

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	In Stock	Acquisition Source	CPO	Brand as New	Price (Time of Sale)	Transacti on Price	Market % (Time of Sale)	End Gross	Finance \$900	Salesperson	Desk Manager	Finance Manager	Trade Yes	Under Allowance
1	LLA197A	2020	FORD	RANGER	3	AUCTION	YES	Yes	26833.00	26833.00	103%	\$0	\$2,457	JIMMY MACK	KEVIN SLINGER	RANDY MORENO	NO	\$0
2	BA6516A	2021	FORD	EDGE	4	TRADE ON NEW	YES	Yes	26235.0	25700.00	101%	\$621	\$2,348	ALFONSO ALFONSO	JAMES BAILEY	RANDY MORENO	NO	\$0
3	NGA2016A	2022	FORD	EXPLORER	13	TRADE ON NEW	YES	Yes	33833.00	35728.00	112%	\$2,348	\$0	MARTIN KACZANG	JAMES BAILEY	JASON ANSHAW	YES	(\$1,300)
4	KBB0834B	2019	FORD	EDGE	16	TRADE ON NEW	YES	Yes	22995.00	21183.00	111%	\$1,236	\$1,276	ALFONSO ALFONSO	KEVIN SLINGER	REUBAN ORTIZ	YES	(\$500)
5	HH754993	2017	HONDA	CIVIC	66	TRADE ON USED	No	No	\$ 19,853	15590.00	98%	(\$2,797)	\$2,265	JORGE CHICAS	JAMES BAILEY	RANDY MORENO	NO	\$0
6	NEF71893	2022	FORD	F-350	55	STREET PURCHASE	No	Yes	68294.00	70189.00	91%	\$4,589	\$4,411	KEN COLTS	JAMES BAILEY	JAMES KILGORE	NO	\$0
7	MRA00125	2021	FORD	BRONCO SPORT	167	AUCTION	Yes	Yes	36159.00	36159.00	98%	(\$2,505)	\$4,157	KEN COLTS	JAMES BAILEY	REUBAN ORTIZ	YES	(\$1,484)
8	NCJ96390	2022	BMW	5 SERIES	77	Trade on New	No	NO	\$ 36,970	\$ 38,865	110%	\$438	\$2,684	IRAN PEREZ	JAMES BAILEY	JAMES KILGORE	No	\$0
9	MGA782BA	2021	Ford	EXPLORER	5	Trade on New	Yes	NO	\$ 28,990	\$ 30,890	105%	\$2,627	\$3,712	YUDI ROSAS	KEVIN SLINGER	JAMES KILGORE	No	\$0
10	J135140A	2018	Ford	TRANSIT	4	Trade on New	No	Yes	\$ 22,136	\$ 18,398	109%	\$3,665	\$1,511	MARTIN KACZANG	JAMES BAILEY	JAMES KILGORE	Yes	\$1,000
11	7GUA4272	2016	Ford	ESCAPE	90	Trade on New	No	Yes	\$ 13,226	\$ 14,621	115%	\$3,127	\$2,525	MARTIN KACZANG	JAMES BAILEY	JASON ANSHAW	No	\$0
12	KUB43882	2019	Ford	ESCAPE	14	Trade on New	Yes	NO	\$ 19,842	\$ 21,437	105%	\$2,547	\$3,901	IRAN PEREZ	JAMES BAILEY	SUSSAN GESSLER	Yes	\$500
13	LUL07398	2020	Lincoln	CORSAIR	27	Auction/Wholesale	No	No	\$ 33,990	\$ 32,776	98%	\$1,134	\$2,133	MARTIN KACZANG	KEVIN SLINGER	REUBAN ORTIZ	Yes	(\$500)
14	JGC81510	2018	Ford	EXPLORER	21	Trade on New	Yes	Yes	\$ 28,348	\$ 30,893	102%	\$3,090	\$603	YUDI ROSAS	KEVIN SLINGER	RANDY MORENO	Yes	(\$1,200)
15	NGA8266A	2022	Ford	EXPLORER	8	Trade on Used	Yes	Yes	\$ 46,889	\$ 48,784	101%	\$1,745	\$3,049	JOHNNY WHIWEL	JAMES BAILEY	SUSSAN GESSLER	Yes	(\$1,500)
16	LKB13938	2020	Ford	TRANSIT	56	Street/Curb Buy	Yes	Yes	\$ 42,726	\$ 43,621	114%	\$3,670	\$638	DOUG BEANGER	KEVIN SLINGER	SUSSAN GESSLER	No	\$0
17	HEA1614A	2017	Ford	EXPIDITION	7	Trade on Used	Yes	NO	\$ 30,990	\$ 29,749	104%	\$1,995	\$0	IRAN PEREZ	JAMES BAILEY	SUSSAN GESSLER	No	\$0
18	LGC72081	2020	Ford	EXPORER	2	Street/Curb Buy	Yes	NO	\$ 25,793	\$ 25,793	102%	\$50	\$1,264	SCOTT ZAKROCYZ	KEVIN SLINGER	REUBAN ORTIZ	No	\$0
19	MU093784	2021	Lexus	ES 350	40	Auction/Wholesale	Yes	No	\$ 34,970	\$ 36,865	99%	\$67	\$1,738	CHUCK SINGLETON	FRITZ LABON	JAMES KILGORE	Yes	(\$2,000)
20	LUB8503A	2020	Ford	ESCAPE	14	Trade on New	Yes	Yes	\$ 22,369	\$ 22,369	117%	\$1,400	\$3,110	TINO MOLINA	BUCK CAMINO	JAMES KILGORE	Yes	\$0
21	JG23186	2018	BMW	6 SERIES	30	Trade on Used	No	Yes	\$ 42,356	\$ 42,770	90%	\$763	\$0	ALEX CABADA	BUCK CAMINO	SUSSAN GESSLER	Yes	(\$1,000)
22	CFB2845B	2012	Ford	F-150	40	Trade on Used	No	NO	\$ 17,899	\$ 17,899	90%	(\$899)	\$350	MAX ALFONSO	DOUG BELANGER	SUSSAN GESSLER	No	\$0
23	MG68823	2021	Ram	3500	47	Trade on Used	No	NO	\$ 66,687	\$ 68,782	99%	\$5,342	\$4,742	BOB BISSONETTE	BUCK CAMINO	EURI GONZALEZ	Yes	\$500
24	PT132562	2023	Mercedes-Benz	SPRINTER	77	Auction/Wholesale	No	No	\$ 58,006	\$ 59,071	110%	\$1,741	\$7,964	JORGE CHICAS	DOUG BELANGER	JAMES KILGORE	No	\$0
