









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	PH549479	2023	Dodge	CHALLENGER	66	Trade on New	No	\$ 28,000	\$ 29,795	96%	(\$409)	\$4,403
2	PW415600	2023	Nissan	ROGUE	1	Auction/Wholesale	No	\$ 25,000	\$ 25,136	99%	\$1,112	\$0
3	PU769493	2023	Toyota	CAMRY	3	Auction/Wholesale	No	\$ 21,995	\$ 21,995	101%	(\$850)	\$0
4	GG280629	2016	Chevrolet	SILVERADO	27	Trade on New	No	\$ 19,000	\$ 19,248	90%	\$1,138	\$3,609
5	M7792995	2021	Kia	SOUL	59	Trade on New	No	\$ 15,000	\$ 15,700	98%	(\$2,355)	\$850
6	MS524832	2021	Chevrolet	BLAZER	22	Trade on New	No	\$ 25,500	\$ 27,325	97%	(\$511)	\$1,989
7	MG444029	2021	Chevrolet	SILVERADO	9	Trade on New	No	\$ 29,500	\$ 28,000	101%	\$2,883	\$2,684
8	LG312197	2020	Chevrolet	SILVERADO	99	Auction/Wholesale	No	\$ 32,000	\$ 32,295	100%	(\$1,566)	\$558
9	MS102328	2021	Chevrolet	Equinox	5	Trade on New	No	\$ 19,000	\$ 20,795	87%	\$2,510	\$2,902
10	K0306831	2019	Mazda	CX-9	18	Trade on Used	No	\$ 20,500	\$ 24,695	99%	\$4,778	\$4,996
11	KH000377	2019	Hyundai	SPNATA	71	Trade on New	No	\$ 16,000	\$ 17,795	90%	(\$2,981)	\$1,974
12	NE138855	2022	Ram	PROMASTER	35	ntal Fleet (Enterprise, e	No	\$ 40,000	\$ 40,000	99%	(\$194)	\$1,368
13	NZ614141	2022	Chevrolet	SILVERADO	61	Trade on New	No	\$ 49,000	\$ 52,785	97%	\$1,388	\$706
14	MR603168	2021	Chrysler	PACIFICA	117	Auction/Wholesale	No	\$ 22,000	\$ 22,885	99%	(\$6,159)	\$692
15	PG635678	2023	Ram	2500	65	Trade on New	No	\$ 62,000	\$ 62,000	97%	(\$2,615)	\$941

