

Pre-Work VO1 Week 4 Pre-Ow

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



Unit #	Stock#	Year	Make	Model	In	Acquisition Source	CP	Price (Time)	Transacti	Market %	End	Financ	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowan
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	NC94809R	2018	Ford	ESCAPE	39	Auction/Wholesale	No	\$ 14,250	\$ 14,250	89%	\$1,961	\$1,866	LARRY BUFORD	RICHARD BUESIN	EDDIE KELLY	No	\$0
2	NPW279	2018	Volvo	XC90	83	Auction/Wholesale	No	\$ 26,900	\$ 26,900	91%	(\$2,219)	\$3,331	LATHARIO BARNE	RICHARD BUESIN	ANTONIO CHAMBER	Yes	\$0
3	NPW257	2020	Nissan	ROGUE	83	Auction/Wholesale	No	\$ 21,990	\$ 22,000	92%	(\$2,356)	\$393	JAMES ARCHIE	RICHARD BUESIN	EDDIE KELLY	No	\$0
4	NPW278	2020	Subaru	FORESTER	78	Auction/Wholesale	No	\$ 22,300	\$ 22,300	92%	(\$3,054)	\$3,677	TERRANCE BURNE	RICHARD BUESIN	TROY MORRISON	No	\$0
5	N684358R	2019	Infiniti	QX80	12	Auction/Wholesale	Yes	\$ 36,700	\$ 34,282	103%	\$2,837	\$4,986	TERRANCE BURNE	TIMOTHY GRAY	EDDIE KELLY	No	\$0
6	NPW235	2019	Audi	A6	87	Auction/Wholesale	No	\$ 33,650	\$ 28,053	90%	(\$6,000)	\$3,404	JUSTIN MCFARLANE	TIMOTHY GRAY	EDDIE KELLY	No	\$0
7	NPW279A	2017	Toyota	CAMRY	9	Trade on Used	No	\$ 12,000	\$ 12,191	87%	\$1,286	\$566	JAMES ARCHIE	TIMOTHY GRAY	TROY MORRISON	No	\$0
8	N521834R	2020	Infiniti	QX60	102	Auction/Wholesale	Yes	\$ 27,500	\$ 27,500	97%	\$371	\$1,448	JAMES ARCHIE	TIMOTHY GRAY	TROY MORRISON	Yes	\$0
9	N704892R	2020	Infiniti	QX80	61	Auction/Wholesale	Yes	\$ 42,660	\$ 42,589	98%	\$1,804	\$1,807	LATHARIO BARNE	RICHARD BUESIN	ANTONIO CHAMBER	Yes	\$0
10	N14316A	2015	Infiniti	QX60	21	Trade on New	No	\$ 10,325	\$ 6,671	96%	(\$2,284)	\$856	ERIC THOMAS	RICHARD BUESIN	ANTONIO CHAMBER	No	\$0
11	NB86607R	2021	Ford	F150	8	Auction/Wholesale	No	\$ 40,920	\$ 40,425	100%	\$5,289	\$760	LATHARIO BARNE	TIMOTHY GRAY	ANTONIO CHAMBER	Yes	\$0
12	N861295A	2021	Jeep	WRANGLER	22	Trade on Used	No	\$ 33,895	\$ 34,000	95%	(\$2,055)	\$1,636	ERIC THOMAS	RICHARD BUESIN	ANTONIO CHAMBER	No	\$0
13	N124607R	2018	Toyota	TACOMA	38	Auction/Wholesale	No	\$ 23,490	\$ 24,945	94%	\$840	\$0	ERIC THOMAS	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
14	N705608R	2020	Chevrolet	EQUINOX	29	Auction/Wholesale	No	\$ 21,420	\$ 20,975	98%	(\$364)	\$0	CHRIS LEWIS	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
15	NPW273	2019	Chevrolet	Equinox	92	Auction/Wholesale	No	\$ 21,945	\$ 21,945	96%	\$919	\$0	CLINTON BLACKW	RICHARD BUESIN	ANTONIO CHAMBER	Yes	\$0
