

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	92%	\$1,500	\$500
1	UT61272	2018	TOYOTA	RAV4	21	Trade on New	YES	\$ 24,995	\$ 27,564	110%	\$3,173	\$5,028
2	UT61294T	2013	SUBARU	OUTBACK	18	Trade on Used	NO	\$ 13,995	\$ 15,000	107%	\$617	\$569
3	U61359B	2020	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	NO	\$ 19,684	\$ 19,684	100%	\$0	\$2,340
4	U61360B	2020	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	Yes	\$ 19,465	\$ 19,465	100%	\$0	\$4,895
5	UT61226T	2021	HONDA	PASSPORT	37	Trade on New	NO	\$ 29,995	\$ 32,500	108%	\$1,748	\$7,173
6	UT61301T	2020	TOYOTA	HIGHLANDER	16	Trade on New	YES	\$ 34,995	\$ 38,250	109%	\$3,628	\$6,704
7	UT61882T	2017	TOYOTA	RAV4	42	Trade on Used	YES	\$ 25,995	\$ 27,988	108%	\$2,470	\$6,008
8	U61366B	2020	TOYOTA	CHR	1	LBO OEM/Leasing Co.	YES	\$ 15,980	\$ 15,980	100%	\$0	\$5,088
9	UT61286T	2018	TOYOTA	RAV4	19	Trade on Used	YES	\$ 25,995	\$ 27,314	105%	\$1,029	\$5,065
10	UT61251T	2021	TOYOTA	RAV4	30	Trade on New	Yes	\$ 29,995	\$ 31,993	107%	\$3,748	\$6,538
11	U61368B	2021	TOYOTA	HIGHLANDER	1	LBO OEM/Leasing Co.	YES	\$ 36,157	\$ 36,157	100%	(\$390)	\$9,742
12	UT61298O	2020	TOYOTA	RAV4	16	Street/Curb Buy	YES	\$ 28,995	\$ 28,413	98%	\$3,468	\$2,875
13	UT61184T	2020	TOYOTA	RAV4	45	Trade on Used	YES	\$ 27,495	\$ 25,900	94%	(\$15)	\$4,107
14	UT61279T	2021	TOYOTA	COROLLA	21	Trade on New	No	\$ 21,995	\$ 21,873	99%	(\$421)	\$4,409
15	UT61353T	2023	TOYOTA	SIENNA	4	Trade on New	YES	\$ 52,995	\$ 54,995	104%	\$7,932	\$4,984
16	UT61310T	2020	TOYOTA	HIGHLANDER	14	Trade on New	YES	\$ 39,995	\$ 38,525	96%	(\$1,714)	\$5,907
17	U61375B	2020	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	No	\$ 23,106	\$ 23,106	100%	\$0	\$4,630
18	UT61227T	2019	TOYOTA	RAV4	39	Trade on Used	YES	\$ 26,995	\$ 23,700	88%	\$1,520	\$3,733
19	U61386B	2021	TOYOTA	HIGHLANDER	1	Trade on New	YES	\$ 26,888	\$ 26,888	100%	\$0	\$566
20	UT61299O	2020	TOYOTA	COROLLA	18	Street/Curb Buy	YES	\$ 19,995	\$ 23,664	118%	\$3,326	\$5,627
21	U61387B	2019	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	YES	\$ 15,123	\$ 15,123	100%	\$0	\$6,907
22	U61390B	2018	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	YES	\$ 16,220	\$ 16,220	100%	\$0	\$5,170
23	UT61311T	2020	TOYOTA	RAV4	16	Trade on Used	YES	\$ 27,495	\$ 30,500	111%	\$2,370	\$6,522
24	UT61333T	2021	TOYOTA	HIGHLANDER	9	Trade on New	YES	\$ 39,995	\$ 39,264	98%	\$3,693	\$5,923
25	UT61243T	2020	TOYOTA	RAV4	37	Trade on New	YES	\$ 24,995	\$ 30,264	121%	\$4,656	\$4,977
26	UT61278T	2022	TOYOTA	TACOMA	26	Trade on New	YES	\$ 33,995	\$ 31,191	92%	\$3,570	\$4,236
27	U61394B	2019	TOYOTA	CHR	1	LBO OEM/Leasing Co.	No	\$ 8,130	\$ 8,130	100%	(\$300)	\$0
28	UT61260T	2020	TOYOTA	RAV4	31	Trade on New	YES	\$ 27,995	\$ 29,523	106%	\$1,747	\$8,178
29	UT61340T	2017	TOYOTA	PRIUS	10	Trade on New	YES	\$ 22,995	\$ 21,563	94%	\$1,769	\$5,095
30	UT61317T	2022	TOYOTA	TUNDRA	17	Trade on New	YES	\$ 46,995	\$ 47,813	102%	\$1,708	\$9,105
31	UT61328T	2022	TOYOTA	CAMRY	15	Trade on New	YES	\$ 37,995	\$ 40,924	108%	\$2,788	\$6,106
32	U61410B	2021	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	YES	\$ 22,723	\$ 22,722	100%	\$0	\$4,495
33	U61411B	2020	TOYOTA	HIGHLANDER	1	LBO OEM/Leasing Co.	No	\$ 27,802	\$ 27,802	100%	\$0	\$1,937
34	UT61332O	2020	TOYOTA	HIGHLANDER	16	Trade on New	YES	\$ 35,995	\$ 37,250	103%	\$4,828	\$8,023
35	UT61354T	2019	TOYOTA	HIGHLANDER	13	Trade on New	YES	\$ 32,995	\$ 33,493	102%	\$2,793	\$7,477