25	GL208953	2016	Jeep	WRANGLER	8	Trade on Used	No	YES	\$ 19,987	\$ 20,147	85%	\$393	\$180	JOHNNY WHIWEL	RANDY MORENO	REUBAN ORTIZ	No	\$0
26	LGB90234	2020	Ford	EXPLORER	102	Trade on New	Yes	Yes	\$ 29,226	\$ 29,226	95%	(\$1,807)	\$2,317	ISHMEL BALDEOS	DOUG BELANGER	JAMES KILGORE	Yes	\$500
27	M515517A	2021	Ford	MUSTANG	8	Trade on New	Yes	Yes	\$ 38,717	\$ 39,433	96%	\$2,495	\$0	JIM HAGERMAN	DOUG BELANGER	JAMES KILGORE	Yes	\$1,220
28	HKD67041	2017	Ford	F-150	14	Trade on New	Yes	NO	\$ 26,887	\$ 28,772	84%	\$4,432	\$1,178	ISHMEL BALDEOS	DOUG BELANGER	JASON ANSHAW	Yes	\$750
29	MS131918	2021	Chevrolet	EQUINOX	56	Rental Fleet (Enterprise, etc.)	Yes	YES	\$ 18,495	\$ 20,114	100%	\$930	\$0	ALEX CABADA	BUCK CAMINO	REUBAN ORTIZ	Yes	\$0
30	LUL18413	2020	Lincoln	CORSAIR	10	Other	No	No	\$ 21,588	\$ 31,588	98%	\$579	\$1,154	ERNESTO ZERATE	BUCK CAMINO	JAMES KILGORE	Yes	\$0
31	L5156771	2020	Ford	MUSTANG	11	Street/Curb Buy	Yes	Yes	\$ 23,050	\$ 24,945	115%	(\$1,613)	\$261	BOB BISSONETTE	BUCK CAMINO	SUSSAN GESSLER	Yes	\$0
32	KN882540	2019	Ram	1500	13	Trade on New	Yes	Yes	\$ 28,079	\$ 33,214	89%	\$1,545	\$1,749	BOB BISSONETTE	BUCK CAMINO	SUSSAN GESSLER	Yes	(\$6,000)
33	NFB1511A	2022	Ford	F-150	154	Trade on Used	Yes	Yes	\$ 61,144	\$ 62,745	110%	\$315	\$776	JEFF BERGT	RANDY MORENO	EURI GONZALEZ	Yes	\$250
34	MW321083	2021	Nissan	ROUGUE	7	Trade on Used	Yes	YES	\$ 20,889	\$ 22,994	106%	\$1,202	\$1,983	ALEX CABADA	BUCK CAMINO	JAMES KILGORE	Yes	(\$1,500)
35	HGE2748B	2017	Ford	EXPLORER	28	Trade on Used	No	Yes	\$ 15,933	\$ 17,650	92%	\$304	\$2,240	ALFONSO ALFONSO	BUCK CAMINO	SUSSAN GESSLER	Yes	(\$1,500)
36	PLB51480	2023	Ford	BRONCO	24	Trade on New	Yes	Yes	\$ 58,169	\$ 60,423	93%	\$3,104	\$0	JIM HAGERMAN	DOUG BELANGER	EURI GONZALEZ	No	\$0
37	HUF02685	2017	Ford	ESCAPE	12	Trade on New	Yes	NO	\$ 18,995	\$ 16,999	93%	\$656	\$0	NICK ARTINO	BUCK CAMINO	JAMES KILGORE	Yes	\$0
38	HEC28702	2017	Ford	F-250	35	Trade on New	No	Yes	58838	\$ 60,318	103%	(\$267)	\$6,367	ALFONSO ALFONSO	BUCK CAMINO	JASON ANSHAW	Yes	(\$1,000)
39	KEEE09086	2019	Ford	F-350	65	Trade on Used	No	Yes	\$ 48,469	\$ 54,785	95%	\$4,990	\$1,270	JOHNNY WHIWEL	RANDY MORENO	JASON ANSHAW	No	\$0
40	JR289970	2018	Chevrolet	TAHOE	16	Trade on New	Yes	No	\$ 35,902	\$ 34,982	85%	\$2,270	\$0	ISHMEL BALDEOS	DOUG BELANGER	JASON ANSHAW	No	\$0
41	LX267711	2020	Toyota	TUNDRA	31	Trade on New	Yes	Yes	\$ 28,533	\$ 38,395	91%	\$2,937	\$4,772	MAX ALFONSO	BUCK CAMINO	EURI GONZALEZ	Yes	(\$9,000)
42	HED2477A	2017	Ford	F-250	10	Trade on Used	No	NO	\$ 34,037	\$ 34,251	95%	\$839	\$0	JIM CHILLINGTON	DOUG BELANGER	REUBAN ORTIZ	No	\$0
43	PE098232	2023	Ford	F-250	8	Trade on New	Yes	Yes	\$ 92,899	\$ 94,794	101%	\$2,904	\$3,680	JEFF BERGT	RANDY MORENO	JAMES KILGORE	Yes	\$2,500
44	LR620227	2020	Lincoln	MKZ	164	Auction/Wholesale	No	YES	\$ 27,147	\$ 29,042	112%	\$1,538	\$2,652	MAX ALFONSO	MICHAEL ROTHE	JAMES KILGORE	Yes	\$1,000
45	N5116842	2022	Ford	MUSTANG	126	Trade on New	Yes	Yes	\$ 37,830	\$ 39,725	89%	(\$51)	\$3,164	JIM CHILLINGTON	DOUG BELANGER	SUSSAN GESSLER	Yes	\$0
46	J515561A	2018	Ford	MUSTANG	6	Trade on New	Yes	Yes	\$ 19,231	\$ 19,476	87%	\$889	\$168	JOHNNY WHIWEL	DOUG BELANGER	SUSSAN GESSLER	No	\$0
47	LGAB1378	2020	Ford	EXPLORER	262	Trade on New	Yes	Yes	\$ 34,288	\$ 35,153	105%	(\$1,129)	\$4,037	JIM CHILLINGTON	DOUG BELANGER	EURI GONZALEZ	Yes	(\$500)
48	NU408691	2022	Hyundai	PALISADE	115	Trade on New	Yes	No	\$ 37,850	\$ 35,848	97%	(\$2,179)	\$0	BOB BISSONETTE	DOUG BELANGER	REUBAN ORTIZ	Yes	\$0
49	ME511740	2021	Ram	PROMASTER	33	Street/Curb Buy	Yes	Yes	\$ 37,226	\$ 36,374	86%	\$1,225	\$2,532	ALEX CABADA	DOUG BELANGER	JASON ANSHAW	No	\$0
50	MH079210	2021	Hyundai	SONATA	77	Trade on Used	Yes	No	\$ 22,096	\$ 25,991	95%	\$769	\$2,901	ERNESTO ZERATE	RANDY MORENO	JASON ANSHAW	No	\$0

