









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	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	60845S	2020	Ford	F150	27	Other	No	No	\$ 38,433	\$ 35,433	104%	\$ 36,955	96%	\$ 3,000	\$653	\$3,150
2	240225A	2015	Nissan	Quest	6	Trade on New	No	Yes	\$ 11,023	\$ 9,999	101%	\$ 10,914	92%	\$ 1,024	(\$4,955)	\$650
3	60829P	2020	Nissan	Altima	47	Auction/Wholesale	No	Yes	\$ 16,973	\$ 17,973	98%	\$ 17,319	104%	\$ (1,000)	(\$2,902)	\$2,396
4	60842T	2013	Ford	F150	20	Trade on Used	No	No	\$ 15,849	\$ 15,849	90%	\$ 17,610	90%	\$ -	\$3,569	\$2,641
5	240142A	2023	Nissan	Frontier	6	Trade on New	No	Yes	\$ 39,995	\$ 39,333	113%	\$ 35,394	111%	\$ 662	\$1,640	\$0
6	60888P	2020	Nissan	Altima	23	Auction/Wholesale	No	Yes	\$ 16,995	\$ 15,290	102%	\$ 16,662	92%	\$ 1,705	(\$1,289)	\$2,271
7	30801P	2022	Nissan	Kicks	71	Auction/Wholesale	No	Yes	\$ 24,500	\$ 24,500	100%	\$ 24,500	100%	\$ -	(\$792)	\$2,271
8	60830Q	2010	Dodge	Caravan	16	Trade on Used	No	No	\$ 6,599	\$ 6,599	100%	\$ 6,599	100%	\$ -	\$95	\$789
9	240204A	2016	Honda	Civic	9	Trade on New	No	No	\$ 17,321	\$ 15,039	105%	\$ 16,496	91%	\$ 2,282	(\$1,465)	\$978
10	60883P	2020	Nissan	Sentra	2	Auction/Wholesale	No	Yes	\$ 19,995	\$ 20,995	103%	\$ 19,413	108%	\$ (1,000)	\$948	\$1,705
11	231159B	2020	Nissan	Pathfinder	21	Trade on Used	No	Yes	\$ 28,955	\$ 24,999	104%	\$ 27,841	90%	\$ 3,956	\$2,539	\$2,729
12	60844P	2023	Nissan	Pathfinder	34	Auction/Wholesale	No	Yes	\$ 37,998	\$ 43,494	104%	\$ 36,537	119%	\$ (5,496)	\$6,002	\$3,609
13	60862P	2021	Nissan	Frontier	21	Auction/Wholesale	No	Yes	\$ 27,608	\$ 28,164	107%	\$ 25,802	109%	\$ (556)	\$1,650	\$2,837
14	60843P	2021	Nissan	Rogue	35	Auction/Wholesale	No	Yes	\$ 18,990	\$ 20,050	106%	\$ 17,915	112%	\$ (1,060)	\$192	\$211
15	60848P	2021	Nissan	Rogue	31	Auction/Wholesale	No	Yes	\$ 26,874	\$ 28,874	120%	\$ 22,395	129%	\$ (2,000)	\$1,485	\$2,473
16	60780P	2023	Acura	Integra	15	Auction/Wholesale	No	No	\$ 28,649	\$ 28,649	100%	\$ 28,649	100%	\$ -	(\$889)	\$4,453
17	231006A	2019	Toyota	Camry	2	Trade on New	No	No	\$ 23,995	\$ 23,633	102%	\$ 23,525	100%	\$ 362	\$2,983	\$1,799
18	230637C	2022	Kia	Sorento	62	Trade on Used	No	No	\$ 34,715	\$ 33,000	99%	\$ 35,066	94%	\$ 1,715	(\$2,093)	\$2,137
19	60877P	2021	Chevrolet	Silverado	7	Auction/Wholesale	No	No	\$ 37,885	\$ 41,995	102%	\$ 37,142	113%	\$ (4,110)	\$1,610	\$3,262
20	60879S	2019	Chevrolet	Equinox	7	Other	No	No	\$ 20,995	\$ 19,995	105%	\$ 19,995	100%	\$ 1,000	\$1,439	\$903
21	240305A	2013	Nissan	Pathfinder	19	Trade on New	No	Yes	\$ 13,248	\$ 12,937	103%	\$ 12,862	101%	\$ 311	\$4,113	\$876
