









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	Yes	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	P2546	2022	Chevrolet	EQUINOX	33	Street/Curb Buy	No	Yes	\$ 24,588	\$ 24,588	96%	\$ 25,613	96%	\$ -	\$21	\$0
2	P2459B	2018	Ford	F150	14	Trade on Used	No	No	\$ 29,988	\$ 24,988	114%	\$ 26,305	95%	\$ 5,000	\$4,320	\$1,291
3	4892A	2021	Chevrolet	EQUINOX	20	Trade on New	No	Yes	\$ 24,588	\$ 24,588	102%	\$ 24,106	102%	\$ -	\$5,876	\$5,576
4	4811B	2015	Chevrolet	SILVERADO	12	Trade on Used	No	Yes	\$ 20,988	\$ 20,988	100%	\$ 20,988	100%	\$ -	\$4,413	\$3,729
5	4669B	2016	Honda	CRV	26	Trade on Used	No	No	\$ 18,588	\$ 18,588	104%	\$ 17,873	104%	\$ -	(\$26)	\$1,010
6	P2479	2017	Chevrolet	SILVERADO	98	Trade on New	No	Yes	\$ 29,988	\$ 29,000	104%	\$ 28,835	101%	\$ 988	\$9,114	\$0
7	4819A	2014	Ford	ESCAPE	41	Trade on New	No	No	\$ 11,988	\$ 11,988	101%	\$ 11,869	101%	\$ -	\$1,775	\$761
8	4732A	2021	GMC	SIERRA	6	Trade on New	No	No	\$ 39,988	\$ 39,988	107%	\$ 37,372	107%	\$ -	\$3,960	\$2,236
9	P2460	2019	Cadillac	XT5	114	Other	No	No	\$ 27,188	\$ 29,988	89%	\$ 30,548	98%	\$ (2,800)	\$1,764	\$5,292
10	4872A	2017	Kia	SPORTAGE	47	Trade on New	No	No	\$ 12,988	\$ 13,600	102%	\$ 12,733	107%	\$ (612)	\$1,972	\$1,499
11	P2554	2013	Toyota	4RUNNER	44	Street/Curb Buy	No	No	\$ 26,988	\$ 26,988	96%	\$ 28,113	96%	\$ -	\$3,084	\$0
12	P2587	2022	Chevrolet	TRAX	22	Auction/Wholesale	No	Yes	\$ 22,588	\$ 22,088	105%	\$ 21,512	103%	\$ 500	\$915	\$2,040
13	P2527	2019	Nissan	KICKS	83	Trade on Used	No	No	\$ 14,988	\$ 14,988	89%	\$ 16,840	89%	\$ -	\$3,005	\$143
14	4821A	2017	Chevrolet	SILVERADO	77	Trade on New	No	Yes	\$ 32,988	\$ 32,988	109%	\$ 30,264	109%	\$ -	\$276	\$756
15	4930A	2021	Chevrolet	SILVERADO	14	Trade on New	No	Yes	\$ 47,988	\$ 47,999	99%	\$ 48,473	99%	\$ (11)	\$1,835	\$1,580
16	P2621	2018	Subaru	OUTBACK	74	Auction/Wholesale	No	No	\$ 25,888	\$ 25,888	98%	\$ 26,416	98%	\$ -	\$835	\$561
17	P2562	2021	Jeep	RENEGADE	67	Auction/Wholesale	No	No	\$ 21,988	\$ 21,988	94%	\$ 23,391	94%	\$ -	\$519	\$0
18	P2630	2019	Jeep	CHEROKEE	140	Other	No	No	\$ 21,888	\$ 21,888	96%	\$ 22,800	96%	\$ -	\$2,194	\$717
19	4805A	2021	Chevrolet	SILVERADO	78	Trade on New	Yes	Yes	\$ 36,988	\$ 37,587	95%	\$ 38,935	97%	\$ (599)	\$1,181	\$620
20	P2589A	2018	Jeep	GRAND CHERO	42	Trade on Used	No	No	\$ 25,988	\$ 25,988	100%	\$ 25,988	100%	\$ -	\$1,116	\$3,664
