

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	U17175A	2016	Honda	CRV	6	Trade on Used	Yes	Yes	\$16,995	\$16,047	96%	\$17,703	91%	\$948	\$4,797	\$2,809
2	U17260	2023	Honda	HRV	1	Auction/Wholesale	Yes	Yes	\$32,766	\$37,450	99%	\$33,097	113%	(\$4,684)	\$3,358	\$1,910
3	65028A	2020	Honda	CRV	7	Trade on New	Yes	Yes	\$29,858	\$31,689	100%	\$29,858	106%	(\$1,831)	\$2,730	\$2,633
4	U17158	2018	Ford	F150	33	Auction/Wholesale	No	No	\$36,439	\$38,633	103%	\$35,378	109%	(\$2,194)	\$2,648	\$2,059
5	65055A	2022	Honda	PILOT	15	Trade on New	No	Yes	\$42,660	\$43,995	102%	\$41,824	105%	(\$1,335)	\$6,892	\$2,096
6	65045A	2023	Honda	HRV	5	Trade on New	Yes	Yes	\$29,439	\$32,329	99%	\$29,736	109%	(\$2,890)	\$3,896	\$1,983
7	65075A	2020	Honda	CRV	5	Trade on New	Yes	Yes	\$23,995	\$26,201	97%	\$24,737	106%	(\$2,206)	\$1,948	\$2,728
8	U16958	2004	Chevrolet	CORVETTE	87	Street/Curb Buy	No	No	\$19,995	\$20,371	83%	\$24,090	85%	(\$376)	(\$384)	\$183
9	U17267	2023	Acura	MDX	7	Auction/Wholesale	No	No	\$56,745	\$59,633	100%	\$56,745	105%	(\$2,888)	\$4,451	\$3,077
10	65079A	2020	Honda	CRV	9	Trade on New	Yes	Yes	\$26,440	\$29,000	94%	\$28,128	103%	(\$2,560)	\$1,934	\$2,883
11	65357A	2021	Honda	HRV	12	Trade on New	Yes	Yes	\$19,795	\$21,465	94%	\$21,059	102%	(\$1,670)	\$2,622	\$1,163
12	65349A	2020	Honda	CRV	24	Trade on New	Yes	Yes	\$28,657	\$30,851	97%	\$29,543	104%	(\$2,194)	\$4,045	\$2,376
13	U17281	2020	Honda	ODY	8	Auction/Wholesale	Yes	Yes	\$32,749	\$34,760	100%	\$32,749	106%	(\$2,011)	\$4,571	\$183
14	65093A	2018	Hyundai	SONATA	4	Trade on New	No	No	\$15,644	\$12,586	99%	\$15,802	80%	\$3,058	(\$770)	\$2,279
15	65059A	2020	Honda	ACCORD	21	Trade on New	Yes	Yes	\$24,595	\$28,660	95%	\$25,889	111%	(\$4,065)	\$5,333	\$4,776
16	U16995	2019	Honda	PASSPORT	83	Auction/Wholesale	Yes	Yes	\$27,637	\$29,331	91%	\$30,370	97%	(\$1,694)	(\$2,060)	\$786
17	U17210	2023	Honda	RIDGELINE	21	Auction/Wholesale	Yes	Yes	\$39,959	\$42,441	97%	\$41,195	103%	(\$2,482)	\$1,788	\$0
18	U17012	2020	Honda	HRV	79	Auction/Wholesale	Yes	Yes	\$20,990	\$23,823	97%	\$21,639	110%	(\$2,833)	(\$2,129)	\$843
19	U17259	2023	Honda	ODY	4	Auction/Wholesale	Yes	Yes	\$47,667	\$47,917	97%	\$49,141	98%	(\$250)	\$3,745	\$183
20	65033A	2019	Honda	ACCORD	4	Trade on New	Yes	Yes	\$24,593	\$26,876	99%	\$24,841	108%	(\$2,283)	\$3,415	\$3,453
21	U17011	2022	Honda	ACCORD	80	Auction/Wholesale	Yes	Yes	\$23,539	\$27,378	86%	\$27,371	100%	(\$3,839)	(\$2,600)	\$4,834
22	U16963	2020	Honda	HRV	93	Auction/Wholesale	Yes	Yes	\$15,269	\$16,721	100%	\$15,269	110%	(\$1,452)	\$1,000	\$0
23	65041A	2010	Toyota	COROLLA	33	Trade on New	No	No	\$9,675	\$10,839	104%	\$9,303	117%	(\$1,164)	\$3,042	\$0
24	U17054	2020	Honda	CIVIC	57	Auction/Wholesale	Yes	Yes	\$22,275	\$24,196	99%	\$22,500	108%	(\$1,921)	\$436	\$4,531
25	U17163	2021	Honda	HRV	27	Trade on New	Yes	Yes	\$24,995	\$27,584	99%	\$25,247	109%	(\$2,589)	\$395	\$5,377
26	U17162	2021	Chevrolet	TRAILBLAZER	39	Auction/Wholesale	No	No	\$20,990	\$22,485	94%	\$22,330	101%	(\$1,495)	(\$3,442)	\$1,181
27	65108A	2018	Nissan	ROGUE	14	Trade on New	No	No	\$20,998	\$20,394	99%	\$21,210	96%	\$604	(\$246)	\$972
28	U17315	2022	Honda	CIVIC	6	Street/Curb Buy	Yes	Yes	\$26,707	\$28,202	100%	\$26,707	106%	(\$1,495)	(\$302)	\$1,242
29	64822A	2021	Honda	PILOT	81	Trade on New	Yes	Yes	\$28,995	\$31,794	90%	\$32,217	99%	(\$2,799)	\$1,185	\$2,637
30	U17220	2018	BMW	4 SERIES	33	Street/Curb Buy	No	No	\$24,939	\$28,313	99%	\$25,191	112%	(\$3,374)	\$3,946	\$1,125
31	U17255	2022	Volkswagen	GTI	16	Auction/Wholesale	No	No	\$28,959	\$31,348	97%	\$29,855	105%	(\$2,389)	\$1,010	\$2,815
32	64864A	2020	Honda	HRV	57	Trade on New	Yes	Yes	\$20,995	\$21,990	92%	\$22,821	96%	(\$995)	\$263	\$2,753
33	U17012A	2011	Honda	FIT	7	Trade on Used	No	Yes	\$5,700	\$5,700	100%	\$5,700	100%	\$-	\$1,203	\$0
34	U17220A	2013	Honda	ACCORD	1	Trade on Used	No	Yes	\$14,439	\$16,196	95%	\$15,199	107%	(\$1,757)	\$1,978	\$972
35	64989A	2018	Dodge	GRND CARAV	31	Trade on New	No	No	\$17,439	\$17,196	98%	\$17,795	97%	\$243	\$1,639	\$1,524
36	65070A	2021	Honda	ACCORD	21	Trade on New	Yes	Yes	\$28,559	\$27,398	98%	\$29,142	94%	\$1,161	\$3,769	\$183
37	65045B	2016	Subaru	OUTBACK	11	Trade on Used	No	No	\$19,420	\$19,201	96%	\$20,229	95%	\$219	\$1,234	\$2,659
38	U17269	2023	Acura	TLX	19	Auction/Wholesale	No	No	\$45,810	\$48,352	95%	\$48,221	100%	(\$2,542)	\$3,152	\$1,654
39	65086A	2019	Honda	CRV	19	Trade on New	Yes	Yes	\$26,595	\$29,709	100%	\$26,595	112%	(\$3,114)	\$3,699	\$2,168
40	U17265	2023	Honda	PILOT	19	Auction/Wholesale	Yes	Yes	\$51,489	\$54,078	96%	\$53,634	101%	(\$2,589)	(\$1,678)	\$741