22	60872P	2021	Nissan	Titan	16	Auction/Wholesale	No	Yes	\$ 34,218	\$ 34,218	101%	\$ 33,879	101%	\$ -	\$929	\$3,224
23	240241A	2015	Hyundai	Elantra	15	Trade on New	No	No	\$ 9,998	\$ 8,016	103%	\$ 9,707	83%	\$ 1,982	(\$207)	\$500
24	240314A	2018	Audi	A6	20	Trade on New	No	No	\$ 29,997	\$ 29,997	123%	\$ 24,388	123%	\$ -	\$5,103	\$223
25	240379U	2016	Chevrolet	Suburban	3	Trade on Used	No	No	\$ 33,995	\$ 33,995	100%	\$ 33,995	100%	\$ -	\$7,444	\$795
26	240308A	2020	Hyundai	Santa Fe	16	Trade on New	No	No	\$ 24,811	\$ 26,311	104%	\$ 23,857	110%	\$ (1,500)	\$2,726	\$2,711
27	240379V	2008	Chevrolet	Silverado	3	Trade on Used	No	No	\$ 13,500	\$ 13,500	100%	\$ 13,500	100%	\$ -	\$4,324	\$0
28	60899P	2016	Ford	F150	25	Auction/Wholesale	No	No	\$ 26,488	\$ 23,099	114%	\$ 23,235	99%	\$ 3,389	(\$1,529)	\$1,840
29	60902P	2020	Nissan	NV200	0	Auction/Wholesale	No	Yes	\$ 32,900	\$ 32,900	100%	\$ 32,900	100%	\$ -	\$5,060	\$0
30	60885P	2018	GMC	Terrain	12	Auction/Wholesale	No	No	\$ 22,900	\$ 21,240	132%	\$ 17,348	122%	\$ 1,660	\$2,457	\$510
31	240169A	2010	Kia	RIO	50	Trade on New	No	No	\$ 6,000	\$ 6,500	95%	\$ 6,316	103%	\$ (500)	\$3,337	\$972
32	60887P	2023	Nissan	Altima	32	Auction/Wholesale	No	Yes	\$ 29,776	\$ 27,995	109%	\$ 27,317	102%	\$ 1,781	\$607	\$1,664
33	240197A	2017	Nissan	Titan	18	Trade on New	No	Yes	\$ 29,995	\$ 29,995	100%	\$ 29,995	100%	\$ -	\$8,485	\$3,488
34	231012A	2023	Nissan	Kicks	78	Trade on New	No	Yes	\$ 23,898	\$ 23,500	111%	\$ 21,530	109%	\$ 398	\$565	\$1,559
35	230817A	2022	Nissan	Pathfinder	18	Trade on New	No	Yes	\$ 37,922	\$ 37,922	99%	\$ 38,305	99%	\$ -	\$1,915	\$2,868
36	60838P	2018	Ford	Escape	51	Auction/Wholesale	No	No	\$ 19,000	\$ 22,000	98%	\$ 19,388	113%	\$ (3,000)	\$670	\$1,567
37	60913S	2023	Nissan	Armada	0	Other	No	Yes	\$ 45,195	\$ 45,195	100%	\$ 45,195	100%	\$ -	\$265	\$0
38	60895P	2019	Nissan	Kicks	8	Auction/Wholesale	No	Yes	\$ 16,415	\$ 45,899	102%	\$ 16,093	285%	\$ (29,484)	\$592	\$1,746
39	60903P	2021	Jeep	Wrangler	4	Auction/Wholesale	No	No	\$ 30,411	\$ 32,739	104%	\$ 29,241	112%	\$ (2,328)	\$2,116	\$1,812
40	240314B	2014	Infiniti	RX350	10	Trade on Used	No	No	\$ 16,995	\$ 17,000	98%	\$ 17,342	98%	\$ (5)	\$1,984	\$1,445
41	60894P	2017	Kia	Sportage	11	Auction/Wholesale	No	No	\$ 15,599	\$ 15,225	99%	\$ 15,757	97%	\$ 374	(\$236)	\$0
42	240338U	2014	Honda	Civic	32	Trade on Used	No	No	\$ 12,787	\$ 12,400	103%	\$ 12,415	100%	\$ 387	\$956	\$541
43	60786P	2021	Chrysler	Pacific	104	Auction/Wholesale	No	No	\$ 22,500	\$ 25,999	97%	\$ 23,196	112%	\$ (3,499)	(\$2,682)	\$1,624

