$ 3,144  | \$ 1,447  |
| Avg. Front-End Gross                  | \$ 3,136  | \$ 1,848  | \$ 3,950  |
| Avg. Finance Gross                    | \$ 1,597  | \$ 1,099  | \$ 1,473  |
| PUVR                                  | \$ 4,733  | \$ 2,947  | \$ 5,424  |
| Total Gross (Units & PUVR)            | \$ 37,864 | \$ 11,787 | \$ 16,271 |
| GROI                                  | 256%      | 157%      | 437%      |
| % with Trade                          | 50%       | 50%       | 67%       |
| Avg. Over/Under Allowance             | 188       | 375       | 0         |



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

| Jess       |         |         |         |
|------------|---------|---------|---------|
| 0%         | #DIV/0! | #DIV/0! | #DIV/0! |
| 1          | 0       | 0       | 0       |
| 5.0        | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 105,995 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 105,995 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 105,995 | #DIV/0! | #DIV/0! | #DIV/0! |
| 100%       | #DIV/0! | #DIV/0! | #DIV/0! |
| 100%       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ -       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 5,843   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 3,963   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 9,806   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 9,806   | #DIV/0! | #DIV/0! | #DIV/0! |
| 666%       | #DIV/0! | #DIV/0! | #DIV/0! |
| 0%         | #DIV/0! | #DIV/0! | #DIV/0! |
| 0          | #DIV/0! | #DIV/0! | #DIV/0! |

[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    | Leila     |         |
|---------------------------------------|-----------|-----------|---------|
| % Retailed of Non-New Franchise       | 13%       | 13%       | #DIV/0! |
| Total # Retail Units                  | 8         | 8         | 0       |
| Avg. Days to Sale                     | 14.4      | 14.4      | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 48,370 | \$ 48,370 | #DIV/0! |
| Avg. Transaction Price                | \$ 46,255 | \$ 46,255 | #DIV/0! |
| Avg. Market Price at 100%             | \$ 51,457 | \$ 50,797 | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 94%       | 95%       | #DIV/0! |
| Avg. Transaction to Market            | 90%       | 91%       | #DIV/0! |
| Avg. Transactional Discount           | \$ 2,115  | \$ 2,115  | #DIV/0! |
| Avg. Front-End Gross                  | \$ 3,136  | \$ 3,136  | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,597  | \$ 1,597  | #DIV/0! |
| PUVR                                  | \$ 4,733  | \$ 4,733  | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 37,864 | \$ 37,864 | #DIV/0! |
| GROI                                  | 256%      | 256%      | #DIV/0! |
| % with Trade                          | 50%       | 0%        | #DIV/0! |
| Avg. Over/Under Allowance             | 188       | 188       | #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                  | 8         | 0       | 8         |
| Avg. Days to Sale                     | 14.4      | #DIV/0! | 14.4      |
| Avg. Advertised Price (Time of Sale)  | \$ 48,370 | #DIV/0! | \$ 46,255 |
| Avg. Transaction Price                | \$ 46,255 | #DIV/0! | \$ 46,255 |
| Avg. Market Price at 100%             | \$ 51,457 | #DIV/0! | \$ 50,797 |
| Avg. Price to Market % (Time of Sale) | 94%       | #DIV/0! | 91%       |
| Avg. Transaction to Market            | 90%       | #DIV/0! | 91%       |
| Avg. Transactional Discount           | \$ 2,115  | #DIV/0! | \$ 2,115  |
| Avg. Front-End Gross                  | \$ 3,136  | #DIV/0! | \$ 3,136  |
| Avg. Finance Gross                    | \$ 1,597  | #DIV/0! | \$ 1,597  |
| PUVR                                  | \$ 4,733  | #DIV/0! | \$ 4,733  |
| Total Gross (Units & PUVR)            | \$ 37,864 | #DIV/0! | \$ 37,864 |
| GROI                                  | 256%      | #DIV/0! | 256%      |
| % with Trade                          | 50%       | #DIV/0! | 50%       |
| Avg. Over/Under Allowance             | 188       | #DIV/0! | 188       |





