

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
John Smith	Amy Williams	Anthony Audino
Joe Chavez	Daisy Lujan	Cristina Arriaga Ortiz
James Duran	Debra Sims	Danitza Villa
Benny Walker	Fernando Cruz Garcia	Dulce Gallardo Delgado
Josh Campbell	Frank Hernandez	Estevan Mercado
	Mario Salcedo	Fatima Bakri
	Matthew Dean	Gagan Nijjar
	Salena Robles	Greg Solis
	Jose Cordova	Jared Saylor
		Jocelyn Palos
		Jorge Gutierrez
		Jose Lopez
		Leslie Arriaga Medina
		Melanie Garcia
		Rick Audino
		Roise Castanon
		Tyrell Cooper
		Zach Castro
		Darian Wood
		Chris Bean
		Gwendy Martinez
		Jose Nunez
		Jose Cordova
		Sergio Cordova

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
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	H48145B	2016	GMC	Yukon	45	Trade on Used	No	\$ 28,888	\$ 28,888	98%	\$5,395	\$506
2	H48764A	2018	Chevrolet	Equinox	22	Trade on New	No	\$ 19,554	\$ 19,250	112%	\$1,545	\$1,923
3	H48334A	2015	Jeep	Grand Cherokee	36	Trade on New	No	\$ 17,888	\$ 17,888	95%	\$3,745	\$912
4	UQ26791	2020	Kia	Optima	77	Auction/Wholesale	No	\$ 17,888	\$ 17,888	95%	(\$1,512)	\$0
5	H48664A	2021	Honda	CR-V	7	Trade on New	Yes	\$ 25,554	\$ 25,554	97%	\$2,559	\$4,884
6	UV26972	2017	Dodge	Challenger	14	Street/Curb Buy	No	\$ 22,888	\$ 22,888	98%	\$1,711	\$2,827
7	UQ26946	2022	Honda	Civic Hatchback	27	Auction/Wholesale	Yes	\$ 26,454	\$ 26,254	101%	(\$382)	\$2,492
8	UQ26937	2021	Honda	Accord	16	Auction/Wholesale	Yes	\$ 28,888	\$ 28,888	100%	(\$10)	\$6,315
9	H48583A	2021	Honda	Accord	2	Trade on New	Yes	\$ 26,888	\$ 26,888	96%	\$1,451	\$1,794
10	H48338A	2017	Toyota	Highlander	59	Trade on New	No	\$ 31,354	\$ 30,650	98%	\$3,024	\$2,535
11	UQ26937	2021	Honda	Accord	16	Auction/Wholesale	Yes	\$ 28,888	\$ 28,888	100%	\$6,315	\$6,305
12	H48603A	2021	Honda	Civic Hatchback	3	Trade on New	Yes	\$ 23,888	\$ 23,888	93%	\$629	\$1,870
13	TZ51808	2023	Ford	Bronco	40	Auction/Wholesale	No	\$ 58,888	\$ 58,888	89%	(\$466)	\$4,306
14	TZ51790	2017	Ford	F-150	40	Auction/Wholesale	No	\$ 26,888	\$ 26,688	92%	(\$329)	\$424
15	TQ51806A	2021	Dodge	Charger	27	Trade on Used	No	\$ 51,888	\$ 48,049	97%	\$721	\$3,806
16	TV51794	2020	Chevrolet	Silverado 1500	72	Auction/Wholesale	No	\$ 41,354	\$ 41,104	95%	\$849	\$3,425
17	UV26740A	2019	Honda	CR-V	38	Trade on Used	Yes	\$ 25,888	\$ 23,801	99%	\$690	\$308
18	UQ26963	2018	Honda	Accord	14	Auction/Wholesale	Yes	\$ 25,554	\$ 25,554	98%	(\$825)	\$2,914
19	H48252B	2017	Honda	Pilot	5	Trade on Used	Yes	\$ 21,888	\$ 21,488	101%	\$2,058	\$2,506
20	UZ26715	2016	Hyundai	Veloster	77	Auction/Wholesale	No	\$ 12,324	\$ 10,995	104%	(\$4,231)	\$1,461
21	UZ26793	2018	Kia	Optima	92	Auction/Wholesale	No	\$ 13,224	\$ 13,224	85%	(\$5,411)	\$2,332
22	TZ51797	2018	Chevrolet	Silverado 1500	42	Auction/Wholesale	No	\$ 37,774	\$ 37,774	98%	(\$1,820)	\$1,840
23	H48428A	2019	Honda	CR-V	57	Trade on New	Yes	\$ 23,888	\$ 23,888	102%	\$1,146	\$1,697
24	TV51813	2018	Nissan	Frontier	35	Street/Curb Buy	No	\$ 21,888	\$ 21,888	96%	\$1,949	\$1,352
25	H48634A	2021	Honda	Civic	23	Trade on New	Yes	\$ 22,554	\$ 21,995	101%	\$695	\$270
26	H48618A	2019	Nissan	Rogue	23	Trade on New	Yes	\$ 23,888	\$ 23,888	102%	\$1,994	\$3,764
27	H48754A	2020	Honda	CR-V	17	Trade on New	Yes	\$ 25,554	\$ 24,554	96%	\$3,453	\$271