51	MBA65218	2021	Ford	EDGE	16	Auction/Wholesale	Yes	NO	\$ 26,340	\$ 29,632	105%	\$3,198	\$1,193	ALFONSO ALFONSO	BUCK CAMINO	JAMES KILGORE	Yes	\$1,500
52	MG857044	2021	Ford	EXPLORER	2	LBO Customer	Yes	Yes	\$ 25,386	\$ 25,386	108%	\$562	\$2,225	SHAWN ERNST	BUCK CAMINO	SUSSAN GESSLER	No	\$0
53	MUA9205A	2021	Ford	ESCAPE	95	Street/Curb Buy	No	Yes	\$ 26,899	\$ 31,751	115%	\$4,410	\$3,288	MAX ALFONSO	BUCK CAMINO	SUSSAN GESSLER	No	\$0
54	PG328973	2023	Kia	TELLURIDE	99	Trade on New	Yes	No	\$ 44,869	\$ 44,812	98%	\$1,558	\$0	BOB BISSONETTE	BUCK CAMINO	RANDY MORENO	Yes	\$2,000
55	NUB7824A	2022	Ford	ESCAPE	12	Trade on Used	Yes	Yes	\$ 25,917	\$ 27,880	99%	\$2,964	\$0	ALEX CABADA	BUCK CAMINO	REUBAN ORTIZ	Yes	\$1,500
56	NEC9877A	2022	Ford	F-250	44	Trade on Used	Yes	Yes	\$ 56,780	\$ 58,653	93%	\$4,534	\$2,477	ALEX CABADA	MICHAEL ROTHE	REUBAN ORTIZ	No	\$0
57	KEC5722A	2019	Ford	F-250	7	Trade on Used	Yes	Yes	\$ 35,985	\$ 38,063	95%	\$2,915	\$2,703	ALEX CABADA	BUCK CAMINO	SUSSAN GESSLER	Yes	(\$1,750)
58	NEE76986	2022	Ford	F-350	5	Trade on New	No	Yes	\$ 97,899	\$ 96,895	110%	\$5,746	\$3,055	SHAWN ERNST	BUCK CAMINO	SUSSAN GESSLER	Yes	\$0
59	PF8499A	2023	Ford	F-150	41	Trade on New	Yes	NO	\$ 63,584	\$ 63,073	96%	\$2,287	\$3,881	YUDI ROSAS	BUCK CAMINO	REUBAN ORTIZ	Yes	\$500
60	MG430527	2021	GMC	SIERRA	12	Street/Curb Buy	Yes	NO	\$ 38,449	\$ 40,954	94%	\$3,621	\$1,810	ERNESTO ZERATE	RANDY MORENO	EURI GONZALEZ	No	\$0
61	JGA12069	2018	Ford	EXPLORER	57	Trade on Used	Yes	Yes	\$ 23,732	\$ 23,150	91%	(\$432)	\$3,251	JIM CHILLINGTON	BUCK CAMINO	REUBAN ORTIZ	Yes	\$0
62	PG196457	2023	Kia	SORENTO	55	Trade on New	Yes	No	\$ 39,812	\$ 39,812	90%	\$3,292	\$4,416	JIM HAGERMAN	BUCK CAMINO	SUSSAN GESSLER	No	\$0
63	MGA56760	2021	Ford	EXPLORER	51	Trade on Used	Yes	NO	\$ 35,139	\$ 36,397	91%	\$2,857	\$1,234	BOB BISSONETTE	RANDY MORENO	JASON ANSHAW	No	\$0
64	LG6979B	2020	FORD	EXPLORER	63	TRADE ON NEW	Yes	Yes	35384.00	37279.00	103%	\$4,124	\$0	JOSA AMADOR	KEVIN SLINGER	SUSSAN GESSLER	Yes	\$1,500
65	HC845353	2017	Nissan	ROUGUE	15	TRADE ON NEW	Yes	No	14878.	15574.	85%	\$615	\$1,987	ALFONSO ALFONSO	KEVIN SLINGER	REUBAN ORTIZ	No	\$0
66	PLE10545	2023	FORD	RANGER	26	AUCTION	Yes	Yes	42005.	41895.	104%	\$932	\$6,000	SCOTT ZAKROCZY	KEVIN SLINGER	REUBAN ORTIZ	No	\$0
67	KT854646	2019	JEEP	COMPASS	45	Trade on Used	Yes	No	17169.	19064.	103%	\$1,198	\$0	JOSA AMADOR	KEVIN SLINGER	SUSSAN GESSLER	No	\$0
68	JBL26403	2018	Lincoln	MKX	124	Trade on New	NO	No	21349.	21959.	100%	(\$860)	\$0	HENRY HERNAND	JAMES BAILEY	JAMES KILGORE	No	\$0
69	NRA4975B	2022	FORD	RANGER	6	TRADE ON USED	Yes	Yes	31580.	33475.	105%	\$2,031	\$5,315	JEFF BERGT	MICHAEL ROTHE	REUBAN ORTIZ	No	\$0
70	E1135674	2014	FORD	TRANSIT	26	TRADE ON USED	NO	Yes	12590.	12341.	100%	\$4,393	\$0	JIM CHILLINGTON	DOUG BELANGER	EURI GONZALEZ	No	\$0
71	BA397873	2011	Mercedes-Benz	E-350	24	TRADE ON NEW	NO	No	13481.	14385	107%	\$623	\$0	JOHNNY WHIWEL	DOUG BELANGER	SUSSAN GESSLER	No	\$0
