

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Tegan Trejo Martinez	AJ Reilly	Stuart Reace
William Price	Mo Jasim	Rich Bertsche
Evan Shaje	Darren Aton	Rafael Marin
Octobiano Martinez	Nick Howell	JEROMY ALVAREZ
Rick Ambrose		Muhammad Nishat
Sal Lomeli		Nick Karani
		Bebe Famene
		Nate Tolbert
		Kevin Chavez
		Antonio Szmuck
		Ewon Shaje
		Alex Katsnelson
		Lawrence "Jay"
		LETZI GARFIAS
		JESSICA BLANCAS
		RON CECHIUDOM
		SEBASTIAN RIVERA
		JAMES ROSS
		YAILETH ARVIZU
		Manny Vargas
		JONATHAN CUEVAS

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	P14142	20	Toyota	Camry	198	Auction/Wholesale	No	\$ 25,490	\$ 25,490	95%	(\$3,807)	\$4,232
2	P14609	19	Toyota	RAV4	33	Auction/Wholesale	No	\$ 30,990	\$ 30,590	99%	(\$1,819)	\$1,678
3	P14573	22	Toyota	Corolla	41	Auction/Wholesale	Yes	\$ 19,995	\$ 19,995	100%	(\$2,257)	\$2,643
4	P14679	20	Toyota	Camry	1	LBO Customer	No	\$ 14,990	\$ 14,546	97%	\$1	\$10
5	N28361A	18	Toyota	RAV4	28	Trade on New	No	\$ 20,490	\$ 20,000	103%	\$1,182	\$3,625
6	P14489	17	Chevrolet	Malibu	69	Auction/Wholesale	No	\$ 12,990	\$ 12,500	97%	(\$4,713)	\$712
7	P14574	22	Toyota	Prius	42	Auction/Wholesale	Yes	\$ 26,990	\$ 26,427	98%	\$2,209	\$4,998
8	P14659	22	Toyota	Corolla Cross	8	Auction/Wholesale	Yes	\$ 26,990	\$ 26,990	103%	(\$1,010)	\$4,928
9	P14566	21	Toyota	Corolla	46	Auction/Wholesale	Yes	\$ 18,990	\$ 18,990	97%	(\$2,570)	\$2,558
10	N28446a	15	Nissan	Altima	30	Trade on New	No	\$ 10,990	\$ 8,092	102%	\$1,673	\$0
11	P14655	22	Toyota	PRIUS	10	Auction/Wholesale	Yes	\$ 25,995	\$ 25,495	103%	(\$1,217)	\$0
12	RTN25620	22	Toyota	RAV4	10	Loaner	Yes	\$ 29,409	\$ 28,995	104%	\$6,988	\$4,787
13	P14595	18	Toyota	Camry	40	Auction/Wholesale	No	\$ 24,995	\$ 24,995	99%	(\$2,794)	\$5,521
14	N28475A	10	Toyota	Camry	9	Trade on New	No	\$ 8,990	\$ 7,727	105%	\$2,869	\$0
15	P14531	22	Toyota	RAV4	57	Auction/Wholesale	Yes	\$ 26,490	\$ 26,490	100%	(\$3,837)	\$2,877
16	P14635	19	Hyundai	kona	30	Auction/Wholesale	No	\$ 20,990	\$ 20,490	99%	(\$665)	\$2,605
17	p14665	17	Toyota	corolla	101	Auction/Wholesale	No	\$ 16,990	\$ 15,000	103%	(\$3,578)	\$596
18	p14609a	16	Honda	civic	5	Trade on Used	No	\$ 13,995	\$ 13,995	105%	\$4,408	\$2,211
19	xp14644	23	Toyota	highlander	12	Other	Yes	\$ 48,990	\$ 44,700	104%	(\$758)	\$395
20	n28530a	18	Ford	escape	11	Trade on New	No	\$ 16,995	\$ 15,211	103%	\$2,783	\$3,462
21	n28482a	20	Toyota	yaris	22	Trade on New	No	\$ 17,990	\$ 16,500	104%	(\$96)	\$2,402
22	p14514	21	Toyota	RAV4	63	Auction/Wholesale	Yes	\$ 26,990	\$ 26,490	97%	(\$5,507)	\$803
23	p14703	20	Toyota	Tacoma	1	LBO Customer	No	\$ 34,293	\$ 34,294	87%	\$0	\$1,381
24	p14436	17	Lexus	gx	100	Auction/Wholesale	No	\$ 25,490	\$ 25,000	97%	(\$2,274)	\$4,950
25	n28285a	21	BMW	x3	33	Trade on New	No	\$ 45,990	\$ 44,000	99%	\$2,246	\$6,136
26	P14572	21	Toyota	Corolla	50	Auction/Wholesale	No	\$ 18,490	\$ 17,990	98%	(\$4,084)	\$2,233
27	P14576	20	Toyota	RAV4	49	Auction/Wholesale	Yes	\$ 31,990	\$ 30,735	98%	(\$3,581)	\$4,905
28	P14661	23	Toyota	camry	16	Auction/Wholesale	Yes	\$ 26,490	\$ 25,995	101%	(\$320)	\$6,245