21	P2607A	2017	Chevrolet	TAHOE	35	Trade on Used	No	Yes	\$ 29,588	\$ 29,000	92%	\$ 32,161	90%	\$ 588	\$463	\$3,345
22	P2628	2017	Jeep	CHEROKEE	89	Auction/Wholesale	No	No	\$ 22,988	\$ 22,988	97%	\$ 23,699	97%	\$ -	\$1,388	\$1,786
23	4993A	2020	Chevrolet	MALIBU	14	Trade on New	No	Yes	\$ 19,988	\$ 19,988	87%	\$ 22,975	87%	\$ -	\$5,575	\$0
24	P2584	2020	Ford	F150	76	Street/Curb Buy	No	No	\$ 31,588	\$ 31,588	95%	\$ 33,251	95%	\$ -	\$900	\$5,197
25	4897A	2021	Chevrolet	SILVERADO	52	Trade on New	No	Yes	\$ 38,588	\$ 38,588	92%	\$ 41,943	92%	\$ -	\$775	\$788
26	P2618A	2017	Chevrolet	COLORADO	45	Trade on Used	No	Yes	\$ 25,988	\$ 25,988	97%	\$ 26,792	97%	\$ -	\$4,013	\$1,676
27	4992A	2021	Ram	1500	24	Trade on New	No	No	\$ 41,988	\$ 37,988	102%	\$ 41,165	92%	\$ 4,000	\$6,742	\$7,126
28	P2645	2017	Jeep	WRANGLER	42	Auction/Wholesale	No	No	\$ 26,988	\$ 26,988	102%	\$ 26,459	102%	\$ -	(\$104)	\$2,368
29	P2660	2024	Chevrolet	TRAILBLAZER	26	Street/Curb Buy	No	Yes	\$ 25,588	\$ 25,588	99%	\$ 25,846	99%	\$ -	\$43	\$0
30	P2649	2019	Chevrolet	EQUINOX	40	Auction/Wholesale	No	Yes	\$ 18,988	\$ 18,988	101%	\$ 18,800	101%	\$ -	\$50	\$2,596
31	P2603B	2018	Chevrolet	TRAX	27	Trade on Used	No	Yes	\$ 15,588	\$ 15,588	99%	\$ 15,745	99%	\$ -	\$1,573	\$1,159
32	4773A	2019	Hyundai	KONA	50	Trade on New	No	No	\$ 15,588	\$ 15,588	102%	\$ 15,282	102%	\$ -	\$1,279	\$2,169
33	4989A	2018	Lexus	IS	13	Trade on New	No	No	\$ 23,988	\$ 23,988	94%	\$ 25,519	94%	\$ -	\$2,919	\$2,194
34	P2615	2021	Chevrolet	COLORADO	87	Auction/Wholesale	No	Yes	\$ 34,988	\$ 34,988	95%	\$ 36,829	95%	\$ -	\$2,761	\$6,684
35	4965B	2015	Chevrolet	EQUINOX	33	Trade on Used	No	Yes	\$ 15,988	\$ 15,821	105%	\$ 15,227	104%	\$ 167	\$1,845	\$0
36	P2642	2020	Ram	1500	57	Auction/Wholesale	No	No	\$ 26,988	\$ 32,588	90%	\$ 29,987	109%	\$ (5,600)	\$2,141	\$3,041
37	P2566	2019	Jeep	CHEROKEE	169	Other	No	No	\$ 22,988	\$ 23,946	104%	\$ 22,104	108%	\$ (958)	\$425	\$1,865
38	P2545A	2021	Chevrolet	SILVERADO	27	Trade on Used	No	Yes	\$ 35,588	\$ 35,588	110%	\$ 32,353	110%	\$ -	\$2,947	\$2,236
39	4783A	2020	Kia	SPORTAGE	40	Trade on New	No	No	\$ 16,988	\$ 16,988	98%	\$ 17,335	98%	\$ -	\$1,288	\$1,113
40	P2560	2023	Chevrolet	TRAILBLAZER	16	Street/Curb Buy	No	Yes	\$ 25,988	\$ 25,988	101%	\$ 25,731	101%	\$ -	\$685	\$772