36	UT61348T	2020	TOYOTA	RAV4	14	Trade on Used	YES	\$ 26,995	\$ 28,250	105%	\$2,045	\$6,153
37	UT613376I	2020	TOYOTA	COROLLA	9	Auction/Wholesale	YES	\$ 20,995	\$ 21,563	103%	\$224	\$4,204
38	U61424B	2020	TOYOTA	CAMRY	1	LBO OEM/Leasing Co.	No	\$ 14,341	\$ 14,341	100%	\$0	\$0
39	UT61316T	2022	HONDA	HRV	21	Trade on New	No	\$ 25,995	\$ 26,764	103%	\$2,276	\$3,256
40	U61432B	2021	TOYOTA	COROLLA	1	LBO OEM/Leasing Co.	No	\$ 13,478	\$ 13,478	100%	\$0	\$0
41	UT61239T	2022	TOYOTA	COROLLA HB	46	Trade on New	YES	\$ 26,995	\$ 28,764	107%	\$1,210	\$5,072
42	UT61395T	2013	TOYOTA	SIENNA	8	Trade on Used	No	\$ 19,995	\$ 19,563	98%	\$6,253	\$3,641
43	UT61330T	2020	TOYOTA	RAV4	18	Trade on New	YES	\$ 27,995	\$ 32,364	116%	\$3,053	\$1,305
44	U61431B	2020	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	No	\$ 19,199	\$ 19,199	100%	\$0	\$0
45	U61438B	2021	TOYOTA	CAMRY	1	LBO OEM/Leasing Co.	YES	\$ 15,669	\$ 15,669	100%	\$0	\$3,992
46	UT61363T	2020	TOYOTA	HIGHLANDER	14	Trade on New	YES	\$ 37,995	\$ 43,178	114%	\$6,812	\$6,997
47	UT61264O	2020	TOYOTA	RAV4	39	Street/Curb Buy	YES	\$ 27,995	\$ 32,063	115%	\$405	\$5,896
48	UT61334T	2023	TOYOTA	4RUNNER	20	Trade on New	YES	\$ 48,995	\$ 50,764	104%	\$1,733	\$6,273
49	UT61392O	2018	TOYOTA	RAV4	11	Street/Curb Buy	YES	\$ 22,995	\$ 26,063	113%	(\$502)	\$2,086
50	U61456B	2021	TOYOTA	VENZA	1	LBO OEM/Leasing Co.	YES	\$ 30,835	\$ 30,835	100%	\$0	\$7,258
51	U61457B	2020	TOYOTA	RAV4	1	LBO OEM/Leasing Co.	Yes	\$ 19,941	\$ 19,941	100%	(\$300)	\$3,426
52	UT61321T	2017	AUDI	A6	25	Trade on Used	NO	\$ 24,995	\$ 24,669	99%	\$2,125	\$4,080
53	UT61284T	2024	PORSCHE	CAYENNE	37	Trade on New	NO	\$ 104,995	\$ 95,989	91%	\$5,914	\$8,557