29	P14682	21	Toyota	Camry	8	Auction/Wholesale	Yes	\$	18,995	\$	18,000	103%	(\$3,096)	\$1,138
30	P14674	18	Toyota	camry	12	Auction/Wholesale	Yes	\$	20,990	\$	20,990	105%	\$464	\$5,460
31	P14633	21	Toyota	COROLLA	37	Auction/Wholesale	Yes	\$	21,990	\$	20,900	101%	(\$2,694)	\$3,702
32	P14556	20	Toyota	Camry	54	Auction/Wholesale	Yes	\$	30,490	\$	29,995	98%	(\$5,021)	\$3,750
33	P14677	22	Toyota	Camry	8	Auction/Wholesale	Yes	\$	24,490	\$	23,990	102%	(\$499)	\$0
34	P14573A	18	Toyota	COROLLA	10	Trade on Used	No	\$	19,990	\$	18,090	101%	\$2,916	\$0
35	N28374A	19	Hyundai	TUCSON	44	Trade on New	No	\$	19,490	\$	18,695	99%	\$1,847	\$1,766
36	P14636	18	Toyota	CAMRY	39	Auction/Wholesale	No	\$	21,990	\$	21,500	101%	(\$2,074)	\$1,448
37	P14600	22	Toyota	Camry	31	Auction/Wholesale	No	\$	25,390	\$	25,390	101%	(\$1,559)	\$5,101
38	P14687	21	Toyota	Corolla	11	Auction/Wholesale	Yes	\$	22,990	\$	25,590	104%	\$3,115	\$3,004
39	P14518	23	Toyota	TUNDRA	69	Auction/Wholesale	No	\$	36,990	\$	36,746	100%	(\$2,840)	\$0
40	P14658	17	Toyota	CAMRY	21	Auction/Wholesale	No	\$	18,990	\$	18,000	100%	(\$1,549)	\$2,775
41	P14477	23	Toyota	SEQUOIA	89	Loaner	No	\$	77,990	\$	74,500	98%	\$5,140	\$1,846
42	DN28665A	23	Toyota	VENZA	26	Trade on New	Yes	\$	46,990	\$	46,990	101%	\$5,240	\$77
43	N28480A	22	Toyota	VENZA	26	Trade on New	Yes	\$	36,990	\$	36,990	101%	(\$1,668)	\$1,839
44	P14510	21	Nissan	SENTRA	72	Auction/Wholesale	No	\$	19,990	\$	19,700	97%	(\$2,936)	\$2,349
45	P14664	21	Toyota	RAV4	23	Auction/Wholesale	No	\$	32,990	\$	31,895	100%	\$1,449	\$0
46	P14553	22	Toyota	COROLLA	66	Auction/Wholesale	Yes	\$	19,990	\$	19,000	103%	\$72	\$4,736
47	P14643	23	Toyota	Tacoma	11	Auction/Wholesale	No	\$	44,990	\$	44,990	102%	\$2,179	\$8,440
48	P14599	19	Toyota	COROLLA	36	Auction/Wholesale	No	\$	21,990	\$	21,290	101%	(\$2,241)	\$233
49	N28459A	18	Buick	ENCLAVE	39	Trade on New	No	\$	25,990	\$	25,057	98%	\$1,760	\$233
50	DN28498A	23	Toyota	Corolla Cross	1	Trade on New	Yes	\$	33,990	\$	33,822	105%	\$1,079	\$2,361
51	P14626	21	Toyota	Corolla	46	Auction/Wholesale	No	\$	21,790	\$	21,790	99%	(\$2,232)	\$2,363
52	n28492a	15	Toyota	AVALON	16	Trade on New	No	\$	18,990	\$	18,500	102%	\$2,179	\$1,992
53	P14503	22	Toyota	SIENNA	73	Auction/Wholesale	Yes	\$	39,990	\$	39,490	97%	(\$4,556)	\$6,802