72	7F930721	2007	Mercedes-Benz	C-CLASS	7	TRADE ON USED	NO	No	8147	10042.	84%	\$1,662	\$0	MAX ALFONSO	DOUG BELANGER	SUSSAN GESSLER	Yes	\$0
73	NLA8009B	2022	FORD	BRONCO	26	Street/Curb Buy	NO	Yes	48483.	48656.	105%	\$2,511	\$0	JIM HAGERMAN	MICHAEL ROTHE	SUSSAN GESSLER	No	\$0
74	M5138718	2021	FORD	MUSTANG	35	Auction/Wholesale	Yes	Yes	39254.	51149.	112%	\$2,075	\$6,630	JORGE CHICAS	BUCK CAMINO	EURI GONZALEZ	Yes	(\$11,000)
75	J5641637	2018	Chevrolet	EQUINOX	23	TRADE ON NEW	Yes	No	18421.	18185.	102%	\$2,177	\$1,445	IRAN PEREZ	JAMES BAILEY	JAMES KILGORE	No	\$0
76	JC196659	2018	Ford	ECO SPORT	25	TRADE ON USED	Yes	Yes	17987.	19882.	113%	\$3,214	\$1,670	DOUG BEANGER J	DOUG BELANGER	SUSSAN GESSLER	Yes	\$300
77	P550285A	2023	FORD	MUSTANG	7	TRADE ON NEW	NO	Yes	54514.	55197.	98%	\$3,326	\$0	JOHNNY WHIWEL	DOUG BELANGER	SUSSAN GESSLER	Yes	\$1,000
78	JFA45381	2018	FORD	F-150	26	TRADE ON USED	Yes	Yes	42486.	41895.	123%	\$2,492	\$1,494	DOUG BEANGER	DOUG BELANGER	SUSSAN GESSLER	No	\$0
79	NT113146	2022	JEEP	COMPASS	110	Auction/Wholesale	Yes	NO	23670.	25885.	105%	(\$908)	\$5,575	JOHNNY WHIWEL	BUCK CAMINO	EURI GONZALEZ	No	\$0
80	KBL62677	2019	Lincoln	NAUTILAS	273	TRADE ON NEW	NO	No	28190.	30085.	113%	\$912	\$4,708	JP JACKSON	MICHAEL ROTHE	EURI GONZALEZ	YES	\$500
81	LUB29881	2020	FORD	ESCAPE	247	AUCTION	Yes	Yes	20813.	22708.	99%	\$776	\$798	JIM CHILLINGTON	DOUG BELANGER	EURI GONZALEZ	YES	\$0
82	MEC9809A	2021	FORD	F-250	35	TRADE ON NEW	Yes	Yes	65766.	69485.	99%	\$5,460	\$8,561	JEFF BERGT	BUCK CAMINO	SUSSAN GESSLER	YES	\$1,000
83	EFB4408B	2014	FORD	F-150	87	TRADE ON USED	Yes	Yes	26109.	28004.	97%	\$2,081	\$5,868	SCOTT ZAKROCZY	BUCK CAMINO	EURI GONZALEZ	No	\$0
84	FBL29265	2015	Lincoln	NAUTILAS	43	TRADE ON USED	NO	No	15595	16525	103%	\$1,933	\$748	JIM HAGERMAN	MICHAEL ROTHE	JAMES KILGORE	No	\$0
85	LEA8963A	2020	FORD	EXPEDITION	27	Street/Curb Buy	Yes	Yes	38168.	39277.	107%	\$1,995	\$958	JP JACKSON	BUCK CAMINO	JAMES KILGORE	YES	(\$1,000)
86	MLA60905	2021	FORD	BRONCO	21	Street/Curb Buy	Yes	Yes	48499.	50394.	101%	\$7,276	\$752	JIM HAGERMAN	BUCK CAMINO	EURI GONZALEZ	YES	\$200
87	LBC1356A	2020	FORD	F-250	8	TRADE ON NEW	Yes	Yes	64960	66855.	109%	\$1,020	\$2,330	ALEX CABADA	BUCK CAMINO	JAMES KILGORE	YES	\$5,000
88	LG276550	2020	CHEVY	1500	7	TRADE ON NEW	Yes	NO	33895.	30966	97%	\$86	\$2,525	MAX ALFONSO	FRITZ LABON	JASON ANSHAW	YES	\$0
89	HEE3360A	2017	FORD	F-250	7	TRADE ON USED	Yes	Yes	36555.	38148.	89%	(\$1,295)	\$1,900	BOB BISSONETTE	BUCK CAMINO	JAMES KILGORE	YES	\$4,500
90	FL747242	2015	JEEP	WRANGLER	59	TRADE ON USED	NO	NO	20728	22623	104%	\$3,275	\$2,305	JIM HAGERMAN	MICHAEL ROTHE	REUBAN ORTIZ	No	\$0
91	JZ171533	2018	GMC	ARCADIA	28	TRADE ON USED	Yes	NO	24941	26720	111%	\$1,537	\$0	JOHNNY WHIWEL	BUCK CAMINO	JASON ANSHAW	YES	\$500
92	KS352501	2019	TOYOTA	HIGHLANDER	7	Street/Curb Buy	Yes	NO	27899.	27899.	99%	\$206	\$308	BOB BISSONETTE	DOUG BELANGER	SUSSAN GESSLER	No	\$0
93	LGB01858	2020	FORD	EXPLORER	14	TRADE ON USED	Yes	Yes	26899.	28794.	100%	\$3,389	\$520	SHAWN ERNST	DOUG BELANGER	SUSSAN GESSLER	YES	\$0