28	TQ51807	2018	Toyota	Tacoma	37	Auction/Wholesale	No	\$	30,888	\$	30,888	98%	\$1,078	\$325
29	TZ51779	2019	Chevrolet	Blazer	93	Auction/Wholesale	No	\$	19,888	\$	19,888	89%	(\$2,338)	\$3,788
30	UZ26710	2019	Toyota	Tacoma	99	Auction/Wholesale	No	\$	30,124	\$	30,124	89%	(\$3,864)	\$704
31	UQ26959	2021	Honda	Accord	11	Auction/Wholesale	Yes	\$	26,888	\$	26,888	100%	\$29	\$1,597
32	UQ26970	2015	Honda	Accord	32	Auction/Wholesale	Yes	\$	18,554	\$	18,554	94%	(\$1,028)	\$1,434
33	UQ26837	2019	Honda	Civic Si	61	Auction/Wholesale	No	\$	25,888	\$	25,888	97%	(\$1,553)	\$2,688
34	H48873A	2021	Honda	Pilot	16	Trade on New	Yes	\$	30,888	\$	30,888	97%	\$1,043	\$2,250
35	H48882A	2022	Honda	Accord	2	Trade on New	Yes	\$	33,888	\$	33,888	92%	\$32,432	\$4,877
36	UZ26797	2016	Chevrolet	Colorado	66	Auction/Wholesale	No	\$	25,124	\$	24,874	102%	(\$2,855)	\$0
37	UZ26711	2015	Dodge	Challenger	94	Auction/Wholesale	No	\$	16,554	\$	16,554	84%	(\$1,800)	\$1,392
38	UZ26873	2020	Honda	CR-V Hybrid	68	Auction/Wholesale	Yes	\$	26,888	\$	26,888	95%	(\$518)	\$978
39	H48721A	2021	Honda	Accord	19	Trade on New	Yes	\$	27,774	\$	27,774	98%	\$3,103	\$4,156
40	UQ26958	2021	Nissan	Altima	38	Auction/Wholesale	No	\$	20,888	\$	20,888	95%	\$846	\$383
41	UM26573	2018	Honda	Civic Hatchback	76	Auction/Wholesale	No	\$	19,774	\$	19,774	99%	(\$120)	\$2,657
42	UV27010	2023	Honda	Accord Hybrid	4	Street/Curb Buy	Yes	\$	33,888	\$	33,888	100%	\$1,607	\$1,030
43	UQ26915	2015	Honda	Civic	21	Auction/Wholesale	No	\$	19,888	\$	19,160	102%	(\$225)	\$1,591
44	UZ26713	2015	Hyundai	Veloster	114	Auction/Wholesale	No	\$	9,888	\$	9,888	89%	(\$826)	\$225
45	H48834A	2021	Honda	Civic Sedan	10	Trade on New	Yes	\$	23,888	\$	23,888	100%	\$1,729	\$1,574
46	H48537A	2020	Toyota	C-HR	18	Trade on New	No	\$	22,888	\$	22,638	100%	\$2,075	\$817
47	H48696A	2021	Honda	Accord	2	Trade on New	Yes	\$	27,888	\$	27,888	97%	\$1,097	\$2,165
48	UQ26828	2018	Honda	Accord	10	Auction/Wholesale	No	\$	23,554	\$	23,554	91%	\$603	\$844