16	JF118127	2018	Chevrolet	MALIBU	15	Trade on New	No	\$ 13,500	\$ 13,629	99%	\$1,999	\$0
17	MG135695	2021	Chevrolet	SILVERADO	14	Trade on New	No	\$ 35,500	\$ 39,000	103%	\$4,604	\$3,704
18	JL392838	2018	GMC	TERRAIN	3	Trade on New	No	\$ 20,000	\$ 19,795	102%	\$1,266	\$1,171
19	NG625425	2022	Chevrolet	SILVERADO	21	Trade on New	No	\$ 56,000	\$ 52,145	110%	\$1,862	\$5,088
20	HH509567	2017	Dodge	CHALLENGER	12	Street/Curb Buy	No	\$ 17,000	\$ 18,355	101%	\$3,177	\$0
21	M0127635	2021	Chevrolet	CAMARO	13	Auction/Wholesale	No	\$ 24,500	\$ 25,295	97%	\$2,082	\$1,448
22	JG123344	2018	Chevrolet	TAHOE	46	Trade on New	No	\$ 22,000	\$ 24,524	95%	\$2,534	\$2,244
23	NZ587584	2022	Chevrolet	SILVERADO	7	Trade on New	Yes	\$ 31,500	\$ 30,441	96%	\$2,580	\$2,577
24	HL502350	2017	Jeep	WRANGLER	18	Auction/Wholesale	No	\$ 23,500	\$ 25,000	101%	(\$3,273)	\$1,549
25	LR176589	2020	Chrysler	VOYAGER	114	Trade on New	No	\$ 15,000	\$ 17,671	87%	(\$3,137)	\$3,509
26	LG207249	2020	Chevrolet	SILVERADO	81	Trade on New	No	\$ 39,000	\$ 40,700	98%	(\$3,129)	\$2,534
27	K9116901	2019	Chevrolet	IMPALA	19	Auction/Wholesale	No	\$ 18,000	\$ 15,890	98%	(\$2,580)	\$2,090
28	MN519600	2021	Nissan	TITAN	52	Trade on New	No	\$ 24,000	\$ 24,585	84%	\$1,040	\$0
29	KG293308	2019	GMC	SIERRA	33	Trade on New	No	\$ 45,000	\$ 47,400	108%	\$5,658	\$7,421
30	MG144036	2021	Chevrolet	SILVERADO	53	Trade on New	No	\$ 45,000	\$ 48,540	96%	(\$548)	\$3,098
31	8A311157	2008	Hyundai	AZERA	16	Trade on New	No	\$ 6,000	\$ 6,800	98%	(\$974)	\$0
32	CKA35276	2012	Ford	ESCAPE	16	Trade on New	No	\$ 7,000	\$ 7,795	82%	\$3,733	\$1,246
33	MF243179	2021	GMC	3500	12	Auction/Wholesale	No	\$ 58,000	\$ 57,795	99%	\$1,917	\$6,502
34	k0632828	2019	Mazda	CX5	31	Trade on New	No	\$ 25,500	\$ 27,765	92%	\$1,554	\$900
35	LW551769	2020	Nissan	ROGUE	23	Auction/Wholesale	No	\$ 18,000	\$ 21,270	100%	\$2,449	\$846
36	MN338765	2021	Nissan	ALTIMA	78	Auction/Wholesale	No	\$ 16,000	\$ 19,545	89%	(\$1,063)	\$1,610
37	F2756582	2015	Volvo	XC60	31	Trade on New	No	\$ 14,500	\$ 15,656	91%	\$3,310	\$0
38	LF287306	2020	Chevrolet	SILVERADO	69	Trade on Used		\$ 52,000	\$ 51,785	92%	\$1,405	\$7,141
39	G9814147	2016	Subaru	WRX	17	Trade on New	No	\$ 28,000	\$ 30,300	107%	\$540	\$2,088
40	PE614369	2023	Kia	FORTE	14	Trade on New	No	\$ 22,500	\$ 22,367	97%	\$1,945	\$0
41	MG114555	2021	Chevrolet	SILVERADO	14	Trade on New	No	\$ 36,500	\$ 38,295	102%	\$5,188	\$2,674
42	NG223846	2022	Ram	2500	93	Trade on New	No	\$ 62,500	\$ 65,934	95%	(\$5,401)	\$1,409
43	MB071206	2021	Chevrolet	TRAILBLAZER	14	Trade on New	No	\$ 19,500	\$ 19,500	97%	\$1,389	\$666
44	MR325410	2021	Chevrolet	TAHOE	21	Trade on New	No	\$ 49,000	\$ 48,500	101%	\$2,728	\$0
45	MF039622	2021	Chevrolet	MALIBU	26	Auction/Wholesale	No	\$ 18,000	\$ 18,190	97%	\$2,925	\$769
46	L6200087	2020	Chevrolet	Equinox	26	Auction/Wholesale	No	\$ 18,000	\$ 18,795	97%	(\$674)	\$887
47	KH469049	2019	Hyundai	ELANTRA	33	Trade on New	No	\$ 16,000	\$ 19,285	95%	\$3,357	\$100
48	MU488086	2021	Toyota	CAMRY	19	Trade on New	No	\$ 22,000	\$ 23,739	97%	\$2,295	\$3,182
49	NG118196	2022	Chevrolet	SILVERADO	18	Trade on New	No	\$ 33,000	\$ 36,634	97%	\$4,579	\$3,299
50	HF125984	2017	Chevrolet	MALIBU	6	Trade on Used	No	\$ 14,000	\$ 15,795	93%	\$4,758	\$1,013