94	NFB4415A	2022	FORD	F-150	19	TRADE ON NEW	YES	Yes	51899.	55762.	97%	\$3,646	\$10,227	NICO PINILLA	BUCK CAMINO	EURI GONZALEZ	YES	\$1,000
95	MNA0939A	2021	FORD	EXPLORER	3	AUCTION	Yes	Yes	35494.	34876.	105%	\$696	\$0	ALFONSO ALFONSO	MICHAEL ROTHE	JAMES KILGORE	No	\$0
96	MN401883	2022	RAM	1500	63	TRADE ON NEW	YES	NO	42900	44795.	97%	(\$2,692)	\$3,507	JP JACKSON	MICHAEL ROTHE	SUSSAN GESSLER	YES	(\$4,000)
97	MED12733	2021	FORD	F-250	10	Auction/Wholesale	YES	Yes	64994.	65889.	105%	\$2,208	\$7,295	JP JACKSON	BUCK CAMINO	SUSSAN GESSLER	NO	\$0
98	JBB60773	2018	FORD	EDGE	14	Trade on New	YES	Yes	18199	20395.	99%	\$1,515	\$0	SHAWN ERNST	BUCK CAMINO	REUBAN ORTIZ	Yes	\$0
99	KU027312	2019	GENESIS	G70	28	Trade on New	NO	No	19142.	28350.	90%	(\$207)	\$2,919	ERNESTO ZERATE	RANDY MORENO	EURI GONZALEZ	Yes	\$8,000
100	GFB35701	2019	FORD	F-150	17	Trade on New	YES	Yes	25038	25540	102%	\$1,904	\$0	BOB BISSONETTE	RANDY MORENO	JASON ANSHAW	NO	\$0
101	MEL84984	2021	FORD	F-350	21	Auction/Wholesale	YES	Yes	73856	76194.	98%	\$3,260	\$6,821	ALFONSO ALFONSO	DOUG BELANGER	SUSSAN GESSLER	YES	(\$500)
102	MEE0426A	2021	FORD	F-250	18	TRADE ON USED	NO	Yes	44493	55840.	91%	\$3,038	\$5,499	JORGE CHICAS	MICHAEL ROTHE	REUBAN ORTIZ	NO	\$0
103	FA62776	2015	FORD	F-250	2	Auction/Wholesale	NO	Yes	40189	42084	113%	\$4,179	\$789	JOHNNY WHIWEL	BUCK CAMINO	SUSSAN GESSLER	NO	\$0
104	KBA2892A	2019	FORD	FLEX	6	TRADE ON USED	YES	Yes	28949	29134.	109%	(\$1,120)	\$2,899	BOB BISSONETTE	BUCK CAMINO	JAMES KILGORE	YES	(\$1,000)
105	MEC4631A	2021	FORD	F-250	7	TRADE ON NEW	YES	Yes	42513	42510.	101%	\$5,995	\$4,550	JOHNNY WHIWEL	MICHAEL ROTHE	SUSSAN GESSLER	YES	\$1,500
106	GGA8291A	2016	FORD	EXPLORER	7	STREET PURCHASE	YES	Yes	19995	22995	101%	\$5,150	\$3,895	MAX ALFONSO	BUCK CAMINO	EURI GONZALEZ	YES	\$2,000
107	MHO79210	2021	HYUNDA	SANOTA	14	Street/Curb Buy	NO	No	17995	17995	99%	\$2,850	\$1,950	ALEX CABADA	MICHAEL ROTHE	SUSSAN GESSLER	YES	\$1,100
108	DHS30203	2015	HONDA	CIVIC	25	TRADE ON USED	NO	No	19950	19950	115%	\$1,995	\$3,450	MAX ALFONSO	RANDY MORENO	JASON ANSHAW	NO	\$0
109	PC111305	2023	Nissan	ROUGUE	35	Street/Curb Buy	YES	No	27995	30995	105%	\$2,450	\$2,200	SHAWN ERNST	FRITZ LABON	JAMES KILGORE	YES	\$500
110	MBA65218	2021	FORD	EDGE	10	Auction/Wholesale	YES	Yes	29950	30995	98%	\$3,995	\$4,550	MAX ALFONSO	RANDY MORENO	EURI GONZALEZ	YES	\$0
111	PG328973	2023	HONDA	ACCORD	49	Auction/Wholesale	NO	YES	32995	34995	105%	\$595	\$2,250	JIM CHILLINGTON	BUCK CAMINO	SUSSAN GESSLER	NO	\$0
112	KN142552	2019	Nissan	MARANO	23	TRADE ON USED	YES	No	18340	16338.	91%	(\$1,153)	\$2,860	TINO MOLINA	RANDY MORENO	JAMES KILGORE	NO	\$0
113	MRB37531	2021	FORD	BRONCO SPORT	84	TRADE ON USED	YES	Yes	29477	31372	102%	(\$1,236)	\$4,487	ISHMEL BALDEOS	BUCK CAMINO	REUBAN ORTIZ	YES	(\$500)
114	KKF23089	2019	FORD	F-150	22	TRADE ON NEW	YES	Yes	21381	23745	84%	\$1,243	\$1,764	NICO PINILLA	BUCK CAMINO	JAMES KILGORE	YES	(\$2,000)
115	NEE1415A	2022	FORD	F-350	202	TRADE ON NEW	YES	Yes	70390	69608	90%	\$1,590	\$0	NICO PINILLA	RANDY MORENO	SUSSAN GESSLER	YES	\$0