Scoreboard Totals

% Retailed of Non-Franchise Make	7%
Total # Retail Units	190
Avg. Days to Sale	20.6
Avg. Advertised Price (Time of Sale)	\$ 28,477
Avg. Transaction Price	\$ 29,619
Avg. Market Price at 100%	\$ 28,087
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	105%
Avg. Transactional Discount	\$ (1,142)
Avg. Front-End Gross	\$ 1,535
Avg. Finance Gross	\$ 4,718
PUVR	\$ 6,252
Total Gross (Units & PUVR)	\$ 1,187,962
GROI	369%
% with Trade	27%
Avg. Over/Under Allowance	\$184



Scoreboard

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Desk Manager	Totals	Bob Atwood	SHERIF SALAM
% Retailed of Non-New Franchise	7%	#DIV/0!	8%
Total # Retail Units	190	0	126
Avg. Days to Sale	20.6	#DIV/0!	20.6
Avg. Advertised Price (Time of Sale)	\$ 28,477	#DIV/0!	\$ 28,485
Avg. Transaction Price	\$ 29,619	#DIV/0!	\$ 30,072
Avg. Market Price at 100%	\$ 28,087	#DIV/0!	\$ 28,310
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	105%	#DIV/0!	106%
Avg. Transactional Discount	\$ (1,142)	#DIV/0!	\$ (1,587)
Avg. Front-End Gross	\$ 1,535	#DIV/0!	\$ 1,414
Avg. Finance Gross	\$ 4,718	#DIV/0!	\$ 4,718
PUVR	\$ 6,252	#DIV/0!	\$ 6,132
Total Gross (Units & PUVR)	\$ 1,187,962	#DIV/0!	\$ 772,630
GROI	369%	#DIV/0!	357%
% with Trade	27%	#DIV/0!	31%
Avg. Over/Under Allowance	184	#DIV/0!	204



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MAURICIO BAUTISTA		PETER FASAN	DVON MCGLEESE
6%	#DIV/0!	#DIV/0!	#DIV/0!
64	0	0	0
20.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,461	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,728	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,329	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (266)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,772	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,717	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,490	#DIV/0!	#DIV/0!	#DIV/0!
\$ 415,332	#DIV/0!	#DIV/0!	#DIV/0!
396%	#DIV/0!	#DIV/0!	#DIV/0!
19%	#DIV/0!	#DIV/0!	#DIV/0!
145	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	AILEEN MELO	ALEJANDRO LOPEZ
% Retailed of Non-New Franchise	7%	17%	0%
Total # Retail Units	190	6	7
Avg. Days to Sale	20.6	30.3	15.6
Avg. Advertised Price (Time of Sale)	\$ 28,477	\$ 41,295	\$ 33,351
Avg. Transaction Price	\$ 29,619	\$ 41,079	\$ 33,756
Avg. Market Price at 100%	\$ 28,087	\$ 41,918	\$ 33,265
Avg. Price to Market % (Time of Sale)	101%	99%	100%
Avg. Transaction to Market	105%	98%	101%
Avg. Transactional Discount	\$ (1,142)	\$ 216	\$ (405)
Avg. Front-End Gross	\$ 1,535	\$ 3,199	\$ 2,608
Avg. Finance Gross	\$ 4,718	\$ 5,515	\$ 6,221
PUVR	\$ 6,252	\$ 8,714	\$ 8,829
Total Gross (Units & PUVR)	\$ 1,187,962	\$ 52,285	\$ 61,805
GROI	369%	252%	605%
% with Trade	27%	50%	29%
Avg. Over/Under Allowance	184	417	321



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EMIL TOROSYAN	ERIC CASTRO	FAUSTO AMORES	GARY FEINGOLD
0%	0%	25%	13%
6	5	4	8
12.0	26.2	11.8	30.0
\$ 30,348	\$ 28,695	\$ 24,370	\$ 29,454
\$ 57,449	\$ 29,530	\$ 26,110	\$ 28,801
\$ 30,394	\$ 28,033	\$ 22,880	\$ 30,111
100%	102%	107%	98%
189%	105%	114%	96%
\$ (27,101)	\$ (835)	\$ (1,740)	\$ 653
\$ 1,500	\$ 235	\$ 1,527	\$ 1,802
\$ 3,697	\$ 5,277	\$ 4,939	\$ 3,671
\$ 5,196	\$ 5,512	\$ 6,466	\$ 5,473
\$ 31,177	\$ 27,561	\$ 25,863	\$ 43,780
271%	256%	759%	228%
0%	60%	0%	38%
0	880	0	63