41	U17277	2022 Honda	HRV	17 Rental Fleet (Enterprise)	Yes	Yes	\$24,669	\$27,148	95%	\$25,967	105%	(\$2,479)	\$303	\$2,127
42	U17014	2021 GMC	TERRAIN	88 Auction/Wholesale	No	No	\$23,695	\$29,284	88%	\$26,926	109%	(\$5,589)	\$1,769	\$2,689
43	U17253	2021 Honda	CRV	22 Street/Curb Buy	Yes	Yes	\$31,990	\$33,286	96%	\$33,323	100%	(\$1,296)	\$2,666	\$1,249
44	U17263	2023 Honda	CRV	23 Auction/Wholesale	Yes	Yes	\$38,924	\$41,328	95%	\$40,973	101%	(\$2,404)	(\$2,857)	\$4,099
45	65197A	2017 Honda	CRV	2 Trade on New	No	Yes	\$25,990	\$27,101	100%	\$25,990	104%	(\$1,111)	\$353	\$2,246
46	U17354	2020 Honda	CRV	57 Trade on New	No	Yes	\$20,995	\$24,360	100%	\$20,995	116%	(\$3,365)	\$4,692	\$3,372
47	65115A	2019 Honda	ACCORD	8 Trade on New	Yes	Yes	\$20,995	\$23,178	94%	\$22,335	104%	(\$2,183)	(\$705)	\$183
48	U17207	2020 Nissan	MURANO	16 Auction/Wholesale	No	No	\$23,959	\$25,076	95%	\$25,220	99%	(\$1,117)	\$17	\$2,625
49	U17258	2023 Honda	RIDGELINE	21 Auction/Wholesale	Yes	Yes	\$40,990	\$43,280	93%	\$44,075	98%	(\$2,290)	\$461	\$1,010
50	U17235	2013 Honda	ACCORD	9 Street/Curb Buy	Yes	Yes	\$17,959	\$15,701	105%	\$17,104	92%	\$2,258	\$302	\$1,667
51	65145A	2021 Honda	CRV	12 Trade on New	Yes	Yes	\$31,865	\$33,574	101%	\$31,550	106%	(\$1,709)	\$3,944	\$3,248
52	65002A	2021 Honda	PILOT	10 Trade on New	Yes	Yes	\$31,480	\$33,471	97%	\$32,454	103%	(\$1,991)	\$4,004	\$183
53	U17185	2014 Ford	MUSTANG	40 Auction/Wholesale	No	No	\$16,439	\$19,101	95%	\$17,304	110%	(\$2,662)	\$13	\$2,231

