

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
SEAN KIM	JEANNIE	KEVIN THOMAS
JOHN KELA	CEASAR	MICHAEL PHELPS
JOHN KELA	CEASAR	ISSAC S
JOHN KELA	CEASAR	KHALID
BOLUN ZHANG	JEANNIE	JOSIAH
JOHN KELA	JEANNIE	KEVINEURO
JOHN KELA	JEANNIE	KEVIN THOMAS
BOLUN ZHANG	JEANNIE	JOHN MANGLONA
BOLUN ZHANG	CEASAR	KHALID
SEAN KIM	CEASAR	MIKE PHELPS
SEAN KIM	CEASAR	KEVIN THOMAS
JOHN KELA	JEANNIE	KEVIN EURO
JOHN KELA	CEASAR	JOSIAS KENT
JOHN KELA	CEASAR	SIMEION
JOHN KELA	CEASAR	KEVIN EURO
BOLUN ZHANG	CEASAR	KEVIN EURO
BOLUN ZHANG	CEASAR	KEVIN THOMAS
SEAN KIM	JEANNIE	ISSAC S
JOHN KELA	JEANNIE	ISSAC S
JOHN KELA	JEANNIE	JOSIAH
JOHN KELA	JEANNIE	MICHAEL PHELPS
JOHN KELA	CEASAR	KEVIN EURO
JOHN KELA	CEASAR	SIMEION
JOHN KELA	JEANNIE	SIMEION
JOHN KELA	JEANNIE	JOSIAH
JOHN KELA	CEASAR	ISSAC S
JOHN KELA	CEASAR	SIMEION
JOHN KELA	CEASAR	KEVIN EURO
BOLUN ZHANG	JEANNIE	MICHAEL PHELPS
JOHN KELA	JEANNIE	MICHAEL PHELPS
BOLUN ZHANG	CEASAR	JOSIAH
BOLUN ZHANG	CEASAR	KEVIN EURO
BOLUN ZHANG	JEANNIE	KEVIN EURO
BOLUN ZHANG	JEANNIE	KEVIN THOMAS
SEAN KIM	CEASAR	JOSIAH
JOHN KELA	JEANNIE	MICHAEL PHELPS
JOHN KELA	SEAN KIM	MICHAEL PHELPS
JOHN KELA	JEANNIE	KEVIN EURO
JOHN KELA	JEANNIE	KEVIN EURO
JOHN KELA	CEASAR	ISSAC S
JOHN KELA	CEASAR	KEVIN THOMAS
BOLUN ZHANG	CEASAR	SIMEION
BOLUN ZHANG	CEASAR	SIMEION
BOLUN ZHANG	CEASAR	MICHAEL PHELPS
BOLUN ZHANG	CEASAR	MICHAEL PHELPS
SEAN KIM	CEASAR	KEVIN EURO
BOLUN ZHANG	CEASAR	JOSIAS KENT

JOHN KELA	JEANNIE	KEVIN THOMAS
JOHN KELA	JEANNIE	KEVIN EURO
JOHN KELA	JEANNIE	ISSAC S
JOHN KELA	CEASAR	MIKE PHELPS
JOHN KELA	CEASAR	SIMEION