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	171
Avg. Days to Sale	34.4
Avg. Advertised Price (Time of Sale)	\$ 26,078
Avg. Transaction Price	\$ 26,990
Avg. Market Price at 100%	\$ 26,826
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (912)
Avg. Front-End Gross	\$ 989
Avg. Finance Gross	\$ 2,147
PUVR	\$ 3,136
Total Gross (Units & PUVR)	\$ 536,172
GROI	122%
% with Trade	17%
Avg. Over/Under Allowance	(\$17)



Scoreboard

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Desk Manager	Totals	John Smith	Joe Chavez
% Retailed of Non-New Franchise	37%	35%	34%
Total # Retail Units	171	54	61
Avg. Days to Sale	34.4	40.0	27.6
Avg. Advertised Price (Time of Sale)	\$ 26,078	\$ 23,732	\$ 28,400
Avg. Transaction Price	\$ 26,990	\$ 23,215	\$ 31,682
Avg. Market Price at 100%	\$ 26,826	\$ 24,645	\$ 28,986
Avg. Price to Market % (Time of Sale)	97%	96%	98%
Avg. Transaction to Market	101%	94%	109%
Avg. Transactional Discount	\$ (912)	\$ 517	\$ (3,282)
Avg. Front-End Gross	\$ 989	\$ 532	\$ 1,705
Avg. Finance Gross	\$ 2,147	\$ 1,879	\$ 2,141
PUVR	\$ 3,136	\$ 2,411	\$ 3,846
Total Gross (Units & PUVR)	\$ 536,172	\$ 130,197	\$ 234,600
GROI	122%	94%	158%
% with Trade	17%	17%	15%
Avg. Over/Under Allowance	-17	-98	11



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James Duran			
43%	#DIV/0!	#DIV/0!	#DIV/0!
56	0	0	0
36.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,810	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,518	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,400	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 291	#DIV/0!	#DIV/0!	#DIV/0!
\$ 648	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,412	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,060	#DIV/0!	#DIV/0!	#DIV/0!
\$ 171,375	#DIV/0!	#DIV/0!	#DIV/0!
119%	#DIV/0!	#DIV/0!	#DIV/0!
20%	#DIV/0!	#DIV/0!	#DIV/0!
27	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Cristina Arriaga Orti	Danitza Villa
% Retailed of Non-New Franchise	37%	36%	0%
Total # Retail Units	171	11	8
Avg. Days to Sale	34.4	16.6	21.3
Avg. Advertised Price (Time of Sale)	\$ 26,078	\$ 30,140	\$ 26,111
Avg. Transaction Price	\$ 26,990	\$ 29,875	\$ 26,026
Avg. Market Price at 100%	\$ 26,826	\$ 31,305	\$ 26,483
Avg. Price to Market % (Time of Sale)	97%	96%	99%
Avg. Transaction to Market	101%	95%	98%
Avg. Transactional Discount	\$ (912)	\$ 265	\$ 85
Avg. Front-End Gross	\$ 989	\$ 1,144	\$ 1,282
Avg. Finance Gross	\$ 2,147	\$ 2,350	\$ 3,282
PUVR	\$ 3,136	\$ 3,493	\$ 4,563
Total Gross (Units & PUVR)	\$ 536,172	\$ 38,424	\$ 36,507
GROI	122%	253%	297%
% with Trade	17%	0%	13%
Avg. Over/Under Allowance	-17	#DIV/0!	0