Scoreboard Totals

% Retailed of Non-Franchise Make	23%
Total # Retail Units	101
Avg. Days to Sale	38.5
Avg. Advertised Price (Time of Sale)	\$ 25,892
Avg. Transaction Price	\$ 25,335
Avg. Market Price at 100%	\$ 25,953
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 557
Avg. Front-End Gross	\$ (128)
Avg. Finance Gross	\$ 2,522
PUVR	\$ 2,394
Total Gross (Units & PUVR)	\$ 241,816
GROI	88%
% with Trade	14%
Avg. Over/Under Allowance	(\$380)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Egan Trejo Martine
% Retailed of Non-New Franchise	23%	#DIV/0!	36%
Total # Retail Units	101	0	14
Avg. Days to Sale	38.5	#DIV/0!	33.9
Avg. Advertised Price (Time of Sale)	\$ 25,892	#DIV/0!	\$ 23,191
Avg. Transaction Price	\$ 25,335	#DIV/0!	\$ 22,868
Avg. Market Price at 100%	\$ 25,953	#DIV/0!	\$ 23,586
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	97%
Avg. Transactional Discount	\$ 557	#DIV/0!	\$ 323
Avg. Front-End Gross	\$ (128)	#DIV/0!	\$ (5)
Avg. Finance Gross	\$ 2,522	#DIV/0!	\$ 2,983
PUVR	\$ 2,394	#DIV/0!	\$ 2,979
Total Gross (Units & PUVR)	\$ 241,816	#DIV/0!	\$ 41,704
GROI	88%	#DIV/0!	138%
% with Trade	14%	#DIV/0!	14%
Avg. Over/Under Allowance	-380	#DIV/0!	-750



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William Price	Evan Shaje	Octobiano Martinez	Rick Ambrose
23%	27%	16%	25%
13	30	19	8
33.5	31.8	51.5	39.5
\$ 23,369	\$ 25,630	\$ 30,885	\$ 27,403
\$ 22,810	\$ 25,070	\$ 30,194	\$ 27,051
\$ 23,440	\$ 25,574	\$ 31,073	\$ 27,577
100%	100%	99%	99%
97%	98%	97%	98%
\$ 558	\$ 560	\$ 691	\$ 352
\$ (327)	\$ 84	\$ (772)	\$ 350
\$ 1,578	\$ 2,002	\$ 3,442	\$ 1,113
\$ 1,251	\$ 2,086	\$ 2,670	\$ 1,463
\$ 16,266	\$ 62,586	\$ 50,728	\$ 11,700
59%	94%	62%	49%
15%	10%	21%	25%
0	0	-750	-250

Sal Lomeli			
12%	#DIV/0!	#DIV/0!	#DIV/0!
17	0	0	0
42.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,215	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,525	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,277	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 690	#DIV/0!	#DIV/0!	#DIV/0!
\$ 43	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,418	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,461	#DIV/0!	#DIV/0!	#DIV/0!
\$ 58,832	#DIV/0!	#DIV/0!	#DIV/0!
123%	#DIV/0!	#DIV/0!	#DIV/0!
6%	#DIV/0!	#DIV/0!	#DIV/0!
-700	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Stuart Reace	Rich Bertsche
% Retailed of Non-New Franchise	23%	0%	0%
Total # Retail Units	101	5	3
Avg. Days to Sale	38.5	51.8	59.7
Avg. Advertised Price (Time of Sale)	\$ 25,892	\$ 28,851	\$ 41,490
Avg. Transaction Price	\$ 25,335	\$ 28,653	\$ 39,660
Avg. Market Price at 100%	\$ 25,953	\$ 30,434	\$ 42,087
Avg. Price to Market % (Time of Sale)	100%	95%	99%
Avg. Transaction to Market	98%	94%	94%
Avg. Transactional Discount	\$ 557	\$ 198	\$ 1,830
Avg. Front-End Gross	\$ (128)	\$ (3,053)	\$ (422)
Avg. Finance Gross	\$ 2,522	\$ 1,312	\$ 1,415
PUVR	\$ 2,394	\$ (1,741)	\$ 993
Total Gross (Units & PUVR)	\$ 241,816	\$ (8,706)	\$ 2,980
GROI	88%	-42%	15%
% with Trade	14%	20%	33%
Avg. Over/Under Allowance	-380	0	-500