41	4785B	2013	Ford	FUSION	42	Trade on Used	No	No	\$ 9,988	\$ 9,988	98%	\$ 9,889	101%	\$ -	\$2,165	\$1,200
42	5022A	2015	Chevrolet	COLORADO	56	Trade on New	No	Yes	\$ 19,588	\$ 24,588	95%	\$ 20,619	119%	\$ (5,000)	\$1,994	\$2,808
43	P2581	2016	Chevrolet	TRAX	10	Other	No	Yes	\$ 16,988	\$ 16,988	114%	\$ 14,902	114%	\$ -	\$945	\$349
44	4779A	2016	Chevrolet	MALIBU	19	Trade on New	No	Yes	\$ 12,588	\$ 12,402	91%	\$ 13,833	90%	\$ 186	\$728	\$0
45	P2460	2019	Cadillac	XT5	114	Other	No	No	\$ 29,988	\$ 27,188	97%	\$ 30,915	88%	\$ 2,800	\$1,764	\$5,292
46	4851A	2015	GMC	TERRAIN	10	Trade on New	No	No	\$ 13,988	\$ 13,988	116%	\$ 12,059	116%	\$ -	\$2,011	\$1,236
47	P2532	2018	Honda	ACCORD	77	Trade on New	No	No	\$ 21,988	\$ 20,988	96%	\$ 22,904	92%	\$ 1,000	\$2,836	\$1,429
48	4881A	2019	GMC	TERRAIN	22	Trade on New	No	No	\$ 25,588	\$ 25,588	104%	\$ 24,604	104%	\$ -	\$3,470	\$5,117
49	4907A	2015	Ford	FOCUS	43	Trade on New	No	No	\$ 12,988	\$ 12,988	99%	\$ 13,119	99%	\$ -	\$3,509	\$880
50	P2567A	2015	Honda	CIVIC	37	Trade on Used	No	No	\$ 12,988	\$ 12,988	85%	\$ 15,280	85%	\$ -	\$1,069	\$3,774
51	P2589	2019	Chevrolet	SILVERADO	6	Trade on Used	Yes	Yes	\$ 39,988	\$ 39,988	102%	\$ 39,204	102%	\$ -	(\$17)	\$3,019
52	5080A	2021	Nissan	ROGUE	9	Trade on New	No	No	\$ 21,988	\$ 21,988	101%	\$ 21,770	101%	\$ -	\$6,060	\$4,943
53	P2564A	2016	Nissan	VERSA	28	Trade on Used	No	No	\$ 9,588	\$ 9,588	121%	\$ 7,924	121%	\$ -	\$1,322	\$258

## Scoreboard Totals

% Retailed of Non-Franchise Make	55%
Total # Retail Units	200
Avg. Days to Sale	39.5
Avg. Advertised Price (Time of Sale)	\$ 24,037
Avg. Transaction Price	\$ 24,131
Avg. Market Price at 100%	\$ 16,162
Avg. Price to Market % (Time of Sale)	149%
Avg. Transaction to Market	149%
Avg. Transactional Discount	\$ (95)
Avg. Front-End Gross	\$ 1,673
Avg. Finance Gross	\$ 1,930
PUVR	\$ 3,604
Total Gross (Units & PUVR)	\$ 720,745
GROI	136%
% with Trade	59%
Avg. Over/Under Allowance	\$93



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Taylor Holby	Jon Kiser
% Retailed of Non-New Franchise	55%	50%	66%
Total # Retail Units	200	112	58
Avg. Days to Sale	39.5	38.8	39.1
Avg. Advertised Price (Time of Sale)	\$ 24,037	\$ 24,039	\$ 22,342
Avg. Transaction Price	\$ 24,131	\$ 24,172	\$ 22,482
Avg. Market Price at 100%	\$ 16,162	\$ 24,155	\$ 22,124
Avg. Price to Market % (Time of Sale)	149%	100%	101%
Avg. Transaction to Market	149%	100%	102%
Avg. Transactional Discount	\$ (95)	\$ (133)	\$ (140)
Avg. Front-End Gross	\$ 1,673	\$ 1,970	\$ 1,269
Avg. Finance Gross	\$ 1,930	\$ 2,203	\$ 1,620
PUVR	\$ 3,604	\$ 4,174	\$ 2,889
Total Gross (Units & PUVR)	\$ 720,745	\$ 467,433	\$ 167,565
GROI	136%	160%	118%
% with Trade	59%	59%	59%
Avg. Over/Under Allowance	93	14	235