Jeep
Jeep
Jeep
Chrysler
Jeep

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	95%	\$1,500	\$500
1	PJ1532	2023	Nissan	SENTRA	23	Auction/Wholesale	No	\$ 21,988	\$ 20,227	95%	\$2,786	\$1,814
2	PJ1544	2022	Dodge	RAM	89	Auction/Wholesale	No	\$ 31,657	\$ 28,707	98%	\$2,880	\$0
3	PJ1537	2022	Mitsubishi	MIRAGE	37	Auction/Wholesale	No	\$ 20,612	\$ 20,612	92%	\$1,200	\$2,058
4	J7303A	2021	Jeep	GRAND CHEROKEE	62	Trade on Used	No	\$ 41,359	\$ 37,600	96%	\$701	\$0
5	J7246A	2022	Dodge	RAM	135	Trade on New	No	\$ 99,382	\$ 105,177	86%	\$0	\$8,377
6	PJ1542	2021	Volkswagen	TIGUAN	37	Auction/Wholesale	No	\$ 31,375	\$ 29,928	96%	\$1,493	\$820
7	J7316A	2020	Hyundai	ELANTRA	42	Trade on Used	No	\$ 24,985	\$ 23,127	93%	\$2,945	\$5,912
8	J7016A	2022	Jeep	COMPASS	33	Trade on New	No	\$ 35,688	\$ 32,350	97%	\$2,305	\$2,330
9	J7919A	2023	Kia	SOUL	74	Trade on Used	No	\$ 26,488	\$ 24,388	98%	\$1,164	\$1,556
10	PJ1512	2021	Kia	rio	36	Auction/Wholesale	No	\$ 20,999	\$ 20,426	95%	\$1,822	\$2,445
11	PJ1529	2020	Jeep	CHEROKEE	45	Auction/Wholesale	No	\$ 29,999	\$ 26,323	97%	\$5,027	\$2,733
12	J6997A	2022	Jeep	WRANGLER	88	Trade on New	No	\$ 57,322	\$ 53,240	102%	\$4,998	\$3,835
13	J7284A	2021	Jeep	GLADIATOR	73	Trade on New	No	\$ 44,988	\$ 41,850	100%	\$1,649	\$1,558
14	PJ1522	2021	Honda	HRV	108	Auction/Wholesale	No	\$ 27,888	\$ 24,487	97%	\$1,729	\$5,583
15	PJ1545	2021	Cadillac	XT4	12	Auction/Wholesale	No	\$ 33,987	\$ 30,757	103%	\$2,265	\$808
16	PJ1561	2021	GMC	SAVANA	33	Auction/Wholesale	No	\$ 37,995	\$ 34,025	101%	\$1,059	\$0
17	PJ1539	2020	Nissan	SENTRA	62	Auction/Wholesale	No	\$ 26,998	\$ 24,010	98%	\$545	\$0
18	C8573A	2021	Jeep	RENEGADE	111	Trade on New	No	\$ 27,188	\$ 23,377	99%	\$2,940	\$2,120
19	J7255A	2022	Jeep	WRANGLER	92	Trade on New	No	\$ 51,377	\$ 48,735	101%	\$3,240	\$2,802
20	PJ1547	2023	Toyota	TACOMA	55	Auction/Wholesale	No	\$ 56,312	\$ 52,025	102%	\$1,917	\$3,149
21	C8563A	2022	Chrysler	300	44	Trade on New	No	\$ 36,499	\$ 32,568	100%	\$1,803	\$371
22	PJ1514A	2018	Buick	ENVISION	74	Trade on Used	No	\$ 27,885	\$ 24,353	101%	\$4,180	\$4,151
23	J7321C	2016	Ford	MUSTANG	96	Trade on Used	No	\$ 17,999	\$ 17,715	96%	\$1,526	\$981
24	J7362A	2016	Toyota	AVALON	51	Trade on Used	No	\$ 24,995	\$ 21,863	98%	\$2,946	\$3,532
25	PJ1495B	2022	Mitsubishi	OUTLANDER	114	Trade on Used	No	\$ 29,998	\$ 25,439	102%	\$2,443	\$0
26	J7187A	2018	Dodge	DURANGO	55	Trade on Used	No	\$ 26,557	\$ 23,995	99%	\$3,195	\$3,242
27	J7430A	2020	Jeep	CHEROKEE	71	Trade on New	No	\$ 36,995	\$ 33,040	96%	\$4,500	\$3,331
28	J7382A	2020	Jeep	CHEROKEE	64	Trade on New	No	\$ 23,388	\$ 20,291	98%	\$555	\$1,173
29	J7243A	2015	GMC	SIERRA	18	Trade on Used	No	\$ 29,578	\$ 26,566	99%	\$330	\$3,991
30	PJ1565	2022	Buick	ENCORE	42	Auction/Wholesale	No	\$ 28,995	\$ 25,176	97%	\$2,177	\$0

