

Scoreboard Totals

% Retailed of Non-Franchise Make	57%
Total # Retail Units	37
Avg. Days to Sale	26.7
Avg. Advertised Price (Time of Sale)	\$ 29,416
Avg. Transaction Price	\$ 29,213
Avg. Market Price at 100%	\$ 30,283
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 203
Avg. Front-End Gross	\$ 1,220
Avg. Finance Gross	\$ 1,300
PUVR	\$ 2,520
Total Gross (Units & PUVR)	\$ 93,249
GROI	116%
% with Trade	43%
Avg. Over/Under Allowance	\$54



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	david bossert	chris middleton
% Retailed of Non-New Franchise	57%	56%	67%
Total # Retail Units	37	34	3
Avg. Days to Sale	26.7	28.1	11.3
Avg. Advertised Price (Time of Sale)	\$ 29,416	\$ 30,079	\$ 21,896
Avg. Transaction Price	\$ 29,213	\$ 29,873	\$ 21,729
Avg. Market Price at 100%	\$ 30,283	\$ 31,117	\$ 22,002
Avg. Price to Market % (Time of Sale)	97%	97%	100%
Avg. Transaction to Market	96%	96%	99%
Avg. Transactional Discount	\$ 203	\$ 206	\$ 167
Avg. Front-End Gross	\$ 1,220	\$ 1,268	\$ 680
Avg. Finance Gross	\$ 1,300	\$ 1,277	\$ 1,560
PUVR	\$ 2,520	\$ 2,545	\$ 2,240
Total Gross (Units & PUVR)	\$ 93,249	\$ 86,530	\$ 6,719
GROI	116%	109%	327%
% with Trade	43%	47%	0%
Avg. Over/Under Allowance	54	44	167



Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	billy stuever	al smith	patrick seidel
% Retailed of Non-New Franchise	57%	44%	75%	57%
Total # Retail Units	37	9	4	7
Avg. Days to Sale	26.7	27.4	31.0	25.3
Avg. Advertised Price (Time of Sale)	\$ 29,416	\$ 28,270	\$ 25,288	\$ 27,465
Avg. Transaction Price	\$ 29,213	\$ 27,956	\$ 25,218	\$ 27,179
Avg. Market Price at 100%	\$ 30,283	\$ 28,771	\$ 26,246	\$ 28,770
Avg. Price to Market % (Time of Sale)	97%	98%	96%	95%
Avg. Transaction to Market	96%	97%	96%	94%
Avg. Transactional Discount	\$ 203	\$ 314	\$ 71	\$ 286
Avg. Front-End Gross	\$ 1,220	\$ 1,278	\$ 2,403	\$ (553)
Avg. Finance Gross	\$ 1,300	\$ 1,588	\$ 531	\$ 1,543
PUVR	\$ 2,520	\$ 2,866	\$ 2,934	\$ 990
Total Gross (Units & PUVR)	\$ 93,249	\$ 25,797	\$ 11,735	\$ 6,932
GROI	116%	134%	135%	52%
% with Trade	43%	33%	50%	29%
Avg. Over/Under Allowance	54	203	-680	214



Select your staff member for each column.)

elliott haynes	chris enix	jorge rodriguez	brandon drosis	kyle harrison	
75%	50%	57%	#DIV/0!	33%	#DIV/0!
4	2	7	0	3	0
23.5	19.0	25.9	#DIV/0!	34.0	#DIV/0!
\$ 21,323	\$ 40,738	\$ 36,746	#DIV/0!	\$ 31,792	#DIV/0!
\$ 21,323	\$ 40,738	\$ 36,644	#DIV/0!	\$ 31,229	#DIV/0!
\$ 21,886	\$ 42,390	\$ 37,999	#DIV/0!	\$ 32,983	#DIV/0!
97%	96%	97%	#DIV/0!	96%	#DIV/0!
97%	96%	96%	#DIV/0!	95%	#DIV/0!
\$ -	\$ -	\$ 102	#DIV/0!	\$ 563	#DIV/0!
\$ 2,467	\$ 3,781	\$ 1,527	#DIV/0!	\$ (380)	#DIV/0!
\$ 709	\$ 221	\$ 1,603	#DIV/0!	\$ 1,236	#DIV/0!
\$ 3,176	\$ 4,002	\$ 3,130	#DIV/0!	\$ 856	#DIV/0!
\$ 12,704	\$ 8,004	\$ 21,907	#DIV/0!	\$ 2,567	#DIV/0!
228%	186%	119%	#DIV/0!	29%	#DIV/0!
25%	100%	71%	#DIV/0!	0%	#DIV/0!
0	-500	102	#DIV/0!	563	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	lexie grisham	billy stuever	
% Retailed of Non-New Franchise	57%	68%	33%	#DIV/0!
Total # Retail Units	37	25	12	0
Avg. Days to Sale	26.7	25.0	30.4	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,416	\$ 27,605	\$ 33,189	#DIV/0!
Avg. Transaction Price	\$ 29,213	\$ 27,400	\$ 32,989	#DIV/0!
Avg. Market Price at 100%	\$ 30,283	\$ 28,443	\$ 34,410	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	96%	#DIV/0!
Avg. Transaction to Market	96%	96%	96%	#DIV/0!
Avg. Transactional Discount	\$ 203	\$ 204	\$ 200	#DIV/0!
Avg. Front-End Gross	\$ 1,220	\$ 1,242	\$ 1,174	#DIV/0!
Avg. Finance Gross	\$ 1,300	\$ 1,591	\$ 694	#DIV/0!
PUVR	\$ 2,520	\$ 2,833	\$ 1,868	#DIV/0!
Total Gross (Units & PUVR)	\$ 93,249	\$ 70,836	\$ 22,413	#DIV/0!
GROI	116%	149%	67%	#DIV/0!
% with Trade	43%	0%	0%	#DIV/0!
Avg. Over/Under Allowance	54	144	-133	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	37	13	24
Avg. Days to Sale	26.7	21.9	29.3
Avg. Advertised Price (Time of Sale)	\$ 29,416	\$ 36,874	\$ 25,167
Avg. Transaction Price	\$ 29,213	\$ 36,683	\$ 25,167
Avg. Market Price at 100%	\$ 30,283	\$ 37,394	\$ 26,578
Avg. Price to Market % (Time of Sale)	97%	99%	95%
Avg. Transaction to Market	96%	98%	95%
Avg. Transactional Discount	\$ 203	\$ 191	\$ 209
Avg. Front-End Gross	\$ 1,220	\$ 1,455	\$ 1,093
Avg. Finance Gross	\$ 1,300	\$ 1,211	\$ 1,348
PUVR	\$ 2,520	\$ 2,666	\$ 2,441
Total Gross (Units & PUVR)	\$ 93,249	\$ 34,662	\$ 58,587
GROI	116%	119%	119%
% with Trade	43%	54%	38%
Avg. Over/Under Allowance	54	76	43



