

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	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
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	U1267P	2020	AUDI	Q5	3	Trade on New	NO	\$ 33,675	\$ 33,675	97%	\$4,497		STEPH	michael	FALYSHA	no	
2	U1299P	2021	AUDI	Q3	5	Trade on new	NO	\$ 32,293	\$ 31,015	100%	\$3,982	\$1,868	GUSTAVO	MICHAEL	FALYSHA	YES	\$1,000
3	U1253P	2021	AUDI	Q5	21	Trade on New	NO	\$ 37,468	\$ 41,799	100%	\$6,780		JEN	CRYSTAL	SANDRA	NO	
4	U1140T	2021	LEXUS	RX350	78	Trade on New	NO	\$ 40,184	\$ 38,750	94%	(\$3,165)		GUSTAVO	MICHAEL	SANDRA	NO	
5	U1260P	2020	AUDI	A3	31	Trade on New	NO	\$ 28,887	\$ 28,887	102%	\$6,610	\$1,022	RONNELL	CRYSTAL	FALYSHA	YES	\$400
6	U1108T	2021	Chevrolet	TAHOE	91	Trade on New	NO	\$ 58,424	\$ 58,000	97%	\$3,966	\$4,765	JASON	MICHAEL	FALYSHA	NO	
7	U1321R	2023	AUDI	Q8	9	LOANER	NO	\$ 72,699	\$ 72,699	103%	(\$388)	\$13,081	JEN	CRYSTAL	FALYSHA	NO	
8	U1256T	2021	LEXUS	RX350	34	Trade on New	NO	\$ 39,086	\$ 38,499	94%	\$1,570		BRANDON	MICHAEL	SANDRA	NO	
9	U1208R	2023	AUDI	Q7	53	LOANER	YES	\$ 53,497	\$ 53,497	96%	(\$2,164)	\$16,514	WILSON	MICHAEL	SANDRA	YES	
10	U1251P	2020	AUDI	A5 SPORTBACK	36	TRADE ON NEW	NO	\$ 31,489	\$ 31,000	95%	\$1,765	\$3,848	WILSON	MICHAEL	SANDRA	YES	
11	U1211T	2018	LAND ROVER	RANGE ROVER	56	TRADE ON USED	No	\$ 47,997	\$ 48,579	97%	\$5,396	\$1,150	GUSTAVO	MICHAEL	SANDRA	NO	
12	u1226p	2021	AUDI	A4	42	TRADE ON NEW	No	\$ 31,966	\$ 31,599	97%	\$1,150	\$0	JEN	MICHAEL		NO	
13	U1260P	2020	AUDI	A3	29	LBO OEM/Leasing Co.	No	\$ 28,887	\$ 28,887	95%	\$6,610	\$1,022	RONNELL	CRYSTAL	FALYSHA	YES	(\$400)
14	U1321R	2023	AUDI	Q8	7	LOANER	No	\$ 72,699	\$ 72,699	103%	\$1,602	\$13,081	JEN	CRYSTAL	FALYSHA	NO	
15	U1292P	2021	AUDI	A5	23	TRADE ON NEW	No	\$ 38,010	\$ 38,000	101%	\$569	\$4,496	RONNELL	MICHAEL	FALYSHA	YES	\$1,300
16	U1208R	2023	AUDI	Q7	46	LBO OEM/Leasing Co.	No	\$ 53,497	\$ 53,497	96%	(\$1,984)	\$16,514	WILSON	MICHAEL	SANDRA	YES	\$0
17	U1251P	2021	AUDI	A5	35	TRADE ON NEW	No	\$ 31,489	\$ 31,000	95%	\$1,294	\$3,848	RONNELL	MICHAEL	SANDRA	YES	\$0
18	U1238T	2020	AUDI	X3	59	trade on NEW	NO	\$ 34,000	\$ 33,955	94%	(\$3,578)	\$5,641	DAX	MICHAEL	FALYSHA	NO	
19	U1263P	2020	AUDI	A4	34	LBO OEM/Leasing Co.	NO	\$ 28,790	\$ 32,399	95%	\$352	\$4,718	GUSTAVO	MICHAEL	SANDRA	NO	
20	U1279P	2021	AUDI	Q3	55	LBO OEM/Leasing Co.	No	\$ 33,194	\$ 33,479	103%	(\$488)	\$4,369	HENRY	MICHAEL	SANDRA	NO	
21	U1265T	2022	AUDI	A4 ALLROAD	22	TRADE ON NEW	NO	\$ 62,303	\$ 61,875	104%	\$1,648	\$5,778	ASIA	MICHAEL	FALYSHA	NO	
22	U1297T	2018	JEEP	COMPASS	23	TRADE ON USED	NO	\$ 18,000	\$ 16,900	98%	\$320	\$4,128	GUSTAVO	MICHAEL	SANDRA	NO	