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Ewon Shaje	Alex Katsnelson	Lawrence "Jay"	LETZI GARFIAS
20%	30%	50%	25%
5	10	2	4
40.4	40.6	83.0	30.3
\$ 22,951	\$ 30,491	\$ 22,740	\$ 20,365
\$ 22,336	\$ 29,854	\$ 22,000	\$ 19,219
\$ 22,850	\$ 30,497	\$ 22,843	\$ 20,137
100%	100%	100%	101%
98%	98%	96%	95%
\$ 615	\$ 637	\$ 740	\$ 1,146
\$ (546)	\$ 433	\$ (1,101)	\$ (741)
\$ 4,406	\$ 2,875	\$ 4,843	\$ 1,982
\$ 3,860	\$ 3,309	\$ 3,742	\$ 1,241
\$ 19,298	\$ 33,085	\$ 7,484	\$ 4,964
154%	98%	74%	77%
0%	20%	0%	0%
#DIV/0!	0	#DIV/0!	#DIV/0!

JESSICA BLANCAS	RON CECHIUDOM	SEBASTIAN RIVERA	JAMES ROSS
29%	25%	14%	38%
7	4	7	8
42.0	60.5	46.7	37.8
\$ 21,805	\$ 27,240	\$ 25,204	\$ 24,215
\$ 21,509	\$ 26,807	\$ 24,982	\$ 23,622
\$ 21,952	\$ 27,677	\$ 24,959	\$ 24,396
99%	98%	101%	99%
98%	97%	100%	97%
\$ 296	\$ 434	\$ 222	\$ 593
\$ (442)	\$ (1,024)	\$ 1,204	\$ 379
\$ 2,633	\$ 1,405	\$ 2,401	\$ 1,862
\$ 2,192	\$ 382	\$ 3,606	\$ 2,242
\$ 15,343	\$ 1,526	\$ 25,239	\$ 17,934
87%	8%	111%	91%
0%	25%	29%	13%
#DIV/0!	0	-600	-750

YAILETH ARVIZU	Manny Vargas	JONATHAN CUEVA	Rafael Marin
14%	40%	0%	0%
7	5	1	3
36.0	32.0	1.0	9.3
\$ 25,391	\$ 22,791	\$ 19,901	\$ 28,796
\$ 25,189	\$ 22,778	\$ 19,902	\$ 28,492
\$ 25,199	\$ 22,557	\$ 22,615	\$ 27,681
101%	101%	88%	104%
100%	101%	88%	103%
\$ 202	\$ 13	\$ (1)	\$ 305
\$ 149	\$ (3)	\$ -	\$ 2,238
\$ 3,302	\$ 2,770	\$ 3,116	\$ 4,486
\$ 3,451	\$ 2,767	\$ 3,116	\$ 6,724
\$ 24,159	\$ 13,833	\$ 3,116	\$ 20,171
137%	137%	5636%	910%
43%	40%	0%	0%
-333	0	#DIV/0!	#DIV/0!

JEROMY ALVAREZ	Muhammad Nishat	Nick Karani	Bebe Famene
0%	50%	50%	30%
4	4	2	10
45.3	48.8	43.0	27.1
\$ 25,915	\$ 29,665	\$ 22,990	\$ 22,796
\$ 25,166	\$ 28,395	\$ 22,440	\$ 22,303
\$ 26,204	\$ 29,568	\$ 23,482	\$ 22,820
99%	100%	98%	100%
96%	96%	96%	98%
\$ 750	\$ 1,270	\$ 550	\$ 494
\$ (860)	\$ (1,394)	\$ (1,201)	\$ 228
\$ 3,522	\$ 1,349	\$ 4,329	\$ 2,301
\$ 2,661	\$ (44)	\$ 3,129	\$ 2,529
\$ 10,646	\$ (177)	\$ 6,257	\$ 25,291
84%	-1%	117%	151%
0%	25%	0%	0%
#DIV/0!	-1,500	#DIV/0!	#DIV/0!