44	240342A	2016	Chevrolet	Silverado	4	Trade on New	No	No	\$ 25,158	\$ 22,566	100%	\$ 25,158	90%	\$ 2,592	\$1,246	\$977
45	60780Q	2012	Acura	MDX	71	Trade on Used	No	No	\$ 10,499	\$ 10,175	102%	\$ 10,293	99%	\$ 324	\$927	\$100
46	60785P	2019	Nissan	Titan	15	Auction/Wholesale	No	Yes	\$ 38,599	\$ 38,599	100%	\$ 38,599	100%	\$ -	\$4,123	\$1,831
47	60845T	2018	Nissan	Rogue	23	Trade on New	No	Yes	\$ 17,988	\$ 20,988	109%	\$ 16,503	127%	\$ (3,000)	\$2,838	\$2,561
48	60907P	2021	Nissan	Rogue	7	Auction/Wholesale	No	Yes	\$ 25,750	\$ 27,809	104%	\$ 24,760	112%	\$ (2,059)	\$2,483	\$4,250
49	240221A	2023	Kia	Sportage	27	Trade on New	No	No	\$ 28,785	\$ 29,785	104%	\$ 27,678	108%	\$ (1,000)	\$2,914	\$3,164
50	60913T	2014	Toyota	4Runner	4	Trade on used	No	No	\$ 26,998	\$ 25,902	102%	\$ 26,469	98%	\$ 1,096	\$2,000	\$245
51	60910P	2019	Nissan	Sentra	7	Auction/Wholesale	No	Yes	\$ 14,996	\$ 14,146	106%	\$ 14,147	100%	\$ 850	\$1,447	\$884
52	60906P	2021	Nissan	Sentra	8	Auction/Wholesale	No	Yes	\$ 19,000	\$ 18,382	103%	\$ 18,447	100%	\$ 618	(\$789)	\$1,613
53	231166A	2021	Hyundai	Kona	29	Trade on New	No	No	\$ 20,998	\$ 17,750	104%	\$ 20,190	88%	\$ 3,248	(\$1,939)	\$1,045

## Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	149
Avg. Days to Sale	20.6
Avg. Advertised Price (Time of Sale)	\$ 22,670
Avg. Transaction Price	\$ 23,153
Avg. Market Price at 100%	\$ 22,180
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	104%
Avg. Transactional Discount	\$ (483)
Avg. Front-End Gross	\$ 1,323
Avg. Finance Gross	\$ 1,614
PUVR	\$ 2,915
Total Gross (Units & PUVR)	\$ 434,397
GROI	220%
% with Trade	40%
Avg. Over/Under Allowance	(\$161)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	SB	KP
% Retailed of Non-New Franchise	50%	47%	47%
Total # Retail Units	149	34	74
Avg. Days to Sale	20.6	25.2	17.2
Avg. Advertised Price (Time of Sale)	\$ 22,670	\$ 21,848	\$ 22,651
Avg. Transaction Price	\$ 23,153	\$ 22,273	\$ 23,242
Avg. Market Price at 100%	\$ 22,180	\$ 21,319	\$ 22,061
Avg. Price to Market % (Time of Sale)	102%	102%	103%
Avg. Transaction to Market	104%	104%	105%
Avg. Transactional Discount	\$ (483)	\$ (425)	\$ (590)
Avg. Front-End Gross	\$ 1,323	\$ 289	\$ 1,838
Avg. Finance Gross	\$ 1,614	\$ 1,571	\$ 1,586
PUVR	\$ 2,915	\$ 1,814	\$ 3,424
Total Gross (Units & PUVR)	\$ 434,397	\$ 61,668	\$ 253,353
GROI	220%	116%	309%
% with Trade	40%	41%	42%
Avg. Over/Under Allowance	-161	117	-391