23	U1311P	2021	AUDI	Q5	21	TRADE ON NEW	NO	\$ 32,761	\$ 31,462	102%	(\$1,022)	\$6,496	JEN	MICHAEL	FALYSHA	NO	
24	U1334P	2021	AUDI	Q7	11	LBO OEM/Leasing Co.	NO	\$ 45,756	\$ 48,000	105%	\$4,446	\$4,028	GUSTAVO	CRYSTAL	SANDRA	NO	
25	U1296T	2021	NISSAN	ROGUE	8	TRADE ON NEW	NO	\$ 26,789	\$ 26,799	97%	\$1,264	\$1,000	DAX	MICHAEL	SANDRA	YES	
26	U1205R	2020	AUDI	A4	63	LOANER	NO	\$ 33,998	\$ 28,800	94%	(\$10,319)	\$7,777	JEN	MICHAEL	FALYSHA	YES	\$1,100
27	U1312P	2020	AUDI	Q5	24	LBO OEM/Leasing Co.	NO	\$ 34,888	\$ 34,888	102%	\$1,001	\$6,560	WILSON	MICHAEL	FALYSHA	NO	
28	U1236T	2020	TOYOTA	RAV4	48	TRADE ON NEW	NO	\$ 40,000	\$ 40,000	87%	(\$2,633)	\$0	DAX	MICHAEL	SANDRA	NO	
29	U1163P	2020	Audi	Q5	75	Trade on New	No	\$ 25,000	\$ 25,000	83%	(\$4,619)	\$0	HENRY	MICHAEL	SANDRA	NO	
30	U1353P	2021	Audi	Q3	9	Trade on New	No	\$ 32,198	\$ 32,199	101%	\$2,662	\$3,835	ALEX	MICHAEL	FALYSHA	No	
31	U1237P	2020	Audi	Q8	47	Trade on New	No	\$ 52,598	\$ 52,699	100%	\$1,116	\$3,000	WILSON	MICHAEL	FALYSHA	Yes	
32	U1242R	2023	Audi	A4	49	Loaner	Yes	\$ 34,590	\$ 33,500	96%	\$2,928	\$4,300	DAX	CRYSTAL	SANDRA	No	
33	U1181P	2020	Audi	Q7	72	Trade on New	No	\$ 36,543	\$ 37,000	96%	(\$2,232)	\$2,500	HENRY	CRYSTAL	FALYSHA	No	
34	U1306P	2020	Audi	S5	30	Trade on New	No	\$ 44,949	\$ 38,211	100%	(\$5,622)	\$5,593	GUSTAVO	MICHAEL	SANDRA	Yes	(\$1,000)
35	U1153R	2023	Audi	A4	87	LBO OEM/Leasing Co.	Yes	\$ 32,887	\$ 32,000	92%	(\$7,136)	\$2,169	JEN	MICHAEL	SANDRA	No	
36	U1356T	2019	Audi	Q5	14	Trade on New	No	\$ 23,989	\$ 22,820	94%	(\$823)	\$0	BRANDON	MICHAEL		No	
37	U1348R	2023	Audi	SQ5	1	Loaner	Yes	\$ 58,000	\$ 59,000	102%	\$3,282	\$3,541	HENRY	MICHAEL	SANDRA	No	
38	U1315P	2020	Audi	A3	25	Trade on New	No	\$ 27,000	\$ 27,000	96%	(\$308)	\$5,871	STEPH	MICHAEL	FALYSHA	No	
39	U1374P	2021	Audi	A5	6	Trade on New	No	\$ 33,599	\$ 32,000	94%	\$2,843	\$0	JEN	MICHAEL	FALYSHA	Yes	\$250
40	U1330P	2020	Audi	S5	18	LBO OEM/Leasing Co.	NO	\$ 50,419	\$ 49,519	100%	\$1,088	\$0	WILSON	MICHAEL	SANDRA	NO	
41	U1319R	2023	Audi	Q7	10	Loaner	Yes	\$ 59,545	\$ 60,000	110%	\$2,497	\$11,529	JASON	MICHAEL	FALYSHA	No	
42	U1370P	2020	Audi	A6	10	Trade on New	No	\$ 33,885	\$ 33,899	101%	\$456	\$6,347	DAX	MICHAEL	SANDRA	NO	
43	U1314P	2020	Audi	Q5	28	Trade on New	No	\$ 30,000	\$ 29,623	99%	\$3,189	\$0	STEPH	MICHAEL	FALYSHA	Yes	\$400
44	U1307R	2023	Audi	A5	32	Loaner	Yes	\$ 39,789	\$ 39,789	99%	(\$1,470)	\$764	JEN	MICHAEL	SANDRA	No	
45	U1367T	2018	Nissan	ROGUE	10	Trade on Used	No	\$ 15,600	\$ 15,399	94%	(\$3,308)	\$0	JASON	MICHAEL	SANDRA	No	