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

Jon Beskid			
53%	#DIV/0!	#DIV/0!	#DIV/0!
30	0	0	0
42.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,305	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,166	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,598	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 139	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,348	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,510	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,858	#DIV/0!	#DIV/0!	#DIV/0!
\$ 85,747	#DIV/0!	#DIV/0!	#DIV/0!
89%	#DIV/0!	#DIV/0!	#DIV/0!
60%	#DIV/0!	#DIV/0!	#DIV/0!
115	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Zach Leitenberger	Crystal Wagner
% Retailed of Non-New Franchise	55%	50%	58%
Total # Retail Units	200	2	64
Avg. Days to Sale	39.5	32.5	39.2
Avg. Advertised Price (Time of Sale)	\$ 24,037	\$ 30,488	\$ 23,208
Avg. Transaction Price	\$ 24,131	\$ 31,488	\$ 23,433
Avg. Market Price at 100%	\$ 16,162	\$ 30,410	\$ 23,330
Avg. Price to Market % (Time of Sale)	149%	100%	99%
Avg. Transaction to Market	149%	104%	100%
Avg. Transactional Discount	\$ (95)	\$ (1,000)	\$ (225)
Avg. Front-End Gross	\$ 1,673	\$ 3,561	\$ 1,506
Avg. Finance Gross	\$ 1,930	\$ 1,069	\$ 2,291
PUVR	\$ 3,604	\$ 4,629	\$ 3,797
Total Gross (Units & PUVR)	\$ 720,745	\$ 9,258	\$ 242,981
GROI	136%	163%	149%
% with Trade	59%	100%	64%
Avg. Over/Under Allowance	93	-2,137	111



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

Jordan Helsel	Cody Simanski	Dave Savage	Roy Shaulis
54%	50%	73%	56%
46	34	11	34
41.4	46.6	33.8	31.2
\$ 26,602	\$ 25,500	\$ 21,261	\$ 21,859
\$ 26,627	\$ 25,205	\$ 21,433	\$ 22,023
\$ 26,764	\$ 25,714	\$ 20,854	\$ 21,738
99%	99%	102%	101%
99%	98%	103%	101%
\$ (25)	\$ 295	\$ (172)	\$ (164)
\$ 1,426	\$ 2,336	\$ 1,713	\$ 1,657
\$ 1,689	\$ 2,004	\$ 1,164	\$ 1,827
\$ 3,115	\$ 4,340	\$ 2,878	\$ 3,483
\$ 143,298	\$ 147,557	\$ 31,654	\$ 118,436
102%	133%	143%	183%
59%	65%	27%	56%
222	178	38	55

Ashley Alwine	Javon Vuckovich		
0%	38%	#DIV/0!	#DIV/0!
1	8	0	0
33.0	45.5	#DIV/0!	#DIV/0!
\$ 24,588	\$ 21,088	#DIV/0!	#DIV/0!
\$ 24,588	\$ 21,580	#DIV/0!	#DIV/0!
\$ 25,613	\$ 20,373	#DIV/0!	#DIV/0!
96%	104%	#DIV/0!	#DIV/0!
96%	106%	#DIV/0!	#DIV/0!
\$ -	\$ (492)	#DIV/0!	#DIV/0!
\$ 21	\$ 1,372	#DIV/0!	#DIV/0!
\$ -	\$ 2,071	#DIV/0!	#DIV/0!
\$ 21	\$ 3,443	#DIV/0!	#DIV/0!
\$ 21	\$ 27,540	#DIV/0!	#DIV/0!
1%	126%	#DIV/0!	#DIV/0!
0%	50%	#DIV/0!	#DIV/0!
0	-338	#DIV/0!	#DIV/0!