Scoreboard Totals

% Retailed of Non-Franchise Make	38%
Total # Retail Units	200
Avg. Days to Sale	27.7
Avg. Advertised Price (Time of Sale)	\$ 24,895
Avg. Transaction Price	\$ 26,533
Avg. Market Price at 100%	\$ 26,054
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ (1,731)
Avg. Front-End Gross	\$ 1,582
Avg. Finance Gross	\$ 1,720
PUVR	\$ 3,302
Total Gross (Units & PUVR)	\$ 660,436
GROI	162%
% with Trade	16%
Avg. Over/Under Allowance	\$1,220



Scoreboard

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Desk Manager	Totals	ERIK JIMENEZ	MIKE VARELA
% Retailed of Non-New Franchise	38%	31%	40%
Total # Retail Units	200	67	60
Avg. Days to Sale	27.7	23.9	33.1
Avg. Advertised Price (Time of Sale)	\$ 24,895	\$ 24,751	\$ 25,490
Avg. Transaction Price	\$ 26,533	\$ 26,552	\$ 26,815
Avg. Market Price at 100%	\$ 26,054	\$ 25,654	\$ 27,018
Avg. Price to Market % (Time of Sale)	96%	96%	94%
Avg. Transaction to Market	102%	104%	99%
Avg. Transactional Discount	\$ (1,731)	\$ (1,829)	\$ (1,371)
Avg. Front-End Gross	\$ 1,582	\$ 1,971	\$ 556
Avg. Finance Gross	\$ 1,720	\$ 1,654	\$ 1,630
PUVR	\$ 3,302	\$ 3,625	\$ 2,186
Total Gross (Units & PUVR)	\$ 660,436	\$ 242,904	\$ 131,187
GROI	162%	206%	89%
% with Trade	16%	13%	22%
Avg. Over/Under Allowance	1,220	600	1,500