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TC			
59%	#DIV/0!	#DIV/0!	#DIV/0!
41	0	0	0
23.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,385	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,722	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,247	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (337)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,250	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,703	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,912	#DIV/0!	#DIV/0!	#DIV/0!
\$ 119,376	#DIV/0!	#DIV/0!	#DIV/0!
191%	#DIV/0!	#DIV/0!	#DIV/0!
37%	#DIV/0!	#DIV/0!	#DIV/0!
52	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

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Sales Consultant	Totals	HONEYCUTT	COOK
% Retailed of Non-New Franchise	50%	50%	64%
Total # Retail Units	149	10	14
Avg. Days to Sale	20.6	17.9	13.5
Avg. Advertised Price (Time of Sale)	\$ 22,670	\$ 25,054	\$ 22,237
Avg. Transaction Price	\$ 23,153	\$ 24,165	\$ 21,648
Avg. Market Price at 100%	\$ 22,180	\$ 24,315	\$ 21,336
Avg. Price to Market % (Time of Sale)	102%	103%	104%
Avg. Transaction to Market	104%	99%	101%
Avg. Transactional Discount	\$ (483)	\$ 890	\$ 589
Avg. Front-End Gross	\$ 1,323	\$ 1,392	\$ 136
Avg. Finance Gross	\$ 1,614	\$ 1,823	\$ 1,121
PUVR	\$ 2,915	\$ 3,215	\$ 1,258
Total Gross (Units & PUVR)	\$ 434,397	\$ 32,151	\$ 17,608
GROI	220%	268%	155%
% with Trade	40%	50%	50%
Avg. Over/Under Allowance	-161	-1,200	-102



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CARDEN	BLOOM	NIPPER	MOORE
79%	50%	75%	44%
14	14	12	9
28.6	22.4	23.3	11.1
\$ 20,065	\$ 19,868	\$ 23,323	\$ 23,686
\$ 20,768	\$ 20,524	\$ 23,644	\$ 23,484
\$ 20,169	\$ 19,899	\$ 23,658	\$ 22,453
99%	100%	99%	105%
103%	103%	100%	105%
\$ (703)	\$ (656)	\$ (321)	\$ 203
\$ 651	\$ 1,528	\$ 786	\$ 2,181
\$ 1,588	\$ 1,596	\$ 1,518	\$ 1,526
\$ 2,125	\$ 3,124	\$ 2,303	\$ 3,707
\$ 29,751	\$ 43,741	\$ 27,640	\$ 33,367
129%	245%	151%	511%
21%	57%	33%	33%
1,500	563	-600	1,997

JOHNSON	CUSHMAN	OWENS	DUNKEL
33%	30%	17%	20%
3	10	6	5
6.3	16.4	13.2	24.2
\$ 28,943	\$ 25,962	\$ 20,847	\$ 24,314
\$ 28,214	\$ 29,088	\$ 20,949	\$ 23,989
\$ 28,569	\$ 25,564	\$ 20,381	\$ 22,843
101%	102%	102%	106%
99%	114%	103%	105%
\$ 729	\$ (3,126)	\$ (102)	\$ 325
\$ 483	\$ 2,400	\$ 1,624	\$ 1,434
\$ 1,498	\$ 1,738	\$ 1,977	\$ 2,042
\$ 1,981	\$ 4,138	\$ 3,601	\$ 3,476
\$ 5,943	\$ 41,382	\$ 21,609	\$ 17,382
399%	312%	470%	216%
67%	40%	50%	60%
-375	-1,125	-1,167	-156

FEARS	Tobler	House	Meneely
33%	64%	100%	13%
9	11	1	8
19.4	36.4	25.0	19.5
\$ 24,618	\$ 23,003	\$ 26,488	\$ 21,709
\$ 25,454	\$ 24,007	\$ 23,099	\$ 22,921
\$ 23,914	\$ 22,840	\$ 23,235	\$ 20,750
103%	101%	114%	105%
106%	105%	99%	110%
\$ (836)	\$ (1,004)	\$ 3,389	\$ (1,212)
\$ 2,404	\$ 177	\$ (1,529)	\$ 2,720
\$ 1,155	\$ 2,187	\$ 1,840	\$ 2,085
\$ 3,559	\$ 2,364	\$ 311	\$ 4,805
\$ 32,034	\$ 26,000	\$ 311	\$ 38,440
259%	97%	19%	387%
22%	36%	0%	38%
0	-1,125	#DIV/0!	-500