178																				
179																				
180																				
181																				
182																				
183																				
184																				
185																				
186																				
187																				
188																				
189																				
190																				
191																				
192																				
193																				
194																				
195																				
196																				
197																				
198																				
199																				
200																				

Retail Units		88	Averages	33.3		\$	39,107	\$	38,791	97%	\$	54	\$	4,362					24	\$403
--------------	--	----	----------	------	--	----	--------	----	--------	-----	----	----	----	-------	--	--	--	--	----	-------

Scoreboard Totals

% Retailed of Non-Franchise Make	18%
Total # Retail Units	88
Avg. Days to Sale	33.3
Avg. Advertised Price (Time of Sale)	\$ 39,107
Avg. Transaction Price	\$ 38,791
Avg. Market Price at 100%	\$ 40,207
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 316
Avg. Front-End Gross	\$ 54
Avg. Finance Gross	\$ 4,362
PUVR	\$ 4,218
Total Gross (Units & PUVR)	\$ 371,152
GROI	117%
% with Trade	27%
Avg. Over/Under Allowance	\$403



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	MICHAEL	SAHEED
% Retailed of Non-New Franchise	18%	20%	0%
Total # Retail Units	88	76	1
Avg. Days to Sale	33.3	35.0	9.0
Avg. Advertised Price (Time of Sale)	\$ 39,107	\$ 38,311	\$ 72,000
Avg. Transaction Price	\$ 38,791	\$ 37,837	\$ 72,000
Avg. Market Price at 100%	\$ 40,207	\$ 39,465	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	#DIV/0!
Avg. Transaction to Market	96%	96%	#DIV/0!
Avg. Transactional Discount	\$ 316	\$ 474	\$ -
Avg. Front-End Gross	\$ 54	\$ (382)	\$ 6,780
Avg. Finance Gross	\$ 4,362	\$ 4,065	\$ 9,821
PUVR	\$ 4,218	\$ 3,523	\$ 16,601
Total Gross (Units & PUVR)	\$ 371,152	\$ 267,741	\$ 16,601
GROI	117%	96%	922%
% with Trade	27%	29%	0%
Avg. Over/Under Allowance	403	461	#DIV/0!



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

CRYSTAL			
9%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
24.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,616	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,359	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,393	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (743)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,456	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,980	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,892	#DIV/0!	#DIV/0!	#DIV/0!
\$ 86,810	#DIV/0!	#DIV/0!	#DIV/0!
276%	#DIV/0!	#DIV/0!	#DIV/0!
18%	#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	JEN	ASIA	DAX
% Retailed of Non-New Franchise	18%	7%	22%	25%
Total # Retail Units	88	14	9	8
Avg. Days to Sale	33.3	36.4	43.6	37.5
Avg. Advertised Price (Time of Sale)	\$ 39,107	\$ 43,810	\$ 37,724	\$ 33,329
Avg. Transaction Price	\$ 38,791	\$ 43,235	\$ 37,226	\$ 32,819
Avg. Market Price at 100%	\$ 40,207	\$ 44,593	\$ 38,291	\$ 35,367
Avg. Price to Market % (Time of Sale)	97%	98%	99%	94%
Avg. Transaction to Market	96%	97%	97%	93%
Avg. Transactional Discount	\$ 316	\$ 575	\$ 498	\$ 510
Avg. Front-End Gross	\$ 54	\$ (877)	\$ (1,946)	\$ (520)
Avg. Finance Gross	\$ 4,362	\$ 4,520	\$ 5,105	\$ 3,467
PUVR	\$ 4,218	\$ 3,320	\$ 3,159	\$ 2,947
Total Gross (Units & PUVR)	\$ 371,152	\$ 46,477	\$ 28,429	\$ 23,574
GROI	117%	76%	70%	86%
% with Trade	27%	29%	0%	38%
Avg. Over/Under Allowance	403	417	#DIV/0!	500



Select your staff member for each column.)