16	N107780R	2020	Infiniti	QX50	31	Auction/Wholesale	Yes	\$ 28,460	\$ 28,460	98%	\$1,187	\$0	LATHARIO BARNE	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
17	N231062R	2019	Nissan	SENTRA	44	Auction/Wholesale	No	\$ 16,435	\$ 16,435	100%	\$2,540	\$0	TRAVORIS JOYNER	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
18	N14303A	2023	Chevrolet	TAHOE	43	Trade on New	No	\$ 65,160	\$ 64,039	96%	(\$304)	\$1,590	ERIC THOMAS	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
19	N541870R	2020	Infiniti	QX60	15	Auction/Wholesale	No	\$ 30,475	\$ 30,669	99%	\$5,256	\$902	ERIC THOMAS	RICHARD BUESIN	ANTONIO CHAMBER	No	\$0
20	NG01204R	2020	BMW	2 SERIES	68	Auction/Wholesale	No	\$ 30,390	\$ 25,390	99%	(\$3,567)	\$0	JUSTIN MCFARLANE	TIMOTHY GRAY	ANTONIO CHAMBER	Yes	(\$700)
21	N049470R	2022	Toyota	TACOMA	68	Auction/Wholesale	No	\$ 27,600	\$ 27,600	95%	(\$1,017)	\$1,900	MARCUS LOGGINS	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
22	N325522R	2017	Kia	SORENTO	31	Auction/Wholesale	No	\$ 16,315	\$ 14,793	93%	(\$1,620)	\$1,338	CHRIS LEWIS	RICHARD BUESIN	ANTONIO CHAMBER	No	\$0
23	NPW269A	2016	Nissan	ROGUE	41	Trade on Used	No	\$ 12,000	\$ 9,089	91%	\$2,183	\$0	JAMES ARCHIE	TIMOTHY GRAY	JAMIE JOHNSON	No	\$0
24	NA38275R	2017	Ford	ESCAPE	55	Auction/Wholesale	No	\$ 13,700	\$ 10,548	90%	(\$1,471)	\$1,750	ROBERT WILLIAM	TIMOTHY GRAY	EDDIE KELLY	No	\$0
25	NPW260	2018	Land Rover	RANGE ROVER	112	Auction/Wholesale	No	\$ 21,145	\$ 21,235	93%	(\$6,958)	\$1,314	ERIC THOMAS	TIMOTHY GRAY	JAMIE JOHNSON	No	\$0
26	N517848R	2020	Infiniti	QX60	64	Auction/Wholesale	Yes	\$ 35,500	\$ 33,030	101%	\$2,482	\$0	TERRANCE BURNE	TIMOTHY GRAY	ANTONIO CHAMBER	No	\$0
27	N14351A	2012	Honda	PILOT	16	Trade on New	No	\$ 9,940	\$ 9,004	98%	\$2,643	\$1,700	LATHARIO BARNE	TIMOTHY GRAY	EDDIE KELLY	No	\$0
28	N14337A	2016	Acura	RDX	29	Trade on New	No	\$ 17,860	\$ 17,572	97%	\$1,934	\$910	LARRY BUFORD	TIMOTHY GRAY	ANTONIO CHAMBER	No	\$0
29	N148265R	2021	Nissan	ARMADA	82	Auction/Wholesale	No	\$ 44,970	\$ 44,970	95%	\$1,179	\$6,487	MICHAEL SHANNON	TIMOTHY GRAY	JAMIE JOHNSON	No	\$0
30	N516745R	2020	Infiniti	QX60	96	Auction/Wholesale	Yes	\$ 32,020	\$ 32,565	98%	(\$2,755)	\$4,053	JAMES ARCHIE	TIMOTHY GRAY	JAMIE JOHNSON	No	\$0
31	N529757R	2017	Infiniti	QX60	34	Auction/Wholesale	No	\$ 19,975	\$ 18,835	97%	(\$1,681)	\$0	CHRIS LEWIS	TIMOTHY GRAY	ANTONIO CHAMBER	No	\$0