JAVIER ALFONSO	JENNFIER BOLDIS	JENNIEVA NATERA	JHODYN ALFONSO
0%	#DIV/0!	0%	#DIV/0!
6	0	4	0
26.3	#DIV/0!	49.0	#DIV/0!
\$ 34,355	#DIV/0!	\$ 27,145	#DIV/0!
\$ 34,080	#DIV/0!	\$ 28,688	#DIV/0!
\$ 34,681	#DIV/0!	\$ 25,868	#DIV/0!
99%	#DIV/0!	105%	#DIV/0!
98%	#DIV/0!	111%	#DIV/0!
\$ 276	#DIV/0!	\$ (1,543)	#DIV/0!
\$ 1,469	#DIV/0!	\$ 3,159	#DIV/0!
\$ 6,559	#DIV/0!	\$ 5,473	#DIV/0!
\$ 8,028	#DIV/0!	\$ 8,631	#DIV/0!
\$ 48,168	#DIV/0!	\$ 34,525	#DIV/0!
322%	#DIV/0!	221%	#DIV/0!
50%	#DIV/0!	0%	#DIV/0!
500	#DIV/0!	0	#DIV/0!

JEREMIAH MAXIME	JOSE DE LEON	JUSTIN VALENCIA	KAI HU
0%	50%	13%	0%
4	6	8	4
21.3	23.3	27.5	23.8
\$ 30,491	\$ 27,178	\$ 31,321	\$ 24,762
\$ 28,702	\$ 27,916	\$ 31,353	\$ 26,570
\$ 32,641	\$ 26,507	\$ 31,336	\$ 23,163
93%	103%	100%	107%
88%	105%	100%	115%
\$ 1,789	\$ (738)	\$ (32)	\$ (1,808)
\$ 1,239	\$ 2,521	\$ 883	\$ 149
\$ 5,829	\$ 5,741	\$ 3,940	\$ 3,218
\$ 7,068	\$ 8,262	\$ 4,824	\$ 3,367
\$ 28,272	\$ 49,572	\$ 38,588	\$ 13,467
417%	457%	201%	192%
50%	50%	13%	25%
250	0	0	0

KHALED SALAM	KILMA AMEZQUITA	LOULOU HILAIRE	MARK CAMPBELL
12%	#DIV/0!	7%	4%
17	0	14	25
20.5	#DIV/0!	13.9	5.4
\$ 28,224	#DIV/0!	\$ 28,578	\$ 23,479
\$ 28,329	#DIV/0!	\$ 29,646	\$ 23,261
\$ 28,211	#DIV/0!	\$ 27,735	\$ 23,732
100%	#DIV/0!	103%	99%
100%	#DIV/0!	107%	98%
\$ (105)	#DIV/0!	\$ (1,068)	\$ 217
\$ 1,897	#DIV/0!	\$ 3,350	\$ (192)
\$ 4,693	#DIV/0!	\$ 6,130	\$ 2,947
\$ 6,590	#DIV/0!	\$ 9,480	\$ 2,754
\$ 112,030	#DIV/0!	\$ 132,723	\$ 68,858
409%	#DIV/0!	831%	795%
35%	#DIV/0!	14%	12%
324	#DIV/0!	371	68

VARGHESE MATHEW	MUZAFAR KARIM	MCGERALD LEZEA	ROGER DUMAS
0%	0%	0%	11%
8	4	3	9
21.5	19.3	25.7	28.6
\$ 37,345	\$ 26,326	\$ 29,662	\$ 25,956
\$ 38,454	\$ 27,150	\$ 33,530	\$ 24,361
\$ 36,392	\$ 25,484	\$ 26,357	\$ 27,517
103%	103%	113%	94%
106%	107%	127%	89%
\$ (1,109)	\$ (824)	\$ (3,869)	\$ 1,595
\$ 2,835	\$ 1,983	\$ 3,073	\$ 1,678
\$ 5,848	\$ 6,254	\$ 2,778	\$ 4,281
\$ 8,683	\$ 8,237	\$ 5,851	\$ 5,959
\$ 69,461	\$ 32,946	\$ 17,552	\$ 53,633
378%	567%	245%	308%
38%	25%	67%	33%
63	125	167	300