## Scoreboard

| Same Brand as New                     | Totals    | Yes       | No        |
|---------------------------------------|-----------|-----------|-----------|
| Total # Retail Units                  | 8         | 7         | 1         |
| Avg. Days to Sale                     | 14.4      | 10.0      | 45.0      |
| Avg. Advertised Price (Time of Sale)  | \$ 48,370 | \$ 52,566 | \$ 17,500 |
| Avg. Transaction Price                | \$ 46,255 | \$ 50,363 | \$ 17,500 |
| Avg. Market Price at 100%             | \$ 51,457 | \$ 55,104 | \$ 20,647 |
| Avg. Price to Market % (Time of Sale) | 94%       | 95%       | 85%       |
| Avg. Transaction to Market            | 90%       | 91%       | 85%       |
| Avg. Transactional Discount           | \$ 2,115  | \$ 2,203  | \$ 1,495  |
| Avg. Front-End Gross                  | \$ 3,136  | \$ 3,438  | \$ 1,023  |
| Avg. Finance Gross                    | \$ 1,597  | \$ 1,825  | \$ -      |
| PUVR                                  | \$ 4,733  | \$ 5,263  | \$ 1,023  |
| Total Gross (Units & PUVR)            | \$ 37,864 | \$ 36,841 | \$ 1,023  |
| GROI                                  | 256%      | 376%      | 47%       |
| % with Trade                          | 50%       | 57%       | 0%        |
| Avg. Over/Under Allowance             | 188       | 214       | 0         |



## Scoreboard

| Source                          | Totals    | Trade on New | Trade on Used |
|---------------------------------|-----------|--------------|---------------|
| Total # Retail Units            | 8         | 8            | 0             |
| % of Retail Units               | 100%      | 100%         | 0%            |
| % Retailed of Non-New Franchise | 13%       | 13%          | #DIV/0!       |
| Avg. Days to Sale               | 14.4      | 14.4         | #DIV/0!       |
| Avg. Transaction Price          | \$ 46,255 | \$ 46,255    | #DIV/0!       |
| Avg. Transaction to Market %    | 90%       | 89%          | #DIV/0!       |
| Avg. Transactional Discount     | \$ 2,115  | \$ 2,115     | #DIV/0!       |
| Avg. Front End Gross            | \$ 3,136  | \$ 3,136     | #DIV/0!       |
| Avg. Finance Gross              | \$ 1,597  | \$ 1,597     | #DIV/0!       |
| PUVR                            | \$ 4,733  | \$ 4,733     | #DIV/0!       |
| Total Gross (Units & PUVR)      | \$ 37,864 | \$ 37,864    | #DIV/0!       |
| GROI                            | 256%      | 256%         | #DIV/0!       |
| % with Trade                    | 50%       | 50%          | #DIV/0!       |
| Avg. Over/Under Allowance       | 188       | 188          | #DIV/0!       |



[illegible]

[illegible]

## Scoreboard

| Age                             | Totals    | 0-30 days | 31-45 days |
|---------------------------------|-----------|-----------|------------|
| Total # Retail Units            | 8         | 7         | 1          |
| % of Retail Units               | 100%      | 88%       | 13%        |
| % Retailed of Non-New Franchise | 13%       | 0%        | 100%       |
| Avg. Days to Sale               | 14.4      | 10.0      | 45.0       |
| Avg. Transaction Price          | \$ 46,255 | \$ 50,363 | \$ 17,500  |
| Avg. Transaction to Market %    | 90%       | 89%       | 85%        |
| Avg. Transactional Discount     | \$ 2,115  | \$ 2,203  | \$ 1,495   |
| Avg. Front End Gross            | \$ 3,136  | \$ 3,438  | \$ 1,023   |
| Avg. Finance Gross              | \$ 1,597  | \$ 1,825  | \$ -       |
| PUVR                            | \$ 4,733  | \$ 5,263  | \$ 1,023   |
| Total Gross (Units & PUVR)      | \$ 37,864 | \$ 36,841 | \$ 1,023   |
| GROI                            | 256%      | 376%      | 47%        |
| % with Trade                    | 50%       | 57%       | 0%         |
| Avg. Over/Under Allowance       | 188       | 214       | 0          |



[illegible]