Ballard	Wingo	Goss	Price
57%	0%	63%	67%
7	2	8	3
15.3	6.5	20.8	30.7
\$ 21,447	\$ 19,850	\$ 22,966	\$ 13,375
\$ 21,442	\$ 20,200	\$ 24,193	\$ 13,347
\$ 21,522	\$ 18,767	\$ 22,510	\$ 12,840
100%	106%	102%	104%
100%	108%	107%	104%
\$ 5	\$ (350)	\$ (1,227)	\$ 28
\$ 1,909	\$ 2,128	\$ 1,492	\$ 1,168
\$ 1,330	\$ 451	\$ 1,523	\$ 367
\$ 3,240	\$ 2,579	\$ 3,015	\$ 1,412
\$ 22,677	\$ 5,158	\$ 24,122	\$ 4,236
356%	707%	216%	124%
57%	50%	13%	67%
-608	0	0	292

Phillips			
33%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
32.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,439	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,004	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,114	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,565)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 827	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,789	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,616	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,847	#DIV/0!	#DIV/0!	#DIV/0!
139%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
1,500	#DIV/0!	#DIV/0!	#DIV/0!





















## Scoreboard

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Finance Manager	Totals	JF	DR
% Retailed of Non-New Franchise	50%	41%	55%
Total # Retail Units	149	39	62
Avg. Days to Sale	20.6	21.9	16.2
Avg. Advertised Price (Time of Sale)	\$ 22,670	\$ 23,651	\$ 22,748
Avg. Transaction Price	\$ 23,153	\$ 23,970	\$ 23,507
Avg. Market Price at 100%	\$ 22,180	\$ 22,957	\$ 22,350
Avg. Price to Market % (Time of Sale)	102%	103%	102%
Avg. Transaction to Market	104%	104%	105%
Avg. Transactional Discount	\$ (483)	\$ (319)	\$ (760)
Avg. Front-End Gross	\$ 1,323	\$ 1,581	\$ 1,247
Avg. Finance Gross	\$ 1,614	\$ 1,826	\$ 1,394
PUVR	\$ 2,915	\$ 3,407	\$ 2,619
Total Gross (Units & PUVR)	\$ 434,397	\$ 132,872	\$ 162,390
GROI	220%	233%	248%
% with Trade	40%	38%	40%
Avg. Over/Under Allowance	-161	467	-760



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WA			
52%	#DIV/0!	#DIV/0!	#DIV/0!
48	0	0	0
25.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,773	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,031	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,447	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (258)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,211	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,723	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,899	#DIV/0!	#DIV/0!	#DIV/0!
\$ 139,136	#DIV/0!	#DIV/0!	#DIV/0!
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42%	#DIV/0!	#DIV/0!	#DIV/0!
115	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	149	0	149
Avg. Days to Sale	20.6	#DIV/0!	20.6
Avg. Advertised Price (Time of Sale)	\$ 22,670	#DIV/0!	\$ 23,153
Avg. Transaction Price	\$ 23,153	#DIV/0!	\$ 23,153
Avg. Market Price at 100%	\$ 22,180	#DIV/0!	\$ 22,218
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	104%
Avg. Transaction to Market	104%	#DIV/0!	104%
Avg. Transactional Discount	\$ (483)	#DIV/0!	\$ (483)
Avg. Front-End Gross	\$ 1,323	#DIV/0!	\$ 1,323
Avg. Finance Gross	\$ 1,614	#DIV/0!	\$ 1,614
PUVR	\$ 2,915	#DIV/0!	\$ 2,915
Total Gross (Units & PUVR)	\$ 434,397	#DIV/0!	\$ 434,397
GROI	220%	#DIV/0!	220%
% with Trade	40%	#DIV/0!	40%
Avg. Over/Under Allowance	-161	#DIV/0!	-161