31	PJ1529A	2022	Ford	ESCAPE	39	Trade on Used	No	\$	16,995	\$	12,965	105%	\$1,154	\$2,508
32	PJ1557	2021	Jeep	CHEROKEE	6	Auction/Wholesale	No	\$	44,432	\$	40,511	101%	\$4,190	\$2,420
33	C8573B	2017	Hyundai	ELANTRA	34	Trade on New	No	\$	19,995	\$	16,373	96%	\$5,432	\$1,049
34	C8564B	2017	Infiniti	QZ60	99	Trade on New	No	\$	21,775	\$	18,499	92%	\$2,224	\$2,727
35	PJ1543A	2018	Dodge	RAM	106	Trade on New	No	\$	24,995	\$	21,557	101%	\$1,091	\$1,861
36	PJ1561A	2019	Toyota	COROLLA	82	Trade on Used	No	\$	35,626	\$	38,499	98%	\$5,094	\$2,033
37	PJ1556	2019	Volkswagen	ATLAS	27	Auction/Wholesale	No	\$	29,995	\$	28,281	92%	\$2,956	\$4,202
38	PJ1490	2021	Jeep	WRANGLER	63	Auction/Wholesale	No	\$	49,999	\$	47,285	100%	\$719	\$0
39	PJ1516	2020	Ford	RANGER	44	Auction/Wholesale	No	\$	31,785	\$	33,507	91%	\$3,007	\$0
40	PJ1495C	2020	Mitsubishi	OUTLANDER	74	Trade on New	No	\$	27,888	\$	24,669	94%	\$1,007	\$7,591
41	J7187B	2017	Kia	SORENTO	80	Trade on New	No	\$	16,995	\$	16,517	94%	\$1,391	\$3,733
42	PJ1553	2023	Nissan	ALTIMA	66	Auction/Wholesale	No	\$	29,995	\$	27,116	92%	\$2,853	\$3,890
43	PJ1528	2021	Buick	ENVISION	35	Auction/Wholesale	No	\$	32,995	\$	30,433	97%	\$1,002	\$0
44	J7359B	2023	Jeep	WRANGLER	66	Trade on New	No	\$	55,887	\$	52,246	100%	\$2,961	\$0
45	C8563C	2019	Chrysler	300	108	Trade on New	No	\$	24,995	\$	24,581	98%	\$4,346	\$3,971
46	PJ1566	2022	Dodge	CHALLENGER	85	Auction/Wholesale	No	\$	31,655	\$	28,083	96%	\$1,953	\$4,204
47	PJ1568	2023	Jeep	WRANGLER	93	Auction/Wholesale	No	\$	56,501	\$	50,852	106%	\$14,182	\$6,697
48	J6927A	2018	Ford	EXPLORER	34	Trade on Used	No	\$	18,995	\$	19,203	91%	\$4,849	\$0
49	J7391A	2018	Mini	CLUBMAN	45	Trade on Used	No	\$	18,301	\$	17,995	102%	\$3,102	\$1,500
50	PJ1540	2021	Jeep	WRANGLER	26	Auction/Wholesale	No	\$	37,888	\$	35,368	100%	\$4,057	\$402
51	PJ1567	2023	Hyundai	ELANTRA	75	Auction/Wholesale	No	\$	26,555	\$	24,764	98%	\$1,680	\$587
52	J7321A	2012	Ford	MUSTANG	61	Trade on Used	No	\$	15,999	\$	17,378	102%	\$9,415	\$2,639
53	PJ1559	2022	Dodge	DURANGO	82	Auction/Wholesale	No	\$	45,699	\$	42,397	100%	\$6,454	\$3,854

## Scoreboard Totals

% Retailed of Non-Franchise Make	66%
Total # Retail Units	102
Avg. Days to Sale	66.4
Avg. Advertised Price (Time of Sale)	\$ 34,816
Avg. Transaction Price	\$ 32,528
Avg. Market Price at 100%	\$ 35,727
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	91%
Avg. Transactional Discount	\$ 2,288
Avg. Front-End Gross	\$ 3,081
Avg. Finance Gross	\$ 2,247
PUVR	\$ 5,328
Total Gross (Units & PUVR)	\$ 543,475
GROI	89%
% with Trade	41%
Avg. Over/Under Allowance	\$1,059