32	NPW259	2015	Lexus	IS250	105	Auction/Wholesale	No	\$ 21,710	\$ 17,947	98%	(\$4,575)	\$2,498	JAMES ARCHIE	TIMOTHY GRAY	EDDIE KELLY	No	\$0
33	N265054R	2017	Mercedes-Benz	GLC	32	Auction/Wholesale	No	\$ 23,890	\$ 23,875	95%	\$1,625	\$2,628	ERIC THOMAS	TIMOTHY GRAY	JAMIE JOHNSON	No	\$0
34	NB91580R	2013	Ford	ESCAPE	32	Auction/Wholesale	No	\$ 12,795	\$ 12,795	94%	\$3,375	\$918	TERRANCE BURNE	TIMOTHY GRAY	ANTONIO CHAMBER	Yes	(\$50)
35	N14304A	2019	Infiniti	QX60	68	Trade on New	No	\$ 24,985	\$ 20,800	99%	(\$753)	\$1,379	JAMES ARCHIE	RICHARD BUESIN	EDDIE KELLY	No	\$0
36	NPW273A	2009	Chevrolet	IMPALA	15	Trade on Used	No	\$ 6,500	\$ 5,412	93%	\$1,826	\$750	ERIC THOMAS	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
37	N14330A	2022	Infiniti	QX60	13	Trade on New	Yes	\$ 49,765	\$ 49,765	98%	\$2,245	\$0	ERIC THOMAS	TIMOTHY GRAY	JAMIE JOHNSON	Yes	\$0
38	N124719R	2015	Chevrolet	IMPALA	5	Auction/Wholesale	No	\$ 21,995	\$ 21,000	%	\$6,027	\$706	JAMES ARCHIE	TIMOTHY GRAY	JAMIE JOHNSON	Yes	\$500
39	N14063A	2022	Honda	ACCORD	11	Trade on New	No	\$ 30,650	\$ 30,650	93%	\$867	\$4,321	ERIC THOMAS	RICHARD BUESIN	ANTONIO CHAMBER	Yes	\$0
40	N265492A	2022	Honda	ACCORD	29	Trade on New	No	\$ 27,825	\$ 27,477	99%	\$1,476	\$3,291	LARRY BUFORD	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
41	N14156A	2020	Subaru	ASCENT	95	Trade on Used	No	\$ 41,299	\$ 27,479	95%	\$3,170	\$1,037	ELICIA REGISTER	RICHARD BUESIN	JAMIE JOHNSON	Yes	\$1,000
42	N250350R	2020	Infiniti	QX80	16	Auction/Wholesale	Yes	\$ 43,165	\$ 43,165	99%	\$2,121	\$3,391	ERIC THOMAS	RICHARD BUESIN	ANTONIO CHAMBER	Yes	\$0
43	N011250R	2020	Nissan	ROGUE	86	Auction/Wholesale	No	\$ 21,700	\$ 25,478	91%	\$2,306	\$0	ELICIA REGISTER	RICHARD BUESIN	JAMIE JOHNSON	No	\$0
44	N521834A	2009	Nissan	MURANO	31	Trade on Used	No	\$ 6,995	\$ 4,804	112%	\$2,856	\$0	MARCUS LOGGINS	TIMOTHY GRAY	ANTONIO CHAMBER	No	\$0
45	NB86607A	2017	GMC	SIERRA	43	Trade on Used	No	\$ 29,875	\$ 29,875	99%	\$5,176	\$1,275	MICHAEL SHANNON	TIMOTHY GRAY	JAMIE JOHNSON	No	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	57%
Total # Retail Units	84
Avg. Days to Sale	48.6
Avg. Advertised Price (Time of Sale)	\$ 26,459
Avg. Transaction Price	\$ 25,490
Avg. Market Price at 100%	\$ 27,743
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 969
Avg. Front-End Gross	\$ 489
Avg. Finance Gross	\$ 1,557
PUVR	\$ 2,046
Total Gross (Units & PUVR)	\$ 171,872
GROI	59%
% with Trade	23%
Avg. Over/Under Allowance	\$40