51	RF138206	2024	Chevrolet	3500	28	Trade on New	Yes	\$ 75,000	\$ 76,964	97%	\$2,403	\$5,057
52	PH573694	2023	Hyundai	SANTA FE	59	Trade on New	No	\$ 23,500	\$ 25,113	94%	(\$178)	\$1,000
53	N4116001	2022	Chevrolet	BOLT	16	Trade on New	No	\$ 21,000	\$ 22,795	100%	\$3,413	\$1,629

## Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	102
Avg. Days to Sale	33.1
Avg. Advertised Price (Time of Sale)	\$ 27,030
Avg. Transaction Price	\$ 27,901
Avg. Market Price at 100%	\$ 28,099
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ (871)
Avg. Front-End Gross	\$ 895
Avg. Finance Gross	\$ 1,728
PUVR	\$ 2,623
Total Gross (Units & PUVR)	\$ 267,567
GROI	102%
% with Trade	31%
Avg. Over/Under Allowance	(\$293)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	JUSTIN VILLA	DAREN LEWIS
% Retailed of Non-New Franchise	48%	71%	20%
Total # Retail Units	102	14	5
Avg. Days to Sale	33.1	37.9	13.8
Avg. Advertised Price (Time of Sale)	\$ 27,030	\$ 36,285	\$ 21,400
Avg. Transaction Price	\$ 27,901	\$ 37,393	\$ 20,884
Avg. Market Price at 100%	\$ 28,099	\$ 37,645	\$ 21,889
Avg. Price to Market % (Time of Sale)	96%	96%	98%
Avg. Transaction to Market	99%	99%	95%
Avg. Transactional Discount	\$ (871)	\$ (1,108)	\$ 516
Avg. Front-End Gross	\$ 895	\$ 1,389	\$ 396
Avg. Finance Gross	\$ 1,728	\$ 2,313	\$ 1,478
PUVR	\$ 2,623	\$ 3,702	\$ 1,874
Total Gross (Units & PUVR)	\$ 267,567	\$ 51,826	\$ 9,372
GROI	102%	94%	234%
% with Trade	31%	50%	20%
Avg. Over/Under Allowance	-293	-1,029	-499



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

KEN AUGUSTADT	CLINT RAINER	RANDY WESLEY	
45%	40%	37%	#DIV/0!
20	5	30	0
31.0	21.6	45.6	#DIV/0!
\$ 24,100	\$ 30,500	\$ 28,200	#DIV/0!
\$ 24,881	\$ 31,893	\$ 29,541	#DIV/0!
\$ 25,134	\$ 31,590	\$ 29,067	#DIV/0!
96%	97%	97%	#DIV/0!
99%	101%	102%	#DIV/0!
\$ (781)	\$ (1,393)	\$ (1,341)	#DIV/0!
\$ 384	\$ 2,776	\$ 347	#DIV/0!
\$ 1,620	\$ 2,183	\$ 1,834	#DIV/0!
\$ 2,004	\$ 4,959	\$ 2,182	#DIV/0!
\$ 40,079	\$ 24,793	\$ 65,451	#DIV/0!
94%	259%	58%	#DIV/0!
35%	20%	23%	#DIV/0!
24	0	-791	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	BARBARA CHOATE	MAMADOU DIOP
% Retailed of Non-New Franchise	48%	100%	33%
Total # Retail Units	102	2	6
Avg. Days to Sale	33.1	31.0	16.2
Avg. Advertised Price (Time of Sale)	\$ 27,030	\$ 18,498	\$ 18,417
Avg. Transaction Price	\$ 27,901	\$ 18,848	\$ 19,389
Avg. Market Price at 100%	\$ 28,099	\$ 18,542	\$ 19,086
Avg. Price to Market % (Time of Sale)	96%	100%	96%
Avg. Transaction to Market	99%	102%	102%
Avg. Transactional Discount	\$ (871)	\$ (350)	\$ (972)
Avg. Front-End Gross	\$ 895	\$ (1,603)	\$ 2,363
Avg. Finance Gross	\$ 1,728	\$ 425	\$ 1,099
PUVR	\$ 2,623	\$ (1,178)	\$ 3,463
Total Gross (Units & PUVR)	\$ 267,567	\$ (2,355)	\$ 20,776
GROI	102%	-73%	398%
% with Trade	31%	50%	17%
Avg. Over/Under Allowance	-293	-3,500	-499