Nate Tolbert	Kevin Chavez	Antonio Szmuck	
50%	0%	0%	#DIV/0!
2	2	6	0
33.0	18.5	18.7	#DIV/0!
\$ 23,490	\$ 32,990	\$ 26,795	#DIV/0!
\$ 22,000	\$ 32,189	\$ 26,281	#DIV/0!
\$ 23,352	\$ 32,343	\$ 27,207	#DIV/0!
101%	102%	98%	#DIV/0!
94%	100%	97%	#DIV/0!
\$ 1,490	\$ 801	\$ 514	#DIV/0!
\$ (132)	\$ 2,254	\$ 4	#DIV/0!
\$ 830	\$ 2,167	\$ 1,519	#DIV/0!
\$ 698	\$ 4,421	\$ 1,523	#DIV/0!
\$ 1,395	\$ 8,841	\$ 9,137	#DIV/0!
35%	267%	112%	#DIV/0!
0%	0%	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	AJ Reilly	Mo Jasim
% Retailed of Non-New Franchise	23%	30%	28%
Total # Retail Units	101	20	25
Avg. Days to Sale	38.5	35.7	39.3
Avg. Advertised Price (Time of Sale)	\$ 25,892	\$ 28,816	\$ 24,575
Avg. Transaction Price	\$ 25,335	\$ 28,273	\$ 24,096
Avg. Market Price at 100%	\$ 25,953	\$ 28,969	\$ 24,699
Avg. Price to Market % (Time of Sale)	100%	99%	99%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 557	\$ 543	\$ 479
Avg. Front-End Gross	\$ (128)	\$ (938)	\$ 871
Avg. Finance Gross	\$ 2,522	\$ 2,943	\$ 2,179
PUVR	\$ 2,394	\$ 2,006	\$ 3,050
Total Gross (Units & PUVR)	\$ 241,816	\$ 40,112	\$ 76,253
GROI	88%	72%	116%
% with Trade	14%	0%	0%
Avg. Over/Under Allowance	-380	-800	0



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Darren Aton	Nick Howell		
15%	21%	#DIV/0!	#DIV/0!
27	29	0	0
36.8	41.3	#DIV/0!	#DIV/0!
\$ 25,083	\$ 25,762	#DIV/0!	#DIV/0!
\$ 24,462	\$ 25,188	#DIV/0!	#DIV/0!
\$ 25,090	\$ 25,916	#DIV/0!	#DIV/0!
100%	99%	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
\$ 622	\$ 574	#DIV/0!	#DIV/0!
\$ (224)	\$ (342)	#DIV/0!	#DIV/0!
\$ 2,831	\$ 2,241	#DIV/0!	#DIV/0!
\$ 2,607	\$ 1,899	#DIV/0!	#DIV/0!
\$ 70,381	\$ 55,071	#DIV/0!	#DIV/0!
104%	66%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-125	-400	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	101	32	69
Avg. Days to Sale	38.5	31.4	41.8
Avg. Advertised Price (Time of Sale)	\$ 25,892	\$ 28,185	\$ 24,196
Avg. Transaction Price	\$ 25,335	\$ 27,790	\$ 24,196
Avg. Market Price at 100%	\$ 25,953	\$ 27,867	\$ 25,132
Avg. Price to Market % (Time of Sale)	100%	101%	96%
Avg. Transaction to Market	98%	100%	96%
Avg. Transactional Discount	\$ 557	\$ 395	\$ 632
Avg. Front-End Gross	\$ (128)	\$ (232)	\$ (80)
Avg. Finance Gross	\$ 2,522	\$ 2,706	\$ 2,437
PUVR	\$ 2,394	\$ 2,474	\$ 2,357
Total Gross (Units & PUVR)	\$ 241,816	\$ 79,165	\$ 162,651
GROI	88%	102%	84%
% with Trade	14%	13%	14%
Avg. Over/Under Allowance	-380	250	-609