JASON	COLDIT	BRANDON	GUSTAVO	WILSON	RONNELL
25%	#DIV/0!	33%	29%	8%	0%
8	0	3	14	13	5
30.9	#DIV/0!	28.3	33.0	30.5	35.8
\$ 37,659	#DIV/0!	\$ 39,692	\$ 37,618	\$ 45,392	\$ 34,907
\$ 37,230	#DIV/0!	\$ 39,440	\$ 37,351	\$ 45,173	\$ 34,934
\$ 37,549	#DIV/0!	\$ 42,016	\$ 38,571	#DIV/0!	\$ 35,449
100%	#DIV/0!	94%	98%	#DIV/0!	98%
99%	#DIV/0!	94%	97%	#DIV/0!	99%
\$ 428	#DIV/0!	\$ 252	\$ 267	\$ 220	\$ (28)
\$ (407)	#DIV/0!	\$ (661)	\$ 177	\$ 1,154	\$ 1,853
\$ 5,104	#DIV/0!	\$ -	\$ 2,825	\$ 6,780	\$ 3,654
\$ 4,698	#DIV/0!	\$ (661)	\$ 2,800	\$ 7,934	\$ 5,507
\$ 37,581	#DIV/0!	\$ (1,984)	\$ 39,200	\$ 103,145	\$ 27,535
147%	#DIV/0!	-21%	82%	207%	159%
13%	#DIV/0!	0%	36%	38%	80%
#DIV/0!	#DIV/0!	#DIV/0!	375	500	325

HENRY	STEPH	ALEX			
17%	0%	67%	#DIV/0!	#DIV/0!	#DIV/0!
6	5	3	0	0	0
36.7	18.8	15.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,819	\$ 32,535	\$ 38,233	#DIV/0!	#DIV/0!	#DIV/0!
\$ 38,920	\$ 32,399	\$ 38,066	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,192	\$ 33,414	\$ 39,735	#DIV/0!	#DIV/0!	#DIV/0!
97%	97%	96%	#DIV/0!	#DIV/0!	#DIV/0!
97%	97%	96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (101)	\$ 136	\$ 166	#DIV/0!	#DIV/0!	#DIV/0!
\$ 299	\$ 1,250	\$ 3,058	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,754	\$ 3,280	\$ 4,778	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,053	\$ 3,873	\$ 7,836	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,321	\$ 19,367	\$ 23,508	#DIV/0!	#DIV/0!	#DIV/0!
102%	229%	473%	#DIV/0!	#DIV/0!	#DIV/0!
0%	20%	33%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	400	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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

Finance Manager	Totals	FALYSHA	SANDRA	
% Retailed of Non-New Franchise	18%	10%	26%	#DIV/0!
Total # Retail Units	88	40	46	0
Avg. Days to Sale	33.3	30.2	36.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 39,107	\$ 41,309	\$ 37,676	#DIV/0!
Avg. Transaction Price	\$ 38,791	\$ 40,844	\$ 37,509	#DIV/0!
Avg. Market Price at 100%	\$ 40,207	#DIV/0!	\$ 38,950	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	96%	#DIV/0!
Avg. Transactional Discount	\$ 316	\$ 465	\$ 167	#DIV/0!
Avg. Front-End Gross	\$ 54	\$ 864	\$ (655)	#DIV/0!
Avg. Finance Gross	\$ 4,362	\$ 4,907	\$ 4,070	#DIV/0!
PUVR	\$ 4,218	\$ 5,649	\$ 3,149	#DIV/0!
Total Gross (Units & PUVR)	\$ 371,152	\$ 225,953	\$ 144,872	#DIV/0!
GROI	117%	165%	83%	#DIV/0!
% with Trade	27%	28%	28%	#DIV/0!
Avg. Over/Under Allowance	403	494	313	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	88	12	76
Avg. Days to Sale	33.3	41.9	32.0
Avg. Advertised Price (Time of Sale)	\$ 39,107	\$ 44,585	\$ 37,836
Avg. Transaction Price	\$ 38,791	\$ 44,838	\$ 37,836
Avg. Market Price at 100%	\$ 40,207	\$ 45,549	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	98%	#DIV/0!
Avg. Transaction to Market	96%	98%	#DIV/0!
Avg. Transactional Discount	\$ 316	\$ (253)	\$ 406
Avg. Front-End Gross	\$ 54	\$ (1,097)	\$ 236
Avg. Finance Gross	\$ 4,362	\$ 3,748	\$ 4,464
PUVR	\$ 4,218	\$ 2,651	\$ 4,465
Total Gross (Units & PUVR)	\$ 371,152	\$ 31,816	\$ 339,336
GROI	117%	51%	133%
% with Trade	27%	25%	28%
Avg. Over/Under Allowance	403	700	383