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JASON BIVONE			
41%	#DIV/0!	#DIV/0!	#DIV/0!
73	0	0	0
26.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,538	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,285	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,629	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,931)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,067	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,855	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,923	#DIV/0!	#DIV/0!	#DIV/0!
\$ 286,345	#DIV/0!	#DIV/0!	#DIV/0!
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12%	#DIV/0!	#DIV/0!	#DIV/0!
1,167	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Sales Consultant	Totals	ANNAMARIE KUHN	ARNOLD BANG
% Retailed of Non-New Franchise	38%	44%	25%
Total # Retail Units	200	18	4
Avg. Days to Sale	27.7	28.2	29.8
Avg. Advertised Price (Time of Sale)	\$ 24,895	\$ 27,052	\$ 21,459
Avg. Transaction Price	\$ 26,533	\$ 28,689	\$ 23,991
Avg. Market Price at 100%	\$ 26,054	\$ 28,297	\$ 22,803
Avg. Price to Market % (Time of Sale)	96%	96%	94%
Avg. Transaction to Market	102%	101%	105%
Avg. Transactional Discount	\$ (1,731)	\$ (1,637)	\$ (2,533)
Avg. Front-End Gross	\$ 1,582	\$ 851	\$ 1,156
Avg. Finance Gross	\$ 1,720	\$ 1,368	\$ 1,374
PUVR	\$ 3,302	\$ 2,219	\$ 2,530
Total Gross (Units & PUVR)	\$ 660,436	\$ 39,941	\$ 10,120
GROI	162%	99%	128%
% with Trade	16%	33%	25%
Avg. Over/Under Allowance	1,220	1,967	#DIV/0!



DALEN RAMOS	HEE CHUNG	JAMES AYALA	LIDIA VILELA
50%	0%	43%	25%
16	9	7	20
32.3	21.6	25.1	18.6
\$ 24,339	\$ 27,322	\$ 18,128	\$ 23,837
\$ 25,988	\$ 29,675	\$ 19,734	\$ 25,168
\$ 25,581	\$ 28,322	\$ 19,006	\$ 24,887
95%	96%	95%	96%
102%	105%	104%	101%
\$ (1,649)	\$ (2,352)	\$ (1,874)	\$ (1,401)
\$ 1,680	\$ 2,194	\$ 1,332	\$ 895
\$ 1,897	\$ 1,657	\$ 1,177	\$ 1,500
\$ 3,577	\$ 3,851	\$ 2,509	\$ 2,395
\$ 57,235	\$ 34,661	\$ 17,564	\$ 47,893
154%	217%	182%	184%
25%	11%	0%	10%
700	1,000	#DIV/0!	#DIV/0!

LYNN GERBER	MANNY CANTILLO	MARCO PELAZ	MARIA VALLEJO
36%	36%	50%	12%
11	11	16	17
26.7	46.3	21.6	20.9
\$ 26,193	\$ 26,268	\$ 26,318	\$ 27,058
\$ 26,120	\$ 29,223	\$ 27,559	\$ 29,251
\$ 27,056	\$ 27,936	\$ 27,277	\$ 28,070
97%	94%	96%	96%
97%	105%	101%	104%
\$ (968)	\$ (2,954)	\$ (1,242)	\$ (2,193)
\$ 1,677	\$ 1,877	\$ 1,749	\$ 3,973
\$ 1,120	\$ 2,020	\$ 1,623	\$ 1,913
\$ 2,797	\$ 3,897	\$ 3,372	\$ 5,885
\$ 30,762	\$ 42,867	\$ 53,957	\$ 100,050
144%	104%	204%	347%
9%	9%	13%	12%
2,000	#DIV/0!	100	500

MATT ARCILIA	NICK REDONDO	RAUL AVILA	PAULA PIMENTAL
46%	65%	32%	33%
13	17	22	12
28.9	48.2	20.5	22.8
\$ 25,369	\$ 24,433	\$ 25,923	\$ 22,096
\$ 27,375	\$ 26,263	\$ 27,453	\$ 22,969
\$ 26,918	\$ 26,524	\$ 26,644	\$ 23,093
94%	92%	97%	96%
102%	99%	103%	99%
\$ (2,006)	\$ (1,830)	\$ (1,530)	\$ (1,048)
\$ 1,435	\$ 704	\$ 1,077	\$ 1,617
\$ 2,159	\$ 1,357	\$ 2,329	\$ 1,907
\$ 3,595	\$ 2,061	\$ 3,406	\$ 3,524
\$ 46,729	\$ 35,031	\$ 74,924	\$ 42,286
163%	59%	217%	242%
38%	18%	5%	8%
1,500	500	#DIV/0!	#DIV/0!