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

ANGEL TORRES	BRITTNEY TERAN	ANGIE QUIJANO	MICHAEL DAUGHER
100%	50%	#DIV/0!	0%
1	4	0	1
12.0	51.0	#DIV/0!	61.0
\$ 58,000	\$ 28,750	#DIV/0!	\$ 49,000
\$ 57,795	\$ 30,378	#DIV/0!	\$ 52,785
\$ 58,586	\$ 29,688	#DIV/0!	\$ 50,515
99%	97%	#DIV/0!	97%
99%	102%	#DIV/0!	104%
\$ 205	\$ (1,628)	#DIV/0!	\$ (3,785)
\$ 1,917	\$ (483)	#DIV/0!	\$ 1,388
\$ 6,502	\$ 1,652	#DIV/0!	\$ 706
\$ 8,419	\$ 1,169	#DIV/0!	\$ 2,094
\$ 8,419	\$ 4,676	#DIV/0!	\$ 2,094
437%	27%	#DIV/0!	23%
0%	25%	#DIV/0!	100%
#DIV/0!	-1,000	#DIV/0!	0

SHEDDRICK WATKIN	ADRIAN PINEDA	MARTIN GUZMAN	Chapa
38%	60%	29%	39%
8	5	7	18
42.0	54.8	37.3	46.1
\$ 19,813	\$ 32,600	\$ 45,786	\$ 29,306
\$ 21,916	\$ 33,047	\$ 45,105	\$ 31,164
\$ 20,578	\$ 34,327	\$ 45,786	\$ 30,387
96%	95%	100%	96%
107%	96%	99%	103%
\$ (2,103)	\$ (447)	\$ 681	\$ (1,859)
\$ 355	\$ (659)	\$ 275	\$ 919
\$ 1,667	\$ 1,043	\$ 2,391	\$ 2,450
\$ 2,023	\$ 384	\$ 2,666	\$ 3,369
\$ 16,181	\$ 1,920	\$ 18,661	\$ 60,634
79%	8%	57%	84%
25%	20%	0%	44%
-168	-1,000	#DIV/0!	-400

HUNTER ALLEN	XAVIER PEREZ	ALEXIS PADILLA	JACKIE MONTES
#DIV/0!	#DIV/0!	67%	25%
0	0	3	4
#DIV/0!	#DIV/0!	37.0	9.5
#DIV/0!	#DIV/0!	\$ 20,500	\$ 25,750
#DIV/0!	#DIV/0!	\$ 20,497	\$ 27,483
#DIV/0!	#DIV/0!	\$ 21,392	\$ 26,206
#DIV/0!	#DIV/0!	96%	98%
#DIV/0!	#DIV/0!	96%	105%
#DIV/0!	#DIV/0!	\$ 3	\$ (1,733)
#DIV/0!	#DIV/0!	\$ (171)	\$ 1,238
#DIV/0!	#DIV/0!	\$ 1,091	\$ 2,039
#DIV/0!	#DIV/0!	\$ 920	\$ 3,277
#DIV/0!	#DIV/0!	\$ 2,760	\$ 13,108
#DIV/0!	#DIV/0!	44%	452%
#DIV/0!	#DIV/0!	33%	25%
#DIV/0!	#DIV/0!	466	500