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Ryan Lauf	Jon Beskid
% Retailed of Non-New Franchise	55%	56%	55%
Total # Retail Units	200	151	42
Avg. Days to Sale	39.5	39.4	43.3
Avg. Advertised Price (Time of Sale)	\$ 24,037	\$ 24,039	\$ 23,631
Avg. Transaction Price	\$ 24,131	\$ 24,164	\$ 23,618
Avg. Market Price at 100%	\$ 16,162	\$ 24,187	\$ 23,447
Avg. Price to Market % (Time of Sale)	149%	99%	101%
Avg. Transaction to Market	149%	100%	101%
Avg. Transactional Discount	\$ (95)	\$ (125)	\$ 13
Avg. Front-End Gross	\$ 1,673	\$ 1,685	\$ 1,541
Avg. Finance Gross	\$ 1,930	\$ 1,977	\$ 1,786
PUVR	\$ 3,604	\$ 3,662	\$ 3,327
Total Gross (Units & PUVR)	\$ 720,745	\$ 552,931	\$ 139,728
GROI	136%	138%	117%
% with Trade	59%	62%	48%
Avg. Over/Under Allowance	93	48	152



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Jon Kiser	Taylor Holby		
33%	0%	#DIV/0!	#DIV/0!
6	1	0	0
16.8	20.0	#DIV/0!	#DIV/0!
\$ 26,724	\$ 24,588	#DIV/0!	#DIV/0!
\$ 26,826	\$ 24,588	#DIV/0!	#DIV/0!
\$ 25,896	\$ 24,106	#DIV/0!	#DIV/0!
103%	102%	#DIV/0!	#DIV/0!
104%	102%	#DIV/0!	#DIV/0!
\$ (102)	\$ -	#DIV/0!	#DIV/0!
\$ 1,618	\$ 5,876	#DIV/0!	#DIV/0!
\$ 1,155	\$ 5,576	#DIV/0!	#DIV/0!
\$ 2,772	\$ 11,452	#DIV/0!	#DIV/0!
\$ 16,634	\$ 11,452	#DIV/0!	#DIV/0!
221%	838%	#DIV/0!	#DIV/0!
50%	100%	#DIV/0!	#DIV/0!
17	5,000	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	8	192
Avg. Days to Sale	39.5	38.4	39.5
Avg. Advertised Price (Time of Sale)	\$ 24,037	\$ 31,888	\$ 23,789
Avg. Transaction Price	\$ 24,131	\$ 32,338	\$ 23,789
Avg. Market Price at 100%	\$ 16,162	\$ 31,841	\$ 23,759
Avg. Price to Market % (Time of Sale)	149%	100%	100%
Avg. Transaction to Market	149%	102%	100%
Avg. Transactional Discount	\$ (95)	\$ (450)	\$ (80)
Avg. Front-End Gross	\$ 1,673	\$ 1,048	\$ 1,699
Avg. Finance Gross	\$ 1,930	\$ 1,806	\$ 1,936
PUVR	\$ 3,604	\$ 2,854	\$ 3,635
Total Gross (Units & PUVR)	\$ 720,745	\$ 22,830	\$ 697,915
GROI	136%	83%	139%
% with Trade	59%	75%	58%
Avg. Over/Under Allowance	93	25	96



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	90	110
Avg. Days to Sale	39.5	30.3	47.0
Avg. Advertised Price (Time of Sale)	\$ 24,037	\$ 25,557	\$ 22,832
Avg. Transaction Price	\$ 24,131	\$ 25,720	\$ 22,832
Avg. Market Price at 100%	\$ 16,162	\$ 25,649	\$ 22,801
Avg. Price to Market % (Time of Sale)	149%	100%	100%
Avg. Transaction to Market	149%	100%	100%
Avg. Transactional Discount	\$ (95)	\$ (163)	\$ (39)
Avg. Front-End Gross	\$ 1,673	\$ 1,841	\$ 1,536
Avg. Finance Gross	\$ 1,930	\$ 1,837	\$ 2,007
PUVR	\$ 3,604	\$ 3,677	\$ 3,543
Total Gross (Units & PUVR)	\$ 720,745	\$ 330,966	\$ 389,779
GROI	136%	170%	119%
% with Trade	59%	63%	55%
Avg. Over/Under Allowance	93	51	128



