

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jerry Ernst	David De La Cruz	Aaron Morgan
Vonnie Mayberry	Jason Saba	Bruce Hultman
Rick Nichols	Faison McKinnis	Camden Barocio
Matthew Pilkington	Austin Bell	Don Yancy
		Robert Turlington
		Gary Parr
		Herman Jackson
		Josh Manning
		Kevin Jorgensen
		Nestor Frias
		Oscar Mora
		Clayton Hass
		Quintin Carter
		Randy Harp
		Rene Hernandez
		Roy Smith
		Suzanne Newman
		Tommy Roy
		Wilson Pickens
		Wallyed Alekozai

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	55059925	5	Lexus	ES 330	4	Trade on Used	No	\$ 7,900	\$ 5,500	79%	\$264	\$0
2	JG436070	18	GMC	SIERRA	9	Trade on New	No	\$ 27,300	\$ 21,990	97%	(\$60)	\$0
3	LFC66299	20	Ford	F-150	4	Trade on New	No	\$ 57,494	\$ 55,500	95%	\$2,948	\$2,373
4	HR372947	17	Chevrolet	TAHOE	17	Trade on New	No	\$ 22,500	\$ 22,500	91%	\$3,316	\$1,747
5	MG218264	21	GMC	SIERRA	1	LBO Customer	No	\$ 31,320	\$ 31,230	100%	\$0	\$6,325
6	LU068244	20	Lexus	ES 300	14	Trade on New	No	\$ 30,994	\$ 30,735	96%	\$2,339	\$1,589
7	NB049680	22	Buick	ENCORE	4	Trade on New	No	\$ 20,994	\$ 22,494	91%	\$2,502	\$2,636
8	LG174185	20	GMC	SIERRA	2	Trade on New	No	\$ 44,594	\$ 44,594	100%	\$3,847	\$0
9	LE155243	20	Kia	FORTE	14	Trade on Used	No	\$ 12,594	\$ 12,694	86%	\$2,588	\$0
10	NR242956	22	GMC	YUKON	5	Street/Curb Buy	No	\$ 72,994	\$ 72,994	96%	\$70	\$1,433
11	FA000409	15	Acura	TLX	3	Trade on New	No	\$ 13,300	\$ 10,222	90%	(\$958)	\$514
12	N1207255	22	GMC	CANYON	1	Street/Curb Buy	No	\$ 39,194	\$ 33,800	97%	\$690	\$769
13	MN237203	21	Mercedes-Benz	CLA	11	Trade on New	No	\$ 34,594	\$ 35,494	98%	\$7,455	\$2,494
14	GKF02910	16	Ford	F-150	3	Trade on New	No	\$ 26,994	\$ 26,500	98%	\$2,818	\$2,283
15	MR139937	21	GMC	YUKON	10	Trade on Used	Yes	\$ 48,994	\$ 38,904	99%	(\$8,505)	\$5,080
16	LF191813	20	Chevrolet	2500HD	3	Trade on New	No	\$ 47,994	\$ 49,942	94%	\$2,342	\$5,104
17	MR351799	21	Chevrolet	TAHOE	12	ntal Fleet (Enterprise, e	No	\$ 40,994	\$ 40,500	98%	(\$1,907)	\$0
18	NU632893	22	Toyota	CAMRY	12	Trade on New	No	\$ 22,394	\$ 21,594	95%	\$2,608	\$89
19	M9F60608	21	BMW	X7	1	Trade on Used	No	\$ 50,994	\$ 50,500	94%	\$500	\$0
20	MFC27404	21	Ford	F-150	13	Trade on New	No	\$ 68,994	\$ 68,494	97%	\$4,090	\$0
21	LF014074	20	Tesla	MODEL Y	18	Trade on Used	No	\$ 34,494	\$ 34,021	99%	\$1,299	\$0
22	KJ275757	19	Buick	ENCLAVE	4	Street/Curb Buy	No	\$ 26,394	\$ 23,650	99%	\$944	\$499
23	JC019706	18	Volkswagen	PASSAT	13	Trade on New	No	\$ 14,994	\$ 14,994	88%	(\$186)	\$1,942
24	GEF44547	16	Ford	EXPEDITION	8	Trade on New	No	\$ 14,900	\$ 14,000	92%	\$2,816	\$786
25	LN162357	20	Ram	1500	28	Trade on New	No	\$ 38,294	\$ 37,546	91%	(\$565)	\$0
26	LG233734	20	Ram	3500	13	Trade on Used	No	\$ 36,700	\$ 35,500	93%	(\$1,307)	\$0
27	KJ209422	19	Buick	ENCLAVE	28	Trade on New	No	\$ 26,594	\$ 26,194	89%	(\$42)	\$0
28	LT026914	20	Mercedes-Benz	SPRINTER	11	Trade on New	No	\$ 35,994	\$ 32,794	88%	\$4,372	\$0