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Dulce Gallardo Delgado	Fatima Bakri	Gagan Nijjar	Greg Solis
30%	29%	43%	14%
10	7	7	7
40.2	41.9	31.0	23.0
\$ 22,033	\$ 25,669	\$ 24,313	\$ 23,839
\$ 21,881	\$ 25,555	\$ 23,830	\$ 23,694
\$ 22,611	\$ 26,251	\$ 24,900	\$ 24,324
97%	98%	98%	98%
97%	97%	96%	97%
\$ 152	\$ 114	\$ 483	\$ 144
\$ 1,199	\$ (377)	\$ 1,325	\$ 1,348
\$ 1,290	\$ 2,074	\$ 3,145	\$ 2,523
\$ 2,489	\$ 1,697	\$ 4,470	\$ 3,872
\$ 24,886	\$ 11,882	\$ 31,292	\$ 27,101
102%	57%	218%	256%
30%	29%	29%	14%
22	0	0	0

Jared Saylor	Jocelyn Palos	Jorge Gutierrez	Jose Lopez
43%	25%	25%	0%
7	4	8	11
39.6	59.0	29.6	28.9
\$ 23,315	\$ 16,555	\$ 28,151	\$ 27,736
\$ 23,272	\$ 16,338	\$ 53,476	\$ 27,736
\$ 24,379	\$ 17,501	\$ 29,146	\$ 28,170
96%	95%	97%	98%
95%	93%	183%	98%
\$ 43	\$ 217	\$ (25,325)	\$ -
\$ (95)	\$ 629	\$ 615	\$ 4,124
\$ 1,726	\$ 1,336	\$ 2,234	\$ 3,853
\$ 1,631	\$ 1,964	\$ 2,849	\$ 7,977
\$ 11,415	\$ 7,856	\$ 22,795	\$ 87,750
64%	73%	65%	358%
43%	25%	13%	18%
0	0	0	0

Leslie Arriaga Med	Roise Castanon	Tyrell Cooper	Zach Castro
36%	87%	25%	36%
11	15	12	11
44.9	40.9	32.7	38.8
\$ 26,728	\$ 31,884	\$ 24,008	\$ 22,847
\$ 26,517	\$ 31,690	\$ 24,027	\$ 22,540
\$ 27,112	\$ 32,670	\$ 24,916	\$ 23,433
99%	98%	96%	97%
98%	97%	96%	96%
\$ 211	\$ 194	\$ (19)	\$ 307
\$ (106)	\$ 367	\$ 396	\$ 463
\$ 1,852	\$ 2,087	\$ 1,879	\$ 1,928
\$ 1,746	\$ 2,454	\$ 2,275	\$ 2,390
\$ 19,210	\$ 36,805	\$ 27,302	\$ 26,295
53%	68%	104%	98%
18%	13%	17%	27%
0	-475	250	33

Darian Wood	Chris Bean	Jose Nunez	Jose Cordova
63%	43%	63%	0%
16	14	8	3
36.6	39.1	34.1	16.0
\$ 22,799	\$ 29,192	\$ 30,835	\$ 22,443
\$ 21,501	\$ 28,964	\$ 30,531	\$ 22,310
\$ 24,012	\$ 29,746	\$ 30,707	\$ 22,766
95%	98%	100%	99%
90%	97%	99%	98%
\$ 1,297	\$ 227	\$ 303	\$ 133
\$ 934	\$ 1,298	\$ 1,671	\$ 353
\$ 1,516	\$ 2,012	\$ 1,431	\$ 1,846
\$ 2,450	\$ 3,310	\$ 3,101	\$ 2,199
\$ 39,193	\$ 46,341	\$ 24,811	\$ 6,596
112%	105%	107%	222%
0%	14%	25%	0%
#DIV/0!	-100	0	#DIV/0!