SEBASTIAN TORRES	SOHRAB WAHAB	STEVENS JEAN	TIFFANY MORENO
20%	0%	0%	14%
5	7	11	7
24.4	37.0	25.1	13.6
\$ 23,595	\$ 33,795	\$ 28,182	\$ 25,759
\$ 25,044	\$ 33,320	\$ 29,503	\$ 26,432
\$ 22,328	\$ 34,320	\$ 27,014	\$ 25,089
106%	98%	104%	103%
112%	97%	109%	105%
\$ (1,449)	\$ 475	\$ (1,321)	\$ (673)
\$ 3,115	\$ 1,140	\$ 1,228	\$ 1,498
\$ 4,543	\$ 6,576	\$ 4,884	\$ 5,079
\$ 7,659	\$ 7,717	\$ 6,112	\$ 6,577
\$ 38,293	\$ 54,016	\$ 67,236	\$ 46,039
451%	225%	297%	660%
20%	29%	27%	29%
450	0	91	114

Scoreboard

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Finance Manager	Totals	GARY IOVINO	GHULAM MUJAT
% Retailed of Non-New Franchise	7%	6%	23%
Total # Retail Units	190	81	22
Avg. Days to Sale	20.6	19.4	26.2
Avg. Advertised Price (Time of Sale)	\$ 28,477	\$ 28,154	\$ 31,510
Avg. Transaction Price	\$ 29,619	\$ 30,274	\$ 31,711
Avg. Market Price at 100%	\$ 28,087	\$ 28,147	\$ 31,468
Avg. Price to Market % (Time of Sale)	101%	100%	100%
Avg. Transaction to Market	105%	108%	101%
Avg. Transactional Discount	\$ (1,142)	\$ (2,120)	\$ (201)
Avg. Front-End Gross	\$ 1,535	\$ 1,445	\$ 2,103
Avg. Finance Gross	\$ 4,718	\$ 4,130	\$ 6,181
PUVR	\$ 6,252	\$ 5,575	\$ 8,284
Total Gross (Units & PUVR)	\$ 1,187,962	\$ 451,573	\$ 182,248
GROI	369%	342%	359%
% with Trade	27%	0%	0%
Avg. Over/Under Allowance	184	169	230



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ALISA S	VICTORIA ORREHECTOR	MALTEAHMAD	HUSSEI
7%	11%	0%	6%
29	9	18	18
22.6	13.7	23.0	19.1
\$ 27,967	\$ 21,153	\$ 28,132	\$ 29,281
\$ 28,839	\$ 21,724	\$ 28,396	\$ 29,716
\$ 27,285	\$ 20,714	\$ 28,027	\$ 28,837
103%	102%	100%	102%
106%	105%	101%	103%
\$ (872)	\$ (571)	\$ (264)	\$ (435)
\$ 2,014	\$ 1,987	\$ 742	\$ 1,196
\$ 4,700	\$ 4,158	\$ 4,204	\$ 5,353
\$ 6,715	\$ 6,145	\$ 4,947	\$ 6,549
\$ 194,726	\$ 55,304	\$ 89,039	\$ 117,886
371%	745%	273%	416%
0%	0%	0%	0%
236	111	411	28

SHAIKH ALI			
0%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
17.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,933	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,769	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,284	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 164	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,312	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,164	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,476	#DIV/0!	#DIV/0!	#DIV/0!
\$ 97,186	#DIV/0!	#DIV/0!	#DIV/0!
508%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
38	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	190	145	45
Avg. Days to Sale	20.6	21.6	17.3
Avg. Advertised Price (Time of Sale)	\$ 28,477	\$ 29,909	\$ 27,033
Avg. Transaction Price	\$ 29,619	\$ 30,422	\$ 27,033
Avg. Market Price at 100%	\$ 28,087	\$ 29,520	\$ 24,438
Avg. Price to Market % (Time of Sale)	101%	101%	111%
Avg. Transaction to Market	105%	103%	111%
Avg. Transactional Discount	\$ (1,142)	\$ (513)	\$ (3,170)
Avg. Front-End Gross	\$ 1,535	\$ 1,741	\$ 870
Avg. Finance Gross	\$ 4,718	\$ 5,245	\$ 3,019
PUVR	\$ 6,252	\$ 6,986	\$ 3,889
Total Gross (Units & PUVR)	\$ 1,187,962	\$ 1,012,948	\$ 175,014
GROI	369%	383%	300%
% with Trade	27%	30%	18%
Avg. Over/Under Allowance	184	204	122