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	73	58
% of Retail Units	100%	37%	29%
% Retailed of Non-New Franchise	55%	44%	60%
Avg. Days to Sale	39.5	32.6	32.6
Avg. Transaction Price	\$ 24,131	\$ 24,541	\$ 21,476
Avg. Transaction to Market %	149%	102%	101%
Avg. Transactional Discount	\$ (95)	\$ (90)	\$ (105)
Avg. Front End Gross	\$ 1,673	\$ 2,346	\$ 1,754
Avg. Finance Gross	\$ 1,930	\$ 1,758	\$ 1,839
PUVR	\$ 3,604	\$ 4,104	\$ 3,593
Total Gross (Units & PUVR)	\$ 720,745	\$ 299,613	\$ 208,376
GROI	136%	185%	185%
% with Trade	59%	59%	62%
Avg. Over/Under Allowance	93	128	-18



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	44	0	0
7%	22%	0%	0%
62%	61%	#DIV/0!	#DIV/0!
31.5	48.9	#DIV/0!	#DIV/0!
\$ 27,408	\$ 25,878	#DIV/0!	#DIV/0!
98%	101%	#DIV/0!	#DIV/0!
\$ 74	\$ (160)	#DIV/0!	#DIV/0!
\$ 1,961	\$ 496	#DIV/0!	#DIV/0!
\$ 1,125	\$ 2,569	#DIV/0!	#DIV/0!
\$ 3,086	\$ 3,065	#DIV/0!	#DIV/0!
\$ 40,122	\$ 134,858	#DIV/0!	#DIV/0!
129%	87%	#DIV/0!	#DIV/0!
46%	57%	#DIV/0!	#DIV/0!
298	100	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	12
0%	0%	6%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	88.2
#DIV/0!	#DIV/0!	\$ 24,521
#DIV/0!	#DIV/0!	96%
#DIV/0!	#DIV/0!	\$ (16)
#DIV/0!	#DIV/0!	\$ 1,198
#DIV/0!	#DIV/0!	\$ 1,950
#DIV/0!	#DIV/0!	\$ 3,148
#DIV/0!	#DIV/0!	\$ 37,776
#DIV/0!	#DIV/0!	52%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	174

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	98	38
% of Retail Units	100%	49%	19%
% Retailed of Non-New Franchise	55%	45%	55%
Avg. Days to Sale	39.5	16.4	38.7
Avg. Transaction Price	\$ 24,131	\$ 24,039	\$ 22,682
Avg. Transaction to Market %	149%	102%	100%
Avg. Transactional Discount	\$ (95)	\$ (13)	\$ (47)
Avg. Front End Gross	\$ 1,673	\$ 2,004	\$ 1,391
Avg. Finance Gross	\$ 1,930	\$ 1,951	\$ 2,042
PUVR	\$ 3,604	\$ 3,955	\$ 3,433
Total Gross (Units & PUVR)	\$ 720,745	\$ 387,582	\$ 130,441
GROI	136%	361%	141%
% with Trade	59%	61%	53%
Avg. Over/Under Allowance	93	126	216



46-60 days	61-90 days	90+ days
22	21	17
11%	11%	9%
59%	62%	94%
52.7	75.7	112.8
\$ 24,327	\$ 25,853	\$ 23,791
102%	99%	96%
\$ (571)	\$ (165)	\$ (155)
\$ 1,315	\$ 1,198	\$ 1,177
\$ 1,589	\$ 1,743	\$ 2,151
\$ 2,904	\$ 2,941	\$ 3,328
\$ 63,888	\$ 61,756	\$ 56,583
82%	54%	45%
77%	38%	59%
-231	-157	371