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	SEAN KIM
% Retailed of Non-New Franchise	66%	#DIV/0!	60%
Total # Retail Units	102	0	30
Avg. Days to Sale	66.4	#DIV/0!	74.2
Avg. Advertised Price (Time of Sale)	\$ 34,816	#DIV/0!	\$ 38,296
Avg. Transaction Price	\$ 32,528	#DIV/0!	\$ 35,918
Avg. Market Price at 100%	\$ 35,727	#DIV/0!	\$ 39,008
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	98%
Avg. Transaction to Market	91%	#DIV/0!	92%
Avg. Transactional Discount	\$ 2,288	#DIV/0!	\$ 2,378
Avg. Front-End Gross	\$ 3,081	#DIV/0!	\$ 2,578
Avg. Finance Gross	\$ 2,247	#DIV/0!	\$ 1,923
PUVR	\$ 5,328	#DIV/0!	\$ 4,501
Total Gross (Units & PUVR)	\$ 543,475	#DIV/0!	\$ 135,037
GROI	89%	#DIV/0!	61%
% with Trade	41%	#DIV/0!	50%
Avg. Over/Under Allowance	1,059	#DIV/0!	1,468



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

JOHN KELA	BOLUN ZHANG		
66%	80%	#DIV/0!	#DIV/0!
61	10	0	0
62.8	68.3	#DIV/0!	#DIV/0!
\$ 32,741	\$ 38,517	#DIV/0!	#DIV/0!
\$ 29,966	\$ 39,602	#DIV/0!	#DIV/0!
\$ 33,489	\$ 41,213	#DIV/0!	#DIV/0!
98%	93%	#DIV/0!	#DIV/0!
89%	96%	#DIV/0!	#DIV/0!
\$ 2,775	\$ (1,086)	#DIV/0!	#DIV/0!
\$ 3,421	\$ 2,284	#DIV/0!	#DIV/0!
\$ 2,437	\$ 2,180	#DIV/0!	#DIV/0!
\$ 5,858	\$ 4,463	#DIV/0!	#DIV/0!
\$ 357,326	\$ 44,631	#DIV/0!	#DIV/0!
112%	59%	#DIV/0!	#DIV/0!
38%	40%	#DIV/0!	#DIV/0!
812	1,446	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	MICHAEL PHELPS	KEVIN THOMAS
% Retailed of Non-New Franchise	66%	59%	45%
Total # Retail Units	102	17	11
Avg. Days to Sale	66.4	71.9	62.2
Avg. Advertised Price (Time of Sale)	\$ 34,816	\$ 34,214	\$ 35,032
Avg. Transaction Price	\$ 32,528	\$ 31,329	\$ 31,831
Avg. Market Price at 100%	\$ 35,727	\$ 34,888	\$ 35,813
Avg. Price to Market % (Time of Sale)	97%	98%	98%
Avg. Transaction to Market	91%	90%	89%
Avg. Transactional Discount	\$ 2,288	\$ 2,885	\$ 3,200
Avg. Front-End Gross	\$ 3,081	\$ 3,541	\$ 3,356
Avg. Finance Gross	\$ 2,247	\$ 2,651	\$ 2,398
PUVR	\$ 5,328	\$ 6,191	\$ 5,755
Total Gross (Units & PUVR)	\$ 543,475	\$ 105,248	\$ 63,302
GROI	89%	99%	105%
% with Trade	41%	35%	55%
Avg. Over/Under Allowance	1,059	782	860