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	190	176	14
Avg. Days to Sale	20.6	19.4	34.9
Avg. Advertised Price (Time of Sale)	\$ 28,477	\$ 28,263	\$ 30,147
Avg. Transaction Price	\$ 29,619	\$ 29,577	\$ 30,147
Avg. Market Price at 100%	\$ 28,087	\$ 27,996	\$ 32,341
Avg. Price to Market % (Time of Sale)	101%	101%	93%
Avg. Transaction to Market	105%	106%	93%
Avg. Transactional Discount	\$ (1,142)	\$ (1,314)	\$ 1,019
Avg. Front-End Gross	\$ 1,535	\$ 1,561	\$ 1,209
Avg. Finance Gross	\$ 4,718	\$ 4,783	\$ 3,897
PUVR	\$ 6,252	\$ 6,344	\$ 5,106
Total Gross (Units & PUVR)	\$ 1,187,962	\$ 1,116,476	\$ 71,486
GROI	369%	397%	175%
% with Trade	27%	26%	43%
Avg. Over/Under Allowance	184	176	289



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	190	77	40
% of Retail Units	100%	41%	21%
% Retailed of Non-New Franchise	7%	9%	18%
Avg. Days to Sale	20.6	24.9	27.8
Avg. Transaction Price	\$ 29,619	\$ 34,694	\$ 25,475
Avg. Transaction to Market %	105%	105%	105%
Avg. Transactional Discount	\$ (1,142)	\$ (528)	\$ (292)
Avg. Front End Gross	\$ 1,535	\$ 2,242	\$ 1,864
Avg. Finance Gross	\$ 4,718	\$ 5,325	\$ 4,563
PUVR	\$ 6,252	\$ 7,568	\$ 6,427
Total Gross (Units & PUVR)	\$1,187,962	\$ 582,709	\$ 257,097
GROI	369%	315%	326%
% with Trade	27%	34%	45%
Avg. Over/Under Allowance	184	292	200



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	5	5	0
7%	3%	3%	0%
0%	0%	0%	#DIV/0!
42.1	29.6	18.4	#DIV/0!
\$ 29,603	\$ 24,940	\$ 36,998	#DIV/0!
109%	96%	94%	#DIV/0!
\$ (923)	\$ 655	\$ 1,197	#DIV/0!
\$ 1,696	\$ (2,086)	\$ 7,316	#DIV/0!
\$ 4,903	\$ 5,133	\$ 5,920	#DIV/0!
\$ 6,599	\$ 3,046	\$ 13,235	#DIV/0!
\$ 92,390	\$ 15,232	\$ 66,177	#DIV/0!
190%	149%	700%	#DIV/0!
36%	20%	20%	#DIV/0!
89	100	500	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
49	0	0
26%	0%	0%
0%	#DIV/0!	#DIV/0!
1.0	#DIV/0!	#DIV/0!
\$ 24,758	#DIV/0!	#DIV/0!
118%	#DIV/0!	#DIV/0!
\$ (3,286)	#DIV/0!	#DIV/0!
\$ (113)	#DIV/0!	#DIV/0!
\$ 3,671	#DIV/0!	#DIV/0!
\$ 3,558	#DIV/0!	#DIV/0!
\$ 174,357	#DIV/0!	#DIV/0!
5282%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	190	147	23
% of Retail Units	100%	77%	12%
% Retailed of Non-New Franchise	7%	5%	17%
Avg. Days to Sale	20.6	12.3	36.7
Avg. Transaction Price	\$ 29,619	\$ 29,432	\$ 31,632
Avg. Transaction to Market %	105%	110%	101%
Avg. Transactional Discount	\$ (1,142)	\$ (1,568)	\$ 181
Avg. Front End Gross	\$ 1,535	\$ 1,667	\$ 1,634
Avg. Finance Gross	\$ 4,718	\$ 4,675	\$ 5,049
PUVR	\$ 6,252	\$ 6,342	\$ 6,683
Total Gross (Units & PUVR)	\$ 1,187,962	\$ 932,210	\$ 153,715
GROI	369%	630%	207%
% with Trade	27%	24%	22%
Avg. Over/Under Allowance	184	164	266



46-60 days	61-90 days	90+ days
9	8	2
5%	4%	1%
0%	13%	50%
52.1	74.3	95.0
\$ 28,786	\$ 31,041	\$ 23,782
97%	110%	75%
\$ 765	\$ (622)	\$ 3,714
\$ 107	\$ 1,368	\$ (1,445)
\$ 5,285	\$ 4,400	\$ 2,666
\$ 5,392	\$ 5,769	\$ 1,221
\$ 48,529	\$ 46,148	\$ 2,441
129%	90%	19%
56%	50%	50%
472	63	25