FRANKIE ESPINOSA	JOEL SHORT	GIOVANNI OROZCO	
#DIV/0!	100%	#DIV/0!	#DIV/0!
0	1	0	0
#DIV/0!	16.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 7,000	#DIV/0!	#DIV/0!
#DIV/0!	\$ 7,795	#DIV/0!	#DIV/0!
#DIV/0!	\$ 8,537	#DIV/0!	#DIV/0!
#DIV/0!	82%	#DIV/0!	#DIV/0!
#DIV/0!	91%	#DIV/0!	#DIV/0!
#DIV/0!	\$ (795)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,733	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,246	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,979	#DIV/0!	#DIV/0!
#DIV/0!	\$ 4,979	#DIV/0!	#DIV/0!
#DIV/0!	1437%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	ANDREW BROW	JEREMY DICKHO
% Retailed of Non-New Franchise	48%	33%	42%
Total # Retail Units	102	3	19
Avg. Days to Sale	33.1	59.7	45.3
Avg. Advertised Price (Time of Sale)	\$ 27,030	\$ 34,833	\$ 27,211
Avg. Transaction Price	\$ 27,901	\$ 35,303	\$ 28,381
Avg. Market Price at 100%	\$ 28,099	\$ 35,172	\$ 28,179
Avg. Price to Market % (Time of Sale)	96%	99%	97%
Avg. Transaction to Market	99%	100%	101%
Avg. Transactional Discount	\$ (871)	\$ (469)	\$ (1,170)
Avg. Front-End Gross	\$ 895	\$ 328	\$ 408
Avg. Finance Gross	\$ 1,728	\$ 519	\$ 2,192
PUVR	\$ 2,623	\$ 847	\$ 2,599
Total Gross (Units & PUVR)	\$ 267,567	\$ 2,542	\$ 49,389
GROI	102%	14%	73%
% with Trade	31%	33%	42%
Avg. Over/Under Allowance	-293	-1,000	21



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

PABLO SALICIA	ANA GUZMAN		
33%	55%	#DIV/0!	#DIV/0!
18	20	0	0
32.4	33.9	#DIV/0!	#DIV/0!
\$ 29,333	\$ 28,050	#DIV/0!	#DIV/0!
\$ 30,515	\$ 29,409	#DIV/0!	#DIV/0!
\$ 29,824	\$ 29,148	#DIV/0!	#DIV/0!
98%	96%	#DIV/0!	#DIV/0!
102%	101%	#DIV/0!	#DIV/0!
\$ (1,182)	\$ (1,359)	#DIV/0!	#DIV/0!
\$ 970	\$ 617	#DIV/0!	#DIV/0!
\$ 2,438	\$ 1,312	#DIV/0!	#DIV/0!
\$ 3,408	\$ 1,929	#DIV/0!	#DIV/0!
\$ 61,344	\$ 38,578	#DIV/0!	#DIV/0!
124%	70%	#DIV/0!	#DIV/0!
6%	35%	#DIV/0!	#DIV/0!
-700	-1,005	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	102	7	94
Avg. Days to Sale	33.1	23.3	33.4
Avg. Advertised Price (Time of Sale)	\$ 27,030	\$ 32,368	\$ 27,323
Avg. Transaction Price	\$ 27,901	\$ 32,259	\$ 27,323
Avg. Market Price at 100%	\$ 28,099	\$ 33,183	\$ 27,310
Avg. Price to Market % (Time of Sale)	96%	98%	100%
Avg. Transaction to Market	99%	97%	100%
Avg. Transactional Discount	\$ (871)	\$ 109	\$ (956)
Avg. Front-End Gross	\$ 895	\$ 874	\$ 892
Avg. Finance Gross	\$ 1,728	\$ 2,001	\$ 1,650
PUVR	\$ 2,623	\$ 2,875	\$ 2,541
Total Gross (Units & PUVR)	\$ 267,567	\$ 20,126	\$ 238,895
GROI	102%	138%	100%
% with Trade	31%	29%	31%
Avg. Over/Under Allowance	-293	0	-409



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	102	52	49
Avg. Days to Sale	33.1	31.3	34.2
Avg. Advertised Price (Time of Sale)	\$ 27,030	\$ 26,727	\$ 28,117
Avg. Transaction Price	\$ 27,901	\$ 27,729	\$ 28,117
Avg. Market Price at 100%	\$ 28,099	\$ 27,607	\$ 28,402
Avg. Price to Market % (Time of Sale)	96%	97%	99%
Avg. Transaction to Market	99%	100%	99%
Avg. Transactional Discount	\$ (871)	\$ (1,002)	\$ (745)
Avg. Front-End Gross	\$ 895	\$ 1,059	\$ 783
Avg. Finance Gross	\$ 1,728	\$ 1,784	\$ 1,688
PUVR	\$ 2,623	\$ 2,843	\$ 2,470
Total Gross (Units & PUVR)	\$ 267,567	\$ 147,846	\$ 121,037
GROI	102%	118%	93%
% with Trade	31%	35%	27%
Avg. Over/Under Allowance	-293	-60	-653