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

ISSAC S	KHALID	JOSIAS KENT	KEVIN EURO
92%	67%	92%	43%
13	9	12	7
65.6	78.2	70.8	51.9
\$ 32,356	\$ 34,381	\$ 35,248	\$ 43,516
\$ 30,675	\$ 32,881	\$ 33,481	\$ 43,079
\$ 32,768	\$ 35,467	\$ 37,648	\$ 44,909
99%	97%	94%	97%
94%	93%	89%	96%
\$ 1,681	\$ 1,500	\$ 1,768	\$ 436
\$ 3,171	\$ 2,454	\$ 2,348	\$ 4,182
\$ 2,823	\$ 1,258	\$ 2,769	\$ 1,352
\$ 5,994	\$ 3,712	\$ 5,117	\$ 5,535
\$ 77,923	\$ 33,406	\$ 61,400	\$ 38,742
107%	52%	78%	89%
31%	44%	17%	71%
646	900	955	1,886

JOHN MANGLONA	ISSAC S	SIMEION	
69%	92%	60%	#DIV/0!
13	13	15	0
63.9	65.6	67.1	#DIV/0!
\$ 33,030	\$ 32,356	\$ 33,361	#DIV/0!
\$ 30,568	\$ 30,675	\$ 30,656	#DIV/0!
\$ 33,670	\$ 32,768	\$ 33,866	#DIV/0!
98%	99%	99%	#DIV/0!
91%	94%	91%	#DIV/0!
\$ 2,461	\$ 1,681	\$ 2,705	#DIV/0!
\$ 1,973	\$ 3,171	\$ 4,162	#DIV/0!
\$ 2,030	\$ 2,823	\$ 2,431	#DIV/0!
\$ 4,003	\$ 5,994	\$ 6,593	#DIV/0!
\$ 52,037	\$ 77,923	\$ 98,900	#DIV/0!
74%	107%	115%	#DIV/0!
38%	31%	53%	#DIV/0!
781	646	1,608	#DIV/0!



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JEANNIE	CEASAR
% Retailed of Non-New Franchise	66%	65%	64%
Total # Retail Units	102	40	59
Avg. Days to Sale	66.4	60.7	70.2
Avg. Advertised Price (Time of Sale)	\$ 34,816	\$ 33,941	\$ 35,117
Avg. Transaction Price	\$ 32,528	\$ 31,454	\$ 32,983
Avg. Market Price at 100%	\$ 35,727	\$ 34,717	\$ 36,078
Avg. Price to Market % (Time of Sale)	97%	98%	97%
Avg. Transaction to Market	91%	91%	91%
Avg. Transactional Discount	\$ 2,288	\$ 2,487	\$ 2,135
Avg. Front-End Gross	\$ 3,081	\$ 3,200	\$ 3,041
Avg. Finance Gross	\$ 2,247	\$ 2,287	\$ 2,334
PUVR	\$ 5,328	\$ 5,487	\$ 5,375
Total Gross (Units & PUVR)	\$ 543,475	\$ 219,497	\$ 317,118
GROI	89%	104%	84%
% with Trade	41%	0%	0%
Avg. Over/Under Allowance	1,059	1,144	1,056



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

SEAN KIM			
100%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
68.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,550	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,897	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,921	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
88%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,653	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,287	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,287	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,860	#DIV/0!	#DIV/0!	#DIV/0!
32%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	102	0	101
Avg. Days to Sale	66.4	#DIV/0!	66.6
Avg. Advertised Price (Time of Sale)	\$ 34,816	#DIV/0!	\$ 32,369
Avg. Transaction Price	\$ 32,528	#DIV/0!	\$ 32,369
Avg. Market Price at 100%	\$ 35,727	#DIV/0!	\$ 35,575
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	91%
Avg. Transaction to Market	91%	#DIV/0!	91%
Avg. Transactional Discount	\$ 2,288	#DIV/0!	\$ 2,278
Avg. Front-End Gross	\$ 3,081	#DIV/0!	\$ 3,081
Avg. Finance Gross	\$ 2,247	#DIV/0!	\$ 2,250
PUVR	\$ 5,328	#DIV/0!	\$ 5,331
Total Gross (Units & PUVR)	\$ 543,475	#DIV/0!	\$ 538,463
GROI	89%	#DIV/0!	89%
% with Trade	41%	#DIV/0!	42%
Avg. Over/Under Allowance	1,059	#DIV/0!	1,070