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	RICHARD BUESINGE	TIMOTHY GRAY
% Retailed of Non-New Franchise	57%	53%	61%
Total # Retail Units	84	47	36
Avg. Days to Sale	48.6	47.2	49.3
Avg. Advertised Price (Time of Sale)	\$ 26,459	\$ 26,035	\$ 27,183
Avg. Transaction Price	\$ 25,490	\$ 25,332	\$ 25,838
Avg. Market Price at 100%	\$ 27,743	\$ 27,098	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	96%	#VALUE!
Avg. Transaction to Market	92%	93%	#VALUE!
Avg. Transactional Discount	\$ 969	\$ 702	\$ 1,345
Avg. Front-End Gross	\$ 489	\$ 461	\$ 650
Avg. Finance Gross	\$ 1,557	\$ 1,596	\$ 1,487
PUVR	\$ 2,046	\$ 2,057	\$ 2,138
Total Gross (Units & PUVR)	\$ 171,872	\$ 96,685	\$ 76,952
GROI	59%	62%	60%
% with Trade	23%	21%	25%
Avg. Over/Under Allowance	40	43	38



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

YLE MONTGOMERY			
100%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
92.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,350	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,350	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,611	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,996)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,230	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,766)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,766)	#DIV/0!	#DIV/0!	#DIV/0!
-34%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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

Sales Consultant	Totals	ERIC THOMAS	JAMES ARCHIE	TERRANCE BURNET
% Retailed of Non-New Franchise	57%	42%	50%	50%
Total # Retail Units	84	19	12	12
Avg. Days to Sale	48.6	35.2	68.4	40.1
Avg. Advertised Price (Time of Sale)	\$ 26,459	\$ 29,222	\$ 23,675	\$ 22,808
Avg. Transaction Price	\$ 25,490	\$ 28,698	\$ 22,672	\$ 21,202
Avg. Market Price at 100%	\$ 27,743	\$ 30,543	#VALUE!	\$ 23,854
Avg. Price to Market % (Time of Sale)	95%	96%	#VALUE!	96%
Avg. Transaction to Market	92%	94%	#VALUE!	89%
Avg. Transactional Discount	\$ 969	\$ 524	\$ 1,003	\$ 1,606
Avg. Front-End Gross	\$ 489	\$ 773	\$ 16	\$ 372
Avg. Finance Gross	\$ 1,557	\$ 1,460	\$ 1,361	\$ 1,537
PUVR	\$ 2,046	\$ 2,233	\$ 1,378	\$ 1,909
Total Gross (Units & PUVR)	\$ 171,872	\$ 42,422	\$ 16,532	\$ 22,906
GROI	59%	80%	32%	81%
% with Trade	23%	16%	25%	8%
Avg. Over/Under Allowance	40	6	42	-4



Select your staff member for each column.)

LATHARIO BARNES	CHRIS LEWIS	MARCUS LOGGINS	LARRY BUFORD	ROBERT WILLIAMS	MICHAEL SHANNON
56%	60%	75%	100%	100%	100%
9	5	4	3	3	3
41.0	44.4	60.3	32.3	70.7	74.0
\$ 30,798	\$ 22,221	\$ 28,899	\$ 19,978	\$ 15,900	\$ 33,612
\$ 30,733	\$ 21,140	\$ 27,922	\$ 19,766	\$ 14,513	\$ 33,426
\$ 32,061	\$ 22,856	\$ 29,637	\$ 20,843	\$ 17,800	\$ 34,769
96%	97%	98%	96%	89%	97%
96%	92%	94%	95%	82%	96%
\$ 65	\$ 1,081	\$ 977	\$ 212	\$ 1,387	\$ 185
\$ 1,217	\$ (46)	\$ 705	\$ 1,790	\$ (1,562)	\$ 2,149
\$ 1,390	\$ 737	\$ 1,965	\$ 2,023	\$ 2,586	\$ 3,823
\$ 2,608	\$ 691	\$ 2,669	\$ 3,813	\$ 1,025	\$ 5,972
\$ 23,471	\$ 3,456	\$ 10,677	\$ 11,439	\$ 3,074	\$ 17,916
75%	27%	57%	215%	36%	87%
44%	0%	25%	0%	33%	33%
111	0	375	0	-167	0