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	37	16	21
Avg. Days to Sale	26.7	21.9	30.4
Avg. Advertised Price (Time of Sale)	\$ 29,416	\$ 35,843	\$ 24,327
Avg. Transaction Price	\$ 29,213	\$ 35,625	\$ 24,327
Avg. Market Price at 100%	\$ 30,283	\$ 36,386	\$ 25,801
Avg. Price to Market % (Time of Sale)	97%	99%	94%
Avg. Transaction to Market	96%	98%	94%
Avg. Transactional Discount	\$ 203	\$ 218	\$ 192
Avg. Front-End Gross	\$ 1,220	\$ 1,054	\$ 1,347
Avg. Finance Gross	\$ 1,300	\$ 1,371	\$ 1,246
PUVR	\$ 2,520	\$ 2,425	\$ 2,593
Total Gross (Units & PUVR)	\$ 93,249	\$ 38,800	\$ 54,449
GROI	116%	112%	126%
% with Trade	43%	44%	43%
Avg. Over/Under Allowance	54	124	1



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	37	11	10
% of Retail Units	100%	30%	27%
% Retailed of Non-New Franchise	57%	73%	70%
Avg. Days to Sale	26.7	26.5	23.8
Avg. Transaction Price	\$ 29,213	\$ 28,928	\$ 24,815
Avg. Transaction to Market %	96%	98%	97%
Avg. Transactional Discount	\$ 203	\$ 149	\$ 167
Avg. Front End Gross	\$ 1,220	\$ 2,125	\$ 1,869
Avg. Finance Gross	\$ 1,300	\$ 1,791	\$ 898
PUVR	\$ 2,520	\$ 3,915	\$ 2,767
Total Gross (Units & PUVR)	\$ 93,249	\$ 43,068	\$ 27,673
GROI	116%	184%	169%
% with Trade	43%	36%	50%
Avg. Over/Under Allowance	54	150	167



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	11	2	2
3%	30%	5%	5%
0%	55%	0%	0%
3.0	34.0	40.0	1.0
\$ 40,988	\$ 29,364	\$ 46,442	\$ 28,819
103%	93%	96%	100%
\$ -	\$ 381	\$ -	\$ -
\$ 6,548	\$ (158)	\$ (277)	\$ (588)
\$ 442	\$ 1,269	\$ 708	\$ 1,805
\$ 6,990	\$ 1,111	\$ 432	\$ 1,218
\$ 6,990	\$ 12,220	\$ 863	\$ 2,435
2046%	40%	8%	1521%
100%	36%	100%	0%
-1,000	-28	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	37	25	6
% of Retail Units	100%	68%	16%
% Retailed of Non-New Franchise	57%	52%	83%
Avg. Days to Sale	26.7	15.2	37.0
Avg. Transaction Price	\$ 29,213	\$ 28,754	\$ 27,223
Avg. Transaction to Market %	96%	99%	94%
Avg. Transactional Discount	\$ 203	\$ 135	\$ 115
Avg. Front End Gross	\$ 1,220	\$ 1,803	\$ 1,669
Avg. Finance Gross	\$ 1,300	\$ 1,472	\$ 781
PUVR	\$ 2,520	\$ 3,275	\$ 2,450
Total Gross (Units & PUVR)	\$ 93,249	\$ 81,870	\$ 14,700
GROI	116%	270%	88%
% with Trade	43%	40%	67%
Avg. Over/Under Allowance	54	-25	115



46-60 days	61-90 days	90+ days
3	3	0
8%	8%	0%
67%	33%	#DIV/0!
54.0	75.0	#DIV/0!
\$ 27,521	\$ 38,710	#DIV/0!
88%	89%	#DIV/0!
\$ 738	\$ 411	#DIV/0!
\$ (897)	\$ (2,414)	#DIV/0!
\$ 1,344	\$ 860	#DIV/0!
\$ 447	\$ (1,554)	#DIV/0!
\$ 1,341	\$ (4,662)	#DIV/0!
11%	-19%	#DIV/0!
0%	67%	#DIV/0!
238	412	#DIV/0!