VIKRAM DAS			
57%	#DIV/0!	#DIV/0!	#DIV/0!
7	0	0	0
33.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,347	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,148	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,940	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,801)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,035	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,739	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,774	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,416	#DIV/0!	#DIV/0!	#DIV/0!
202%	#DIV/0!	#DIV/0!	#DIV/0!
14%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	RONNIE MANUEL
% Retailed of Non-New Franchise	38%	42%
Total # Retail Units	200	57
Avg. Days to Sale	27.7	26.1
Avg. Advertised Price (Time of Sale)	\$ 24,895	\$ 23,950
Avg. Transaction Price	\$ 26,533	\$ 25,696
Avg. Market Price at 100%	\$ 26,054	\$ 24,867
Avg. Price to Market % (Time of Sale)	96%	96%
Avg. Transaction to Market	102%	103%
Avg. Transactional Discount	\$ (1,731)	\$ (1,843)
Avg. Front-End Gross	\$ 1,582	\$ 1,561
Avg. Finance Gross	\$ 1,720	\$ 1,685
PUVR	\$ 3,302	\$ 3,246
Total Gross (Units & PUVR)	\$ 660,436	\$ 185,016
GROI	162%	174%
% with Trade	16%	11%
Avg. Over/Under Allowance	1,220	300



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JOSE MARTINEZ	MARQUIS THOMAS		
34%	38%	#DIV/0!	#DIV/0!
80	63	0	0
29.5	26.9	#DIV/0!	#DIV/0!
\$ 25,469	\$ 25,021	#DIV/0!	#DIV/0!
\$ 26,920	\$ 26,800	#DIV/0!	#DIV/0!
\$ 26,856	\$ 26,109	#DIV/0!	#DIV/0!
95%	96%	#DIV/0!	#DIV/0!
100%	103%	#DIV/0!	#DIV/0!
\$ (1,615)	\$ (1,779)	#DIV/0!	#DIV/0!
\$ 1,401	\$ 1,831	#DIV/0!	#DIV/0!
\$ 1,816	\$ 1,631	#DIV/0!	#DIV/0!
\$ 3,217	\$ 3,461	#DIV/0!	#DIV/0!
\$ 257,349	\$ 218,071	#DIV/0!	#DIV/0!
146%	173%	#DIV/0!	#DIV/0!
15%	21%	#DIV/0!	#DIV/0!
3,500	767	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	116	84
Avg. Days to Sale	27.7	24.5	32.2
Avg. Advertised Price (Time of Sale)	\$ 24,895	\$ 25,691	\$ 25,345
Avg. Transaction Price	\$ 26,533	\$ 27,394	\$ 25,345
Avg. Market Price at 100%	\$ 26,054	\$ 26,771	\$ 25,063
Avg. Price to Market % (Time of Sale)	96%	96%	101%
Avg. Transaction to Market	102%	102%	101%
Avg. Transactional Discount	\$ (1,731)	\$ (1,802)	\$ (1,628)
Avg. Front-End Gross	\$ 1,582	\$ 1,586	\$ 1,576
Avg. Finance Gross	\$ 1,720	\$ 1,995	\$ 1,342
PUVR	\$ 3,302	\$ 3,580	\$ 2,918
Total Gross (Units & PUVR)	\$ 660,436	\$ 415,334	\$ 245,102
GROI	162%	192%	129%
% with Trade	16%	15%	17%
Avg. Over/Under Allowance	1,220	857	2,067



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	125	75
Avg. Days to Sale	27.7	23.2	35.3
Avg. Advertised Price (Time of Sale)	\$ 24,895	\$ 25,505	\$ 25,384
Avg. Transaction Price	\$ 26,533	\$ 27,223	\$ 25,384
Avg. Market Price at 100%	\$ 26,054	\$ 26,521	\$ 25,275
Avg. Price to Market % (Time of Sale)	96%	96%	100%
Avg. Transaction to Market	102%	103%	100%
Avg. Transactional Discount	\$ (1,731)	\$ (1,824)	\$ (1,570)
Avg. Front-End Gross	\$ 1,582	\$ 1,683	\$ 1,413
Avg. Finance Gross	\$ 1,720	\$ 1,965	\$ 1,312
PUVR	\$ 3,302	\$ 3,649	\$ 2,725
Total Gross (Units & PUVR)	\$ 660,436	\$ 456,080	\$ 204,356
GROI	162%	208%	109%
% with Trade	16%	15%	16%
Avg. Over/Under Allowance	1,220	1,375	600



