

[illegible]

[illegible]

New Car Franchise(s)

Lincoln

[illegible]

[illegible]

[illegible]

[illegible]

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	25
Avg. Days to Sale	49.5
Avg. Advertised Price (Time of Sale)	\$ 37,722
Avg. Transaction Price	\$ 36,867
Avg. Market Price at 100%	\$ 38,144
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	97%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 3,239
Avg. Finance Gross	\$ 1,092
PUVR	\$ 4,387
Total Gross (Units & PUVR)	\$ 109,670
GROI	87%
% with Trade	48%
Avg. Over/Under Allowance	\$48



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	25	0	0
Avg. Days to Sale	49.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,722	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,867	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,144	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,239	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,092	#DIV/0!	#DIV/0!
PUVR	\$ 4,387	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 109,670	#DIV/0!	#DIV/0!
GROI	87%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	48	#DIV/0!	#DIV/0!



(In 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	28%	#DIV/0!	#DIV/0!
Total # Retail Units	25	0	0
Avg. Days to Sale	49.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,722	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,867	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,144	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,239	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,092	#DIV/0!	#DIV/0!
PUVR	\$ 4,387	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 109,670	#DIV/0!	#DIV/0!
GROI	87%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	48	#DIV/0!	#DIV/0!



(In 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	28%	#DIV/0!	#DIV/0!
Total # Retail Units	25	0	0
Avg. Days to Sale	49.5	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 37,722	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 36,867	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 38,144	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 3,239	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,092	#DIV/0!	#DIV/0!
PUVR	\$ 4,387	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 109,670	#DIV/0!	#DIV/0!
GROI	87%	#DIV/0!	#DIV/0!
% with Trade	48%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	48	#DIV/0!	#DIV/0!



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

[illegible]

[illegible]

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	25	7	18
Avg. Days to Sale	49.5	42.6	52.3
Avg. Advertised Price (Time of Sale)	\$ 37,722	\$ 50,453	\$ 32,417
Avg. Transaction Price	\$ 36,867	\$ 49,478	\$ 32,417
Avg. Market Price at 100%	\$ 38,144	#VALUE!	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#DIV/0!
Avg. Transaction to Market	97%	#VALUE!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 812
Avg. Front-End Gross	\$ 3,239	\$ 3,627	\$ 3,088
Avg. Finance Gross	\$ 1,092	\$ 1,694	\$ 858
PUVR	\$ 4,387	\$ 5,321	\$ 4,002
Total Gross (Units & PUVR)	\$ 109,670	\$ 37,249	\$ 72,036
GROI	87%	91%	85%
% with Trade	48%	43%	50%
Avg. Over/Under Allowance	48	100	28



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	25	18	7
Avg. Days to Sale	49.5	42.4	66.7
Avg. Advertised Price (Time of Sale)	\$ 37,722	\$ 42,607	\$ 25,662
Avg. Transaction Price	\$ 36,867	\$ 41,770	\$ 25,662
Avg. Market Price at 100%	\$ 38,144	#DIV/0!	\$ 28,071
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	91%
Avg. Transaction to Market	97%	#DIV/0!	91%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 896
Avg. Front-End Gross	\$ 3,239	\$ 3,508	\$ 2,548
Avg. Finance Gross	\$ 1,092	\$ 1,396	\$ 312
PUVR	\$ 4,387	\$ 5,015	\$ 2,861
Total Gross (Units & PUVR)	\$ 109,670	\$ 90,274	\$ 20,024
GROI	87%	102%	60%
% with Trade	48%	56%	29%
Avg. Over/Under Allowance	48	66	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	25	10	10
% of Retail Units	100%	40%	40%
% Retailed of Non-New Franchise	28%	30%	30%
Avg. Days to Sale	49.5	48.0	42.6
Avg. Transaction Price	\$ 36,867	\$ 36,673	\$ 35,494
Avg. Transaction to Market %	97%	99%	95%
Avg. Transactional Discount	#VALUE!	\$ 1,165	\$ 583
Avg. Front End Gross	\$ 3,239	\$ 3,318	\$ 3,333
Avg. Finance Gross	\$ 1,092	\$ 606	\$ 1,072
PUVR	\$ 4,387	\$ 3,924	\$ 4,404
Total Gross (Units & PUVR)	\$ 109,670	\$ 39,237	\$ 44,042
GROI	87%	80%	105%
% with Trade	48%	40%	70%
Avg. Over/Under Allowance	48	70	50



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	1	0	4
0%	4%	0%	16%
#DIV/0!	100%	#DIV/0!	0%
#DIV/0!	235.0	#DIV/0!	15.3
#DIV/0!	\$ 21,486	#DIV/0!	\$ 52,395
#DIV/0!	81%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 500	#DIV/0!	#VALUE!
#DIV/0!	\$ (2,555)	#DIV/0!	\$ 4,258
#DIV/0!	\$ 216	#DIV/0!	\$ 2,580
#DIV/0!	\$ (2,339)	#DIV/0!	\$ 8,114
#DIV/0!	\$ (2,339)	#DIV/0!	\$ 32,457
#DIV/0!	-17%	#DIV/0!	364%
#DIV/0!	0%	#DIV/0!	25%
#DIV/0!	0	#DIV/0!	0

[illegible]

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	25	12	4
% of Retail Units	100%	48%	16%
% Retailed of Non-New Franchise	28%	17%	75%
Avg. Days to Sale	49.5	15.2	40.8
Avg. Transaction Price	\$ 36,867	\$ 38,733	\$ 27,959
Avg. Transaction to Market %	97%	#VALUE!	94%
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 618
Avg. Front End Gross	\$ 3,239	\$ 3,994	\$ 3,685
Avg. Finance Gross	\$ 1,092	\$ 1,015	\$ 1,161
PUVR	\$ 4,387	\$ 5,009	\$ 4,846
Total Gross (Units & PUVR)	\$ 109,670	\$ 60,112	\$ 19,385
GROI	87%	307%	153%
% with Trade	48%	50%	25%
Avg. Over/Under Allowance	48	58	0



46-60 days	61-90 days	90+ days
2	4	2
8%	16%	8%
0%	25%	50%
54.0	75.3	216.5
\$ 47,295	\$ 39,495	\$ 28,741
99%	93%	88%
\$ -	\$ 1,300	\$ 850
\$ 3,885	\$ 2,798	\$ (1,554)
\$ 1,544	\$ 1,532	\$ 358
\$ 5,428	\$ 4,330	\$ (1,196)
\$ 10,856	\$ 17,321	\$ (2,391)
77%	52%	-7%
50%	100%	0%
248	0	0