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	101	78	23
Avg. Days to Sale	38.5	35.9	47.2
Avg. Advertised Price (Time of Sale)	\$ 25,892	\$ 26,974	\$ 21,520
Avg. Transaction Price	\$ 25,335	\$ 26,459	\$ 21,520
Avg. Market Price at 100%	\$ 25,953	\$ 27,016	\$ 22,547
Avg. Price to Market % (Time of Sale)	100%	100%	95%
Avg. Transaction to Market	98%	98%	95%
Avg. Transactional Discount	\$ 557	\$ 515	\$ 699
Avg. Front-End Gross	\$ (128)	\$ (133)	\$ (112)
Avg. Finance Gross	\$ 2,522	\$ 2,730	\$ 1,819
PUVR	\$ 2,394	\$ 2,597	\$ 1,707
Total Gross (Units & PUVR)	\$ 241,816	\$ 202,556	\$ 39,260
GROI	88%	98%	60%
% with Trade	14%	14%	13%
Avg. Over/Under Allowance	-380	-183	-1,167



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	101	25	3
% of Retail Units	100%	25%	3%
% Retailed of Non-New Franchise	23%	44%	67%
Avg. Days to Sale	38.5	27.2	7.7
Avg. Transaction Price	\$ 25,335	\$ 23,750	\$ 17,028
Avg. Transaction to Market %	98%	97%	97%
Avg. Transactional Discount	\$ 557	\$ 640	\$ 1,297
Avg. Front End Gross	\$ (128)	\$ 1,716	\$ 3,421
Avg. Finance Gross	\$ 2,522	\$ 2,096	\$ 865
PUVR	\$ 2,394	\$ 3,813	\$ 4,286
Total Gross (Units & PUVR)	\$ 241,816	\$ 95,318	\$ 12,859
GROI	88%	213%	1182%
% with Trade	14%	16%	33%
Avg. Over/Under Allowance	-380	-875	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	61	3	5
0%	60%	3%	5%
#DIV/0!	15%	0%	20%
#DIV/0!	47.3	33.7	1.0
#DIV/0!	\$ 24,606	\$ 46,495	\$ 23,781
#DIV/0!	98%	101%	89%
#DIV/0!	\$ 437	\$ 1,301	\$ 88
#DIV/0!	\$ (1,319)	\$ 6,948	\$ 51
#DIV/0!	\$ 2,786	\$ 2,289	\$ 1,396
#DIV/0!	\$ 1,466	\$ 9,237	\$ 1,447
#DIV/0!	\$ 89,451	\$ 27,710	\$ 7,237
#DIV/0!	45%	212%	2191%
#DIV/0!	15%	0%	0%
#DIV/0!	-244	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	4
0%	0%	4%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	48.5
#DIV/0!	#DIV/0!	\$ 38,646
#DIV/0!	#DIV/0!	96%
#DIV/0!	#DIV/0!	\$ 1,344
#DIV/0!	#DIV/0!	\$ (1,683)
#DIV/0!	#DIV/0!	\$ 3,993
#DIV/0!	#DIV/0!	\$ 2,310
#DIV/0!	#DIV/0!	\$ 9,241
#DIV/0!	#DIV/0!	44%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	101	52	14
% of Retail Units	100%	51%	14%
% Retailed of Non-New Franchise	23%	19%	29%
Avg. Days to Sale	38.5	14.0	37.5
Avg. Transaction Price	\$ 25,335	\$ 24,416	\$ 24,937
Avg. Transaction to Market %	98%	99%	98%
Avg. Transactional Discount	\$ 557	\$ 525	\$ 482
Avg. Front End Gross	\$ (128)	\$ 1,525	\$ (174)
Avg. Finance Gross	\$ 2,522	\$ 2,418	\$ 2,879
PUVR	\$ 2,394	\$ 3,943	\$ 2,705
Total Gross (Units & PUVR)	\$ 241,816	\$ 205,041	\$ 37,870
GROI	88%	415%	104%
% with Trade	14%	10%	14%
Avg. Over/Under Allowance	-380	-250	250



46-60 days	61-90 days	90+ days
11	17	7
11%	17%	7%
0%	29%	57%
52.9	72.1	118.1
\$ 24,960	\$ 28,896	\$ 24,893
97%	95%	94%
\$ 439	\$ 799	\$ 540
\$ (2,526)	\$ (2,456)	\$ (2,897)
\$ 3,169	\$ 2,045	\$ 2,730
\$ 642	\$ (411)	\$ (167)
\$ 7,067	\$ (6,992)	\$ (1,171)
18%	-7%	-2%
9%	29%	14%
0	-800	-700