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	88	72	16
Avg. Days to Sale	33.3	31.9	39.8
Avg. Advertised Price (Time of Sale)	\$ 39,107	\$ 39,977	\$ 34,654
Avg. Transaction Price	\$ 38,791	\$ 39,710	\$ 34,654
Avg. Market Price at 100%	\$ 40,207	#DIV/0!	\$ 37,384
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	93%
Avg. Transaction to Market	96%	#DIV/0!	93%
Avg. Transactional Discount	\$ 316	\$ 267	\$ 538
Avg. Front-End Gross	\$ 54	\$ 37	\$ 132
Avg. Finance Gross	\$ 4,362	\$ 4,586	\$ 3,238
PUVR	\$ 4,218	\$ 4,496	\$ 2,965
Total Gross (Units & PUVR)	\$ 371,152	\$ 323,716	\$ 47,436
GROI	117%	128%	77%
% with Trade	27%	31%	13%
Avg. Over/Under Allowance	403	403	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	88	52	5
% of Retail Units	100%	59%	6%
% Retailed of Non-New Franchise	18%	23%	80%
Avg. Days to Sale	33.3	34.4	23.2
Avg. Transaction Price	\$ 38,791	\$ 37,293	\$ 26,204
Avg. Transaction to Market %	96%	95%	94%
Avg. Transactional Discount	\$ 316	\$ 469	\$ 575
Avg. Front End Gross	\$ 54	\$ 355	\$ 776
Avg. Finance Gross	\$ 4,362	\$ 3,758	\$ 2,072
PUVR	\$ 4,218	\$ 3,824	\$ 2,848
Total Gross (Units & PUVR)	\$ 371,152	\$ 198,852	\$ 14,241
GROI	117%	107%	169%
% with Trade	27%	31%	0%
Avg. Over/Under Allowance	403	468	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	0	17	0
0%	0%	19%	0%
#DIV/0!	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	33.6	#DIV/0!
#DIV/0!	#DIV/0!	\$ 47,423	#DIV/0!
#DIV/0!	#DIV/0!	98%	#DIV/0!
#DIV/0!	#DIV/0!	\$ 240	#DIV/0!
#DIV/0!	#DIV/0!	\$ (1,971)	#DIV/0!
#DIV/0!	#DIV/0!	\$ 6,288	#DIV/0!
#DIV/0!	#DIV/0!	\$ 4,317	#DIV/0!
#DIV/0!	#DIV/0!	\$ 73,382	#DIV/0!
#DIV/0!	#DIV/0!	97%	#DIV/0!
#DIV/0!	#DIV/0!	35%	#DIV/0!
#DIV/0!	#DIV/0!	567	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
14	0	0
16%	0%	0%
0%	#DIV/0!	#DIV/0!
32.6	#DIV/0!	#DIV/0!
\$ 38,366	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (251)	#DIV/0!	#DIV/0!
\$ 1,138	#DIV/0!	#DIV/0!
\$ 4,911	#DIV/0!	#DIV/0!
\$ 6,048	#DIV/0!	#DIV/0!
\$ 84,677	#DIV/0!	#DIV/0!
174%	#DIV/0!	#DIV/0!
14%	#DIV/0!	#DIV/0!
-200	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	88	48	13
% of Retail Units	100%	55%	15%
% Retailed of Non-New Franchise	18%	17%	8%
Avg. Days to Sale	33.3	15.3	35.5
Avg. Transaction Price	\$ 38,791	\$ 38,706	\$ 36,182
Avg. Transaction to Market %	96%	#DIV/0!	97%
Avg. Transactional Discount	\$ 316	\$ 161	\$ (90)
Avg. Front End Gross	\$ 54	\$ 1,269	\$ 411
Avg. Finance Gross	\$ 4,362	\$ 4,439	\$ 2,362
PUVR	\$ 4,218	\$ 5,709	\$ 2,774
Total Gross (Units & PUVR)	\$ 371,152	\$ 274,010	\$ 36,056
GROI	117%	347%	78%
% with Trade	27%	27%	31%
Avg. Over/Under Allowance	403	328	-200



46-60 days	61-90 days	90+ days
13	12	2
15%	14%	2%
15%	33%	50%
50.6	71.8	109.0
\$ 44,692	\$ 33,877	\$ 48,900
95%	89%	96%
\$ 415	\$ 1,286	\$ 212
\$ (528)	\$ (4,172)	\$ (2,293)
\$ 6,373	\$ 3,288	\$ 7,413
\$ 5,845	\$ (884)	\$ 5,120
\$ 75,982	\$ (10,607)	\$ 10,239
93%	-13%	35%
38%	17%	0%
1,000	1,100	#DIV/0!