181								Blank												
182								Blank												
183								Blank												
184								Blank												
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196								Blank												
197								Blank												
198								Blank												
199								Blank												
200								Blank												
Retail Units			138	Averages		42.4		46	\$	35,552	\$	37,275	99%	\$	1,824	\$	2,384		76	(\$8)

Scoreboard Totals

% Retailed of Non-Franchise Make	33%
Total # Retail Units	138
Avg. Days to Sale	42.4
Avg. Advertised Price (Time of Sale)	\$ 35,552
Avg. Transaction Price	\$ 37,275
Avg. Market Price at 100%	\$ 35,836
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	104%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 1,824
Avg. Finance Gross	\$ 2,384
PUVR	\$ 4,208
Total Gross (Units & PUVR)	\$ 580,695
GROI	96%
% with Trade	55%
Avg. Over/Under Allowance	(\$8)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	MICHAEL ROTHERME	BUCK CAMINO
% Retailed of Non-New Franchise	33%	27%	19%
Total # Retail Units	138	15	47
Avg. Days to Sale	42.4	54.0	33.9
Avg. Advertised Price (Time of Sale)	\$ 35,552	\$ 41,964	\$ 35,197
Avg. Transaction Price	\$ 37,275	\$ 43,848	\$ 37,300
Avg. Market Price at 100%	\$ 35,836	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#VALUE!
Avg. Transaction to Market	104%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	#REF!
Avg. Front-End Gross	\$ 1,824	\$ 2,313	\$ 1,772
Avg. Finance Gross	\$ 2,384	\$ 2,787	\$ 2,922
PUVR	\$ 4,208	\$ 5,099	\$ 4,694
Total Gross (Units & PUVR)	\$ 580,695	\$ 76,487	\$ 220,627
GROI	96%	78%	134%
% with Trade	55%	40%	74%
Avg. Over/Under Allowance	-8	40	-432



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

RANDY MORENO	FRITZ LABON	JAMES BAILEY	KEVIN SLINGER
46%	67%	50%	42%
24	3	14	12
43.9	27.3	55.3	24.9
\$ 45,455	\$ 34,970	\$ 27,129	\$ 31,969
\$ 47,973	\$ 36,865	\$ 28,642	\$ 32,795
\$ 38,748	\$ 32,309	#VALUE!	#VALUE!
117%	108%	#VALUE!	#VALUE!
124%	114%	#VALUE!	#VALUE!
\$ (1,464)	\$ (655)	\$ (12)	\$ (558)
\$ 2,602	\$ 868	\$ 1,008	\$ 1,778
\$ 2,318	\$ 2,154	\$ 2,249	\$ 1,911
\$ 4,919	\$ 3,022	\$ 3,257	\$ 3,689
\$ 118,057	\$ 9,066	\$ 45,600	\$ 44,266
84%	108%	74%	163%
42%	100%	36%	42%
844	-500	-199	-17

BOUG BELANGER SR			
35%	#DIV/0!	#DIV/0!	#DIV/0!
23	0	0	0
53.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,790	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,203	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,276	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (697)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,447	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,449	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,895	#DIV/0!	#DIV/0!	#DIV/0!
\$ 66,592	#DIV/0!	#DIV/0!	#DIV/0!
54%	#DIV/0!	#DIV/0!	#DIV/0!
52%	#DIV/0!	#DIV/0!	#DIV/0!
120	#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	JOHNNY WHIWELL	ALEX CABADA	CHUCK SINGLETON
% Retailed of Non-New Franchise	33%	27%	15%	50%
Total # Retail Units	138	11	13	2
Avg. Days to Sale	42.4	32.2	20.1	25.0
Avg. Advertised Price (Time of Sale)	\$ 35,552	\$ 33,644	\$ 33,950	\$ 34,970
Avg. Transaction Price	\$ 37,275	\$ 35,798	\$ 35,264	\$ 36,865
Avg. Market Price at 100%	\$ 35,836	#VALUE!	#VALUE!	\$ 35,170
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#VALUE!	99%
Avg. Transaction to Market	104%	#VALUE!	#VALUE!	105%
Avg. Transactional Discount	#VALUE!	\$ (1,996)	\$ (1,040)	\$ (948)
Avg. Front-End Gross	\$ 1,824	\$ 2,523	\$ 2,414	\$ 3,303
Avg. Finance Gross	\$ 2,384	\$ 1,707	\$ 2,306	\$ 2,021
PUVR	\$ 4,208	\$ 4,231	\$ 4,721	\$ 5,323
Total Gross (Units & PUVR)	\$ 580,695	\$ 46,537	\$ 61,367	\$ 10,646
GROI	96%	132%	240%	208%
% with Trade	55%	45%	69%	100%
Avg. Over/Under Allowance	-8	136	335	-750



Select your staff member for each column.)

TINO MOLINA	SHAWN ERNST	MAX ALFONSO	JIM HAGERMAN	JIM CHILLINGTON	BOB BISSONETTE
33%	33%	31%	33%	14%	40%
3	6	13	9	7	10
17.7	15.2	48.2	42.0	111.0	37.3
\$ 22,369	\$ 61,643	\$ 25,120	\$ 44,934	\$ 32,472	\$ 39,279
\$ 22,369	\$ 61,141	\$ 29,272	\$ 46,556	\$ 33,070	\$ 40,666
\$ 21,112	\$ 34,378	#VALUE!	\$ 35,472	\$ 28,872	\$ 36,273
106%	179%	#VALUE!	127%	112%	108%
106%	178%	#VALUE!	131%	115%	112%
\$ 865	\$ (1,588)	#VALUE!	\$ (1,295)	\$ (863)	\$ (1,060)
\$ 248	\$ 2,760	\$ 1,525	\$ 2,631	\$ 713	\$ 721
\$ 3,023	\$ 1,600	\$ 2,881	\$ 1,130	\$ 1,929	\$ 1,309
\$ 3,272	\$ 4,361	\$ 4,406	\$ 3,761	\$ 2,642	\$ 2,030
\$ 9,815	\$ 26,163	\$ 57,279	\$ 33,848	\$ 18,491	\$ 20,298
298%	169%	113%	69%	26%	48%
33%	83%	46%	22%	57%	70%
0	83	-462	158	-71	0