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	86	12
% of Retail Units	100%	43%	6%
% Retailed of Non-New Franchise	38%	22%	33%
Avg. Days to Sale	27.7	22.1	17.5
Avg. Transaction Price	\$ 26,533	\$ 26,811	\$ 20,149
Avg. Transaction to Market %	102%	104%	101%
Avg. Transactional Discount	\$ (1,731)	\$ (1,846)	\$ (1,437)
Avg. Front End Gross	\$ 1,582	\$ 1,946	\$ 1,488
Avg. Finance Gross	\$ 1,720	\$ 1,944	\$ 1,597
PUVR	\$ 3,302	\$ 3,890	\$ 3,086
Total Gross (Units & PUVR)	\$ 660,436	\$ 334,533	\$ 37,028
GROI	162%	236%	315%
% with Trade	16%	12%	8%
Avg. Over/Under Allowance	1,220	1,600	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
41	54	0	0
21%	27%	0%	0%
63%	43%	#DIV/0!	#DIV/0!
28.4	37.3	#DIV/0!	#DIV/0!
\$ 24,963	\$ 29,039	#DIV/0!	#DIV/0!
101%	102%	#DIV/0!	#DIV/0!
\$ (1,526)	\$ (1,712)	#DIV/0!	#DIV/0!
\$ 2,273	\$ 917	#DIV/0!	#DIV/0!
\$ 1,172	\$ 1,770	#DIV/0!	#DIV/0!
\$ 3,445	\$ 2,687	#DIV/0!	#DIV/0!
\$ 141,252	\$ 145,092	#DIV/0!	#DIV/0!
175%	89%	#DIV/0!	#DIV/0!
20%	22%	#DIV/0!	#DIV/0!
500	925	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	6	1
0%	3%	1%
#DIV/0!	33%	100%
#DIV/0!	41.2	2.0
#DIV/0!	\$ 25,577	\$ 14,123
#DIV/0!	100%	100%
#DIV/0!	\$ (2,169)	#DIV/0!
#DIV/0!	\$ (1,962)	\$ 192
#DIV/0!	\$ 2,082	\$ 1,619
#DIV/0!	\$ 120	\$ 1,811
#DIV/0!	\$ 720	\$ 1,811
#DIV/0!	4%	2308%
#DIV/0!	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	136	18
% of Retail Units	100%	68%	9%
% Retailed of Non-New Franchise	38%	28%	67%
Avg. Days to Sale	27.7	13.7	37.2
Avg. Transaction Price	\$ 26,533	\$ 26,973	\$ 28,306
Avg. Transaction to Market %	102%	103%	108%
Avg. Transactional Discount	\$ (1,731)	\$ (1,631)	\$ (2,762)
Avg. Front End Gross	\$ 1,582	\$ 1,942	\$ 1,887
Avg. Finance Gross	\$ 1,720	\$ 1,776	\$ 1,442
PUVR	\$ 3,302	\$ 3,718	\$ 3,329
Total Gross (Units & PUVR)	\$ 660,436	\$ 505,639	\$ 59,913
GROI	162%	363%	114%
% with Trade	16%	14%	28%
Avg. Over/Under Allowance	1,220	1,329	500



46-60 days	61-90 days	90+ days
22	21	3
11%	11%	2%
50%	62%	33%
53.0	72.4	108.3
\$ 25,198	\$ 24,111	\$ 22,717
103%	96%	98%
\$ (2,026)	\$ (1,207)	\$ (1,421)
\$ 1,020	\$ (310)	\$ 766
\$ 1,903	\$ 1,404	\$ 1,770
\$ 2,923	\$ 1,094	\$ 2,536
\$ 64,300	\$ 22,977	\$ 7,607
79%	23%	37%
18%	14%	0%
400	2,000	#DIV/0!