Sergio Cordova			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
8.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,888	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,888	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,355	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,277	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,434	#DIV/0!	#DIV/0!	#DIV/0!
\$ 9,711	#DIV/0!	#DIV/0!	#DIV/0!
\$ 9,711	#DIV/0!	#DIV/0!	#DIV/0!
1909%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Amy Williams	Debra Sims
% Retailed of Non-New Franchise	37%	51%	38%
Total # Retail Units	171	35	29
Avg. Days to Sale	34.4	38.6	33.6
Avg. Advertised Price (Time of Sale)	\$ 26,078	\$ 26,560	\$ 25,619
Avg. Transaction Price	\$ 26,990	\$ 26,284	\$ 25,569
Avg. Market Price at 100%	\$ 26,826	\$ 27,254	\$ 26,323
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	101%	96%	97%
Avg. Transactional Discount	\$ (912)	\$ 276	\$ 50
Avg. Front-End Gross	\$ 989	\$ 828	\$ 393
Avg. Finance Gross	\$ 2,147	\$ 2,140	\$ 2,124
PUVR	\$ 3,136	\$ 2,968	\$ 2,517
Total Gross (Units & PUVR)	\$ 536,172	\$ 103,885	\$ 73,003
GROI	122%	105%	106%
% with Trade	17%	20%	14%
Avg. Over/Under Allowance	-17	-29	150



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Fernando Cruz	Frank Hernandez	Matthew Dean	Salena Robles
33%	24%	47%	33%
30	34	19	24
30.9	47.0	27.7	21.1
\$ 25,170	\$ 24,650	\$ 31,304	\$ 24,948
\$ 31,964	\$ 24,398	\$ 30,081	\$ 24,742
\$ 25,680	\$ 25,392	\$ 32,530	\$ 25,345
98%	97%	96%	98%
124%	96%	92%	98%
\$ (6,794)	\$ 252	\$ 1,223	\$ 206
\$ 1,389	\$ 315	\$ 2,305	\$ 1,353
\$ 2,629	\$ 1,545	\$ 3,153	\$ 1,639
\$ 4,018	\$ 1,860	\$ 5,459	\$ 2,992
\$ 120,535	\$ 63,235	\$ 103,718	\$ 71,796
146%	58%	236%	206%
10%	18%	11%	29%
0	0	0	-126

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	171	97	74
Avg. Days to Sale	34.4	26.7	44.5
Avg. Advertised Price (Time of Sale)	\$ 26,078	\$ 26,060	\$ 28,385
Avg. Transaction Price	\$ 26,990	\$ 25,925	\$ 28,385
Avg. Market Price at 100%	\$ 26,826	\$ 26,510	\$ 27,106
Avg. Price to Market % (Time of Sale)	97%	98%	105%
Avg. Transaction to Market	101%	98%	105%
Avg. Transactional Discount	\$ (912)	\$ 135	\$ (2,284)
Avg. Front-End Gross	\$ 989	\$ 1,301	\$ 579
Avg. Finance Gross	\$ 2,147	\$ 2,479	\$ 1,712
PUVR	\$ 3,136	\$ 3,780	\$ 2,291
Total Gross (Units & PUVR)	\$ 536,172	\$ 366,614	\$ 169,558
GROI	122%	196%	65%
% with Trade	17%	19%	15%
Avg. Over/Under Allowance	-17	9	-59