JP JACKSON	NICO PINILLA	JEFF BERGT	ERNESTO ZERATE	ISHMEL BALDEOSI	JORGE CHICAS
40%	0%	0%	67%	60%	50%
5	5	5	6	5	4
86.6	80.6	44.6	29.2	51.0	49.0
#DIV/0!	#DIV/0!	\$ 77,022	\$ 27,378	\$ 30,672	\$ 38,930
#DIV/0!	#DIV/0!	\$ 78,770	\$ 32,844	\$ 30,993	\$ 59,071
\$ 38,729	\$ 41,904	\$ 59,157	\$ 24,089	\$ 40,024	\$ 39,233
#DIV/0!	#DIV/0!	130%	114%	77%	99%
#DIV/0!	#DIV/0!	133%	136%	77%	151%
\$ (813)	\$ (2,660)	\$ (1,822)	\$ (4,247)	\$ (824)	\$ (5,011)
\$ 225	\$ 2,610	\$ 2,674	\$ 1,023	\$ 3,744	\$ 1,014
\$ 4,092	\$ 3,759	\$ 4,238	\$ 1,464	\$ 1,975	\$ 5,590
\$ 4,316	\$ 6,369	\$ 6,912	\$ 2,487	\$ 5,719	\$ 6,604
\$ 21,581	\$ 31,846	\$ 34,562	\$ 14,923	\$ 28,596	\$ 26,415
#DIV/0!	#DIV/0!	71%	93%	130%	82%
80%	80%	80%	33%	80%	25%
-700	-350	850	1,333	1,150	-2,750

JIMMY MACK	PETER GROLL	SCOTT ZAKROCZY	HENRY HERNANDEZ	JOSE AMADOR	NICK ARTINO
0%	#DIV/0!	33%	100%	#DIV/0!	100%
1	0	3	1	0	1
3.0	#DIV/0!	38.3	124.0	#DIV/0!	12.0
#DIV/0!	#DIV/0!	\$ 25,793	#DIV/0!	#DIV/0!	\$ 18,995
#DIV/0!	#DIV/0!	\$ 25,793	#DIV/0!	#DIV/0!	\$ 16,999
\$ 26,051	#DIV/0!	#VALUE!	\$ 21,349	#DIV/0!	#REF!
#DIV/0!	#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!	#REF!
#DIV/0!	#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!	#REF!
\$ -	#DIV/0!	\$ (595)	\$ (610)	#DIV/0!	#REF!
\$ -	#DIV/0!	\$ 1,021	\$ (860)	#DIV/0!	\$ 656
\$ 2,457	#DIV/0!	\$ 4,377	\$ -	#DIV/0!	\$ -
\$ 2,457	#DIV/0!	\$ 5,398	\$ (860)	#DIV/0!	\$ 656
\$ 2,457	#DIV/0!	\$ 16,195	\$ (860)	#DIV/0!	\$ 656
#DIV/0!	#DIV/0!	197%	#DIV/0!	#DIV/0!	116%
0%	#DIV/0!	0%	0%	#DIV/0!	100%
0	#DIV/0!	0	0	#DIV/0!	0

YUDI ROSAS	MARTIN KACZANO	DOUG BEANGER JR			
67%	25%	0%	#DIV/0!	#DIV/0!	#DIV/0!
3	4	3	0	0	0
22.3	33.5	35.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,307	\$ 23,117	\$ 42,726	#DIV/0!	#DIV/0!	#DIV/0!
\$ 41,619	\$ 21,932	\$ 43,621	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,311)	\$ 416	\$ (733)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,668	\$ 2,569	\$ 2,792	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,732	\$ 1,542	\$ 1,267	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,400	\$ 4,111	\$ 4,059	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,200	\$ 16,443	\$ 12,178	#DIV/0!	#DIV/0!	#DIV/0!
209%	201%	94%	#DIV/0!	#DIV/0!	#DIV/0!
67%	75%	33%	#DIV/0!	#DIV/0!	#DIV/0!
-233	-200	100	#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	RANDY MORENO	EURI GONZALEZ	SUSSAN GESSLER
% Retailed of Non-New Franchise	33%	40%	27%	24%
Total # Retail Units	138	5	22	42
Avg. Days to Sale	42.4	38.6	70.5	35.4
Avg. Advertised Price (Time of Sale)	\$ 35,552	\$ 31,023	\$ 47,878	\$ 34,307
Avg. Transaction Price	\$ 37,275	\$ 37,853	\$ 51,075	\$ 35,699
Avg. Market Price at 100%	\$ 35,836	#VALUE!	\$ 35,654	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	134%	#VALUE!
Avg. Transaction to Market	104%	#VALUE!	143%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ 462	\$ (2,749)	\$ (1,345)
Avg. Front-End Gross	\$ 1,824	\$ 494	\$ 2,482	\$ 2,013
Avg. Finance Gross	\$ 2,384	\$ 1,535	\$ 3,757	\$ 2,279
PUVR	\$ 4,208	\$ 2,029	\$ 6,239	\$ 4,292
Total Gross (Units & PUVR)	\$ 580,695	\$ 10,145	\$ 137,266	\$ 180,260
GROI	96%	50%	62%	122%
% with Trade	55%	40%	59%	57%
Avg. Over/Under Allowance	-8	160	-320	-145



Select your staff member for each column.)