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	102	35	67
Avg. Days to Sale	66.4	72.4	63.3
Avg. Advertised Price (Time of Sale)	\$ 34,816	\$ 39,686	\$ 30,278
Avg. Transaction Price	\$ 32,528	\$ 36,835	\$ 30,278
Avg. Market Price at 100%	\$ 35,727	\$ 40,281	\$ 33,376
Avg. Price to Market % (Time of Sale)	97%	99%	91%
Avg. Transaction to Market	91%	91%	91%
Avg. Transactional Discount	\$ 2,288	\$ 2,851	\$ 1,994
Avg. Front-End Gross	\$ 3,081	\$ 3,365	\$ 2,933
Avg. Finance Gross	\$ 2,247	\$ 2,037	\$ 2,357
PUVR	\$ 5,328	\$ 5,402	\$ 5,290
Total Gross (Units & PUVR)	\$ 543,475	\$ 189,074	\$ 354,401
GROI	89%	73%	99%
% with Trade	41%	60%	31%
Avg. Over/Under Allowance	1,059	1,557	799



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	102	38	29
% of Retail Units	100%	37%	28%
% Retailed of Non-New Franchise	66%	42%	86%
Avg. Days to Sale	66.4	76.4	58.4
Avg. Transaction Price	\$ 32,528	\$ 35,427	\$ 28,219
Avg. Transaction to Market %	91%	89%	93%
Avg. Transactional Discount	\$ 2,288	\$ 2,862	\$ 1,652
Avg. Front End Gross	\$ 3,081	\$ 2,866	\$ 3,673
Avg. Finance Gross	\$ 2,247	\$ 2,703	\$ 2,120
PUVR	\$ 5,328	\$ 5,569	\$ 5,793
Total Gross (Units & PUVR)	\$ 543,475	\$ 211,615	\$ 167,984
GROI	89%	74%	127%
% with Trade	41%	55%	31%
Avg. Over/Under Allowance	1,059	1,586	924



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	35	0	0
0%	34%	0%	0%
#DIV/0!	74%	#DIV/0!	#DIV/0!
#DIV/0!	62.2	#DIV/0!	#DIV/0!
#DIV/0!	\$ 32,950	#DIV/0!	#DIV/0!
#DIV/0!	91%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,192	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,825	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,858	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,682	#DIV/0!	#DIV/0!
#DIV/0!	\$ 163,876	#DIV/0!	#DIV/0!
#DIV/0!	82%	#DIV/0!	#DIV/0!
#DIV/0!	34%	#DIV/0!	#DIV/0!
#DIV/0!	599	#DIV/0!	#DIV/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	102	12	21
% of Retail Units	100%	12%	21%
% Retailed of Non-New Franchise	66%	83%	67%
Avg. Days to Sale	66.4	18.3	39.1
Avg. Transaction Price	\$ 32,528	\$ 30,362	\$ 26,787
Avg. Transaction to Market %	91%	89%	89%
Avg. Transactional Discount	\$ 2,288	\$ 2,701	\$ 2,180
Avg. Front End Gross	\$ 3,081	\$ 3,680	\$ 2,453
Avg. Finance Gross	\$ 2,247	\$ 1,477	\$ 1,376
PUVR	\$ 5,328	\$ 5,157	\$ 3,829
Total Gross (Units & PUVR)	\$ 543,475	\$ 61,879	\$ 80,406
GROI	89%	335%	132%
% with Trade	41%	33%	38%
Avg. Over/Under Allowance	1,059	992	732



46-60 days	61-90 days	90+ days
11	34	24
11%	33%	24%
64%	68%	54%
51.5	73.6	111.1
\$ 37,951	\$ 33,010	\$ 35,466
90%	90%	93%
\$ 3,025	\$ 2,577	\$ 1,430
\$ 2,875	\$ 3,265	\$ 3,166
\$ 2,663	\$ 2,534	\$ 2,798
\$ 5,538	\$ 5,798	\$ 5,964
\$ 60,913	\$ 197,134	\$ 143,143
102%	86%	55%
55%	35%	50%
1,209	880	1,565