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	171	103	64
Avg. Days to Sale	34.4	25.8	48.2
Avg. Advertised Price (Time of Sale)	\$ 26,078	\$ 25,688	\$ 26,217
Avg. Transaction Price	\$ 26,990	\$ 27,556	\$ 26,217
Avg. Market Price at 100%	\$ 26,826	\$ 26,059	\$ 27,963
Avg. Price to Market % (Time of Sale)	97%	99%	94%
Avg. Transaction to Market	101%	106%	94%
Avg. Transactional Discount	\$ (912)	\$ (1,869)	\$ 565
Avg. Front-End Gross	\$ 989	\$ 1,300	\$ 460
Avg. Finance Gross	\$ 2,147	\$ 2,433	\$ 1,705
PUVR	\$ 3,136	\$ 3,733	\$ 2,165
Total Gross (Units & PUVR)	\$ 536,172	\$ 384,448	\$ 138,529
GROI	122%	189%	62%
% with Trade	17%	18%	16%
Avg. Over/Under Allowance	-17	9	-65



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	171	56	13
% of Retail Units	100%	33%	8%
% Retailed of Non-New Franchise	37%	25%	54%
Avg. Days to Sale	34.4	30.3	25.5
Avg. Transaction Price	\$ 26,990	\$ 25,960	\$ 26,789
Avg. Transaction to Market %	101%	96%	90%
Avg. Transactional Discount	\$ (912)	\$ 162	\$ 1,989
Avg. Front End Gross	\$ 989	\$ 1,999	\$ 1,841
Avg. Finance Gross	\$ 2,147	\$ 2,199	\$ 1,837
PUVR	\$ 3,136	\$ 4,198	\$ 3,678
Total Gross (Units & PUVR)	\$ 536,172	\$ 235,093	\$ 47,815
GROI	122%	192%	194%
% with Trade	17%	23%	0%
Avg. Over/Under Allowance	-17	-60	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	89	0	0
8%	52%	0%	0%
15%	46%	#DIV/0!	#DIV/0!
15.6	41.1	#DIV/0!	#DIV/0!
\$ 26,209	\$ 27,781	#DIV/0!	#DIV/0!
98%	107%	#DIV/0!	#DIV/0!
\$ 176	\$ (2,171)	#DIV/0!	#DIV/0!
\$ 1,877	\$ 98	#DIV/0!	#DIV/0!
\$ 2,564	\$ 2,099	#DIV/0!	#DIV/0!
\$ 4,441	\$ 2,197	#DIV/0!	#DIV/0!
\$ 57,728	\$ 195,536	#DIV/0!	#DIV/0!
391%	69%	#DIV/0!	#DIV/0!
15%	16%	#DIV/0!	#DIV/0!
0	21	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	171	104	23
% of Retail Units	100%	61%	13%
% Retailed of Non-New Franchise	37%	25%	43%
Avg. Days to Sale	34.4	14.7	37.3
Avg. Transaction Price	\$ 26,990	\$ 28,306	\$ 26,743
Avg. Transaction to Market %	101%	106%	96%
Avg. Transactional Discount	\$ (912)	\$ (1,640)	\$ 318
Avg. Front End Gross	\$ 989	\$ 1,683	\$ 1,003
Avg. Finance Gross	\$ 2,147	\$ 2,575	\$ 1,533
PUVR	\$ 3,136	\$ 4,259	\$ 2,536
Total Gross (Units & PUVR)	\$ 536,172	\$ 442,888	\$ 58,321
GROI	122%	370%	92%
% with Trade	17%	19%	13%
Avg. Over/Under Allowance	-17	-39	167



46-60 days	61-90 days	90+ days
13	17	14
8%	10%	8%
62%	59%	71%
51.8	73.3	112.9
\$ 33,269	\$ 22,053	\$ 17,779
97%	94%	88%
\$ 235	\$ 202	\$ 55
\$ 898	\$ (636)	\$ (2,140)
\$ 1,557	\$ 1,536	\$ 1,264
\$ 2,455	\$ 900	\$ (876)
\$ 31,918	\$ 15,304	\$ (12,259)
51%	20%	-16%
23%	6%	14%
-67	0	0