REUBAN ORTIZ	JAMES KILGORE	JASON ANSHAW			
38%	45%	37%	#DIV/0!	#DIV/0!	#DIV/0!
21	29	19	0	0	0
44.2	34.2	36.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,017	\$ 34,232	\$ 34,723	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,169	\$ 35,726	\$ 36,530	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (882)	#REF!	#VALUE!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 961	\$ 1,572	\$ 2,335	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,257	\$ 2,076	\$ 1,858	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,218	\$ 3,648	\$ 4,192	#DIV/0!	#DIV/0!	#DIV/0!
\$ 67,578	\$ 105,790	\$ 79,656	#DIV/0!	#DIV/0!	#DIV/0!
77%	107%	113%	#DIV/0!	#DIV/0!	#DIV/0!
48%	62%	47%	#DIV/0!	#DIV/0!	#DIV/0!
-47	525	-161	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	138	100	38
Avg. Days to Sale	42.4	41.2	45.4
Avg. Advertised Price (Time of Sale)	\$ 35,552	\$ 35,325	\$ 38,427
Avg. Transaction Price	\$ 37,275	\$ 36,815	\$ 38,427
Avg. Market Price at 100%	\$ 35,836	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#VALUE!
Avg. Transaction to Market	104%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ (2,648)
Avg. Front-End Gross	\$ 1,824	\$ 1,557	\$ 2,527
Avg. Finance Gross	\$ 2,384	\$ 2,453	\$ 2,201
PUVR	\$ 4,208	\$ 4,010	\$ 4,728
Total Gross (Units & PUVR)	\$ 580,695	\$ 401,015	\$ 179,680
GROI	96%	95%	98%
% with Trade	55%	59%	45%
Avg. Over/Under Allowance	-8	-188	463



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	138	82	46
Avg. Days to Sale	42.4	41.7	46.8
Avg. Advertised Price (Time of Sale)	\$ 35,552	\$ 36,630	\$ 35,880
Avg. Transaction Price	\$ 37,275	\$ 38,248	\$ 35,880
Avg. Market Price at 100%	\$ 35,836	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!	#VALUE!
Avg. Transaction to Market	104%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	#REF!
Avg. Front-End Gross	\$ 1,824	\$ 1,942	\$ 1,762
Avg. Finance Gross	\$ 2,384	\$ 2,481	\$ 2,154
PUVR	\$ 4,208	\$ 4,423	\$ 3,916
Total Gross (Units & PUVR)	\$ 580,695	\$ 362,704	\$ 180,144
GROI	96%	100%	84%
% with Trade	55%	62%	48%
Avg. Over/Under Allowance	-8	-250	497



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	138	56	39
% of Retail Units	100%	41%	28%
% Retailed of Non-New Franchise	33%	32%	38%
Avg. Days to Sale	42.4	44.8	37.0
Avg. Transaction Price	\$ 37,275	\$ 39,553	\$ 37,099
Avg. Transaction to Market %	104%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#REF!	\$ (1,447)
Avg. Front End Gross	\$ 1,824	\$ 1,620	\$ 1,786
Avg. Finance Gross	\$ 2,384	\$ 2,264	\$ 2,118
PUVR	\$ 4,208	\$ 3,884	\$ 3,905
Total Gross (Units & PUVR)	\$ 580,695	\$ 217,494	\$ 152,280
GROI	96%	79%	102%
% with Trade	55%	68%	44%
Avg. Over/Under Allowance	-8	4	59



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	15	0	1
10%	11%	0%	1%
43%	33%	#DIV/0!	0%
33.4	47.3	#DIV/0!	2.0
\$ 33,906	\$ 37,477	#DIV/0!	\$ 25,386
#VALUE!	#VALUE!	#DIV/0!	108%
\$ (1,614)	\$ (1,874)	#DIV/0!	\$ -
\$ 3,479	\$ 1,969	#DIV/0!	\$ 562
\$ 1,504	\$ 3,711	#DIV/0!	\$ 2,225
\$ 4,982	\$ 5,679	#DIV/0!	\$ 2,787
\$ 69,754	\$ 85,188	#DIV/0!	\$ 2,787
159%	115%	#DIV/0!	1976%
50%	53%	#DIV/0!	0%
414	-733	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	1
0%	1%	1%
#DIV/0!	0%	100%
#DIV/0!	56.0	10.0
#DIV/0!	\$ 20,114	\$ 31,588
#DIV/0!	109%	143%
#DIV/0!	\$ (1,619)	\$ (10,000)
#DIV/0!	\$ 930	\$ 579
#DIV/0!	\$ -	\$ 1,154
#DIV/0!	\$ 930	\$ 1,733
#DIV/0!	\$ 930	\$ 1,733
#DIV/0!	30%	198%
#DIV/0!	100%	100%
#DIV/0!	0	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	138	83	17
% of Retail Units	100%	60%	12%
% Retailed of Non-New Franchise	33%	28%	41%
Avg. Days to Sale	42.4	14.6	38.4
Avg. Transaction Price	\$ 37,275	\$ 34,745	\$ 44,511
Avg. Transaction to Market %	104%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#REF!	#VALUE!
Avg. Front End Gross	\$ 1,824	\$ 2,134	\$ 2,312
Avg. Finance Gross	\$ 2,384	\$ 2,093	\$ 3,110
PUVR	\$ 4,208	\$ 4,228	\$ 5,422
Total Gross (Units & PUVR)	\$ 580,695	\$ 350,895	\$ 92,175
GROI	96%	301%	114%
% with Trade	55%	58%	47%
Avg. Over/Under Allowance	-8	179	-941



46-60 days	61-90 days	90+ days
10	11	17
7%	8%	12%
50%	45%	35%
54.5	76.2	153.2
\$ 38,646	\$ 38,667	\$ 38,538
#VALUE!	#VALUE!	106%
\$ (1,124)	\$ (2,159)	\$ (932)
\$ 2,282	\$ 1,412	\$ (179)
\$ 2,724	\$ 3,334	\$ 2,260
\$ 5,006	\$ 4,746	\$ 2,080
\$ 50,055	\$ 52,203	\$ 35,367
86%	58%	13%
40%	36%	71%
150	-273	89