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	149	74	75
Avg. Days to Sale	20.6	18.0	23.2
Avg. Advertised Price (Time of Sale)	\$ 22,670	\$ 23,250	\$ 22,313
Avg. Transaction Price	\$ 23,153	\$ 24,004	\$ 22,313
Avg. Market Price at 100%	\$ 22,180	\$ 22,494	\$ 21,945
Avg. Price to Market % (Time of Sale)	102%	103%	102%
Avg. Transaction to Market	104%	107%	102%
Avg. Transactional Discount	\$ (483)	\$ (754)	\$ (216)
Avg. Front-End Gross	\$ 1,323	\$ 1,647	\$ 1,003
Avg. Finance Gross	\$ 1,614	\$ 1,753	\$ 1,474
PUVR	\$ 2,915	\$ 3,400	\$ 2,438
Total Gross (Units & PUVR)	\$ 434,397	\$ 251,580	\$ 182,818
GROI	220%	283%	169%
% with Trade	40%	42%	39%
Avg. Over/Under Allowance	-161	-140	-185



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	149	41	33
% of Retail Units	100%	28%	22%
% Retailed of Non-New Franchise	50%	46%	58%
Avg. Days to Sale	20.6	19.8	17.4
Avg. Transaction Price	\$ 23,153	\$ 20,615	\$ 19,823
Avg. Transaction to Market %	104%	103%	102%
Avg. Transactional Discount	\$ (483)	\$ (239)	\$ 344
Avg. Front End Gross	\$ 1,323	\$ 1,835	\$ 1,610
Avg. Finance Gross	\$ 1,614	\$ 1,432	\$ 1,513
PUVR	\$ 2,915	\$ 3,233	\$ 3,123
Total Gross (Units & PUVR)	\$ 434,397	\$ 132,544	\$ 103,046
GROI	220%	285%	325%
% with Trade	40%	71%	79%
Avg. Over/Under Allowance	-161	-110	-269



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	54	0	0
0%	36%	0%	0%
#DIV/0!	35%	#DIV/0!	#DIV/0!
#DIV/0!	25.9	#DIV/0!	#DIV/0!
#DIV/0!	\$ 25,971	#DIV/0!	#DIV/0!
#DIV/0!	109%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (1,107)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 763	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,875	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,638	#DIV/0!	#DIV/0!
#DIV/0!	\$ 142,427	#DIV/0!	#DIV/0!
#DIV/0!	141%	#DIV/0!	#DIV/0!
#DIV/0!	6%	#DIV/0!	#DIV/0!
#DIV/0!	663	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	21
0%	0%	14%
#DIV/0!	#DIV/0!	86%
#DIV/0!	#DIV/0!	13.6
#DIV/0!	#DIV/0!	\$ 26,095
#DIV/0!	#DIV/0!	102%
#DIV/0!	#DIV/0!	\$ (653)
#DIV/0!	#DIV/0!	\$ 1,311
#DIV/0!	#DIV/0!	\$ 1,442
#DIV/0!	#DIV/0!	\$ 2,685
#DIV/0!	#DIV/0!	\$ 56,380
#DIV/0!	#DIV/0!	273%
#DIV/0!	#DIV/0!	10%
#DIV/0!	#DIV/0!	-750

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	149	103	11
% of Retail Units	100%	69%	7%
% Retailed of Non-New Franchise	50%	48%	45%
Avg. Days to Sale	20.6	12.5	35.1
Avg. Transaction Price	\$ 23,153	\$ 22,274	\$ 26,195
Avg. Transaction to Market %	104%	105%	112%
Avg. Transactional Discount	\$ (483)	\$ (312)	\$ (1,791)
Avg. Front End Gross	\$ 1,323	\$ 1,703	\$ 1,485
Avg. Finance Gross	\$ 1,614	\$ 1,668	\$ 1,747
PUVR	\$ 2,915	\$ 3,371	\$ 3,232
Total Gross (Units & PUVR)	\$ 434,397	\$ 347,199	\$ 35,556
GROI	220%	435%	127%
% with Trade	40%	49%	9%
Avg. Over/Under Allowance	-161	-234	-2,000



46-60 days	61-90 days	90+ days
10	11	1
7%	7%	1%
60%	64%	100%
53.2	69.4	104.0
\$ 20,209	\$ 26,355	\$ 25,999
102%	99%	112%
\$ (1,103)	\$ (210)	\$ (3,499)
\$ (68)	\$ (1,273)	\$ (2,682)
\$ 1,695	\$ 1,677	\$ 1,624
\$ 1,627	\$ 404	\$ (1,058)
\$ 16,269	\$ 4,447	\$ (1,058)
54%	8%	-14%
40%	27%	0%
-250	1,500	#DIV/0!