ELICIA REGISTER	OLEVIA BILLIPS	LEVELLE MCLAURI	JUSTIN MCFARLAN	TERESA PALMER	CLINTON BLACKW
67%	50%	33%	100%	0%	0%
3	2	3	2	1	1
69.7	36.0	38.0	77.5	39.0	92.0
\$ 30,300	\$ 40,150	\$ 28,433	\$ 32,020	\$ 24,700	\$ 21,945
\$ 26,952	\$ 39,501	\$ 27,904	\$ 26,721	\$ 23,898	\$ 21,945
\$ 31,929	\$ 41,392	\$ 28,901	\$ 34,043	\$ 26,000	\$ 22,859
95%	97%	98%	94%	95%	96%
84%	95%	97%	78%	92%	96%
\$ 3,347	\$ 649	\$ 529	\$ 5,299	\$ 802	\$ -
\$ 2,022	\$ 1,254	\$ 377	\$ (4,784)	\$ (3,987)	\$ 919
\$ 818	\$ 647	\$ 2,487	\$ 1,702	\$ 4,292	\$ -
\$ 2,840	\$ 1,901	\$ 2,864	\$ (3,082)	\$ 305	\$ 919
\$ 8,520	\$ 3,801	\$ 8,593	\$ (6,163)	\$ 305	\$ 919
54%	48%	97%	-54%	12%	16%
33%	50%	33%	50%	0%	100%
333	250	0	-350	0	0

Scoreboard

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

Finance Manager	Totals	ANTONIO CHAME	EDDIE KELLY	JAMIE JOHNSON
% Retailed of Non-New Franchise	57%	54%	65%	58%
Total # Retail Units	84	39	17	24
Avg. Days to Sale	48.6	44.8	58.8	45.6
Avg. Advertised Price (Time of Sale)	\$ 26,459	\$ 28,418	\$ 21,922	\$ 27,201
Avg. Transaction Price	\$ 25,490	\$ 27,499	\$ 20,530	\$ 26,292
Avg. Market Price at 100%	\$ 27,743	\$ 29,541	\$ 23,201	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	96%	94%	#VALUE!
Avg. Transaction to Market	92%	93%	88%	#VALUE!
Avg. Transactional Discount	\$ 969	\$ 919	\$ 1,392	\$ 909
Avg. Front-End Gross	\$ 489	\$ 597	\$ (799)	\$ 1,321
Avg. Finance Gross	\$ 1,557	\$ 1,405	\$ 2,086	\$ 1,256
PUVR	\$ 2,046	\$ 2,002	\$ 1,288	\$ 2,578
Total Gross (Units & PUVR)	\$ 171,872	\$ 78,083	\$ 21,892	\$ 61,862
GROI	59%	59%	38%	77%
% with Trade	23%	28%	12%	17%
Avg. Over/Under Allowance	40	9	0	125



Select your staff member for each column.)

TROY MORRISON					
50%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0	0	0
60.8	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,200	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,173	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,483	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (82)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,590	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,509	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,034	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	84	15	69
Avg. Days to Sale	48.6	43.3	49.8
Avg. Advertised Price (Time of Sale)	\$ 26,459	\$ 35,451	\$ 23,437
Avg. Transaction Price	\$ 25,490	\$ 34,932	\$ 23,437
Avg. Market Price at 100%	\$ 27,743	\$ 36,115	#VALUE!
Avg. Price to Market % (Time of Sale)	95%	98%	#VALUE!
Avg. Transaction to Market	92%	97%	#VALUE!
Avg. Transactional Discount	\$ 969	\$ 520	\$ 1,067
Avg. Front-End Gross	\$ 489	\$ 1,283	\$ 317
Avg. Finance Gross	\$ 1,557	\$ 2,184	\$ 1,420
PUVR	\$ 2,046	\$ 3,467	\$ 1,737
Total Gross (Units & PUVR)	\$ 171,872	\$ 52,008	\$ 119,863
GROI	59%	82%	54%
% with Trade	23%	40%	19%
Avg. Over/Under Allowance	40	100	27