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	102	53	13
% of Retail Units	100%	52%	13%
% Retailed of Non-New Franchise	48%	49%	54%
Avg. Days to Sale	33.1	32.1	27.8
Avg. Transaction Price	\$ 27,901	\$ 28,058	\$ 27,584
Avg. Transaction to Market %	99%	100%	100%
Avg. Transactional Discount	\$ (871)	\$ (1,024)	\$ (931)
Avg. Front End Gross	\$ 895	\$ 1,202	\$ 1,487
Avg. Finance Gross	\$ 1,728	\$ 1,776	\$ 1,902
PUVR	\$ 2,623	\$ 2,979	\$ 3,389
Total Gross (Units & PUVR)	\$ 267,567	\$ 157,870	\$ 44,052
GROI	102%	119%	159%
% with Trade	31%	34%	23%
Avg. Over/Under Allowance	-293	-1,079	2,400



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	32	0	1
1%	31%	0%	1%
100%	44%	#DIV/0!	0%
12.0	35.1	#DIV/0!	1.0
\$ 18,355	\$ 28,142	#DIV/0!	\$ 18,500
109%	100%	#DIV/0!	100%
\$ (1,355)	\$ (634)	#DIV/0!	\$ -
\$ 3,177	\$ 332	#DIV/0!	\$ 2,685
\$ -	\$ 1,690	#DIV/0!	\$ 1,179
\$ 3,177	\$ 2,022	#DIV/0!	\$ 3,864
\$ 3,177	\$ 64,707	#DIV/0!	\$ 3,864
519%	74%	#DIV/0!	7519%
0%	34%	#DIV/0!	0%
#DIV/0!	259	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	2	0
0%	2%	0%
#DIV/0!	50%	#DIV/0!
#DIV/0!	90.0	#DIV/0!
#DIV/0!	\$ 31,422	#DIV/0!
#DIV/0!	96%	#DIV/0!
#DIV/0!	\$ (422)	#DIV/0!
#DIV/0!	\$ (4,108)	#DIV/0!
#DIV/0!	\$ 1,056	#DIV/0!
#DIV/0!	\$ (3,052)	#DIV/0!
#DIV/0!	\$ (6,103)	#DIV/0!
#DIV/0!	-39%	#DIV/0!
#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	102	60	12
% of Retail Units	100%	59%	12%
% Retailed of Non-New Franchise	48%	42%	83%
Avg. Days to Sale	33.1	12.3	35.3
Avg. Transaction Price	\$ 27,901	\$ 26,005	\$ 27,284
Avg. Transaction to Market %	99%	101%	99%
Avg. Transactional Discount	\$ (871)	\$ (501)	\$ (1,125)
Avg. Front End Gross	\$ 895	\$ 1,822	\$ 2,097
Avg. Finance Gross	\$ 1,728	\$ 1,815	\$ 1,427
PUVR	\$ 2,623	\$ 3,637	\$ 3,524
Total Gross (Units & PUVR)	\$ 267,567	\$ 218,225	\$ 42,290
GROI	102%	409%	132%
% with Trade	31%	28%	25%
Avg. Over/Under Allowance	-293	-670	-100



46-60 days	61-90 days	90+ days
9	15	5
9%	15%	5%
44%	47%	60%
52.9	73.1	113.6
\$ 29,916	\$ 33,403	\$ 32,326
99%	99%	100%
\$ (1,527)	\$ (1,544)	\$ (1,626)
\$ 71	\$ (1,161)	\$ (4,857)
\$ 1,260	\$ 2,079	\$ 1,382
\$ 1,331	\$ 918	\$ (3,474)
\$ 11,977	\$ 13,763	\$ (17,372)
30%	14%	-34%
33%	47%	20%
-778	421	1,500