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	84	36	48
Avg. Days to Sale	48.6	40.5	54.7
Avg. Advertised Price (Time of Sale)	\$ 26,459	\$ 30,469	\$ 22,627
Avg. Transaction Price	\$ 25,490	\$ 29,308	\$ 22,627
Avg. Market Price at 100%	\$ 27,743	#VALUE!	\$ 24,891
Avg. Price to Market % (Time of Sale)	95%	#VALUE!	91%
Avg. Transaction to Market	92%	#VALUE!	91%
Avg. Transactional Discount	\$ 969	\$ 1,161	\$ 825
Avg. Front-End Gross	\$ 489	\$ 1,092	\$ 37
Avg. Finance Gross	\$ 1,557	\$ 1,710	\$ 1,442
PUVR	\$ 2,046	\$ 2,803	\$ 1,479
Total Gross (Units & PUVR)	\$ 171,872	\$ 100,892	\$ 70,980
GROI	59%	85%	43%
% with Trade	23%	28%	19%
Avg. Over/Under Allowance	40	73	16



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	84	13	10
% of Retail Units	100%	15%	12%
% Retailed of Non-New Franchise	57%	38%	80%
Avg. Days to Sale	48.6	33.1	33.9
Avg. Transaction Price	\$ 25,490	\$ 29,112	\$ 18,945
Avg. Transaction to Market %	92%	92%	81%
Avg. Transactional Discount	\$ 969	\$ 1,143	\$ 2,221
Avg. Front End Gross	\$ 489	\$ 1,575	\$ 1,806
Avg. Finance Gross	\$ 1,557	\$ 1,497	\$ 772
PUVR	\$ 2,046	\$ 3,071	\$ 2,578
Total Gross (Units & PUVR)	\$ 171,872	\$ 39,926	\$ 25,780
GROI	59%	115%	145%
% with Trade	23%	23%	10%
Avg. Over/Under Allowance	40	115	100



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	57	1	3
0%	68%	1%	4%
#DIV/0!	61%	0%	0%
#DIV/0!	56.3	62.0	15.3
#DIV/0!	\$ 25,685	\$ 31,900	\$ 25,778
#DIV/0!	#VALUE!	84%	89%
#DIV/0!	\$ 554	\$ -	\$ 4,264
#DIV/0!	\$ 55	\$ (1,791)	\$ 414
#DIV/0!	\$ 1,654	\$ 4,300	\$ 1,676
#DIV/0!	\$ 1,709	\$ 2,509	\$ 2,090
#DIV/0!	\$ 97,387	\$ 2,509	\$ 6,269
#DIV/0!	43%	46%	190%
#DIV/0!	26%	0%	0%
#DIV/0!	15	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	84	25	22
% of Retail Units	100%	30%	26%
% Retailed of Non-New Franchise	57%	40%	64%
Avg. Days to Sale	48.6	17.9	36.5
Avg. Transaction Price	\$ 25,490	\$ 25,289	\$ 25,788
Avg. Transaction to Market %	92%	#VALUE!	90%
Avg. Transactional Discount	\$ 969	\$ 1,036	\$ 875
Avg. Front End Gross	\$ 489	\$ 2,009	\$ 1,223
Avg. Finance Gross	\$ 1,557	\$ 1,458	\$ 1,149
PUVR	\$ 2,046	\$ 3,466	\$ 2,372
Total Gross (Units & PUVR)	\$ 171,872	\$ 86,659	\$ 52,186
GROI	59%	275%	91%
% with Trade	23%	24%	18%
Avg. Over/Under Allowance	40	20	134



46-60 days	61-90 days	90+ days
8	14	14
10%	17%	17%
63%	71%	64%
53.0	73.6	98.4
\$ 20,510	\$ 28,574	\$ 25,065
87%	91%	91%
\$ 515	\$ 1,001	\$ 1,296
\$ (748)	\$ (814)	\$ (1,348)
\$ 1,991	\$ 2,023	\$ 1,654
\$ 1,243	\$ 1,209	\$ 307
\$ 9,941	\$ 16,926	\$ 4,291
41%	21%	4%
13%	21%	36%
0	-50	44