29	GE025520	16	Honda	CIVIC	17	Trade on New	No	\$	16,394	\$	16,394	94%	\$625	\$0
30	R1158600	24	Chevrolet	SILVERADO	41	Trade on New	Yes	\$	59,894	\$	59,994	95%	(\$888)	\$6,019
31	CJ238334	12	Buick	ENCLAVE	3	Trade on New	No	\$	11,400	\$	11,400	101%	\$4,149	\$1,831
32	LCK67142	20	Jaguar	F-TYPE	2	Street/Curb Buy	No	\$	45,994	\$	45,994	98%	\$5,404	\$2,086
33	NY301543	22	Nissan	SENTRA	6	Trade on Used	No	\$	20,194	\$	20,194	102%	\$2,706	\$0
34	JC373239	18	Nissan	MAXIMA	1	Trade on New	No	\$	15,500	\$	15,500	81%	\$2,196	\$2,411
35	P2053305A	23	Audi	Q5	6	Trade on New	No	\$	37,494	\$	35,494	90%	\$2,494	\$2,819
36	FE116135	15	Honda	CIVIC	7	Trade on Used	No	\$	7,500	\$	6,612	80%	\$707	\$36
37	JA155378	18	Honda	ACCORD	17	Auction/Wholesale	No	\$	20,394	\$	19,811	97%	(\$3,190)	\$0
38	MR233634	21	Cadillac	ESCALADE	21	Trade on New	No	\$	75,994	\$	75,994	94%	\$3,518	\$2,272
39	LS659428	20	Chevrolet	BLAZER	12	Trade on New	No	\$	19,994	\$	19,038	100%	\$665	\$0
40	HR246860	17	GMC	YUKON	5	Trade on New	No	\$	24,500	\$	21,594	98%	\$3,230	\$512
41	HJ345593	17	Buick	ENCLAVE	5	Trade on New	No	\$	13,400	\$	5,870	92%	(\$2,092)	\$1
42	FR549718	15	GMC	YUKON	5	Trade on New	No	\$	24,594	\$	23,346	97%	\$2,059	\$173
43	KH759066	19	Dodge	CHALLENGER	17	Trade on New	No	\$	29,994	\$	29,994	86%	\$1,758	\$853
44	RN185450	24	Ram	1500	30	Trade on New	No	\$	56,994	\$	58,994	94%	(\$222)	\$5,735
45	FOP05448	15	BMW	X5	18	Trade on Used	No	\$	16,900	\$	16,900	98%	\$1,219	\$1,428
46	MFC79728	21	Ford	F-150	3	Trade on New	No	\$	50,494	\$	49,600	100%	\$3,464	\$2,066
47	DH280840	13	Hyundai	ELANTRA	4	Trade on Used	No	\$	7,300	\$	6,109	102%	\$2,955	\$0
48	M5847557	21	Toyota	4RUNNER	11	Trade on New	No	\$	36,994	\$	34,491	93%	\$1,639	\$2,897
49	RF218696	24	GMC	2500HD	15	Trade on New	Yes	\$	75,994	\$	73,967	95%	\$1,939	\$3,505
50	J0123455	18	Chevrolet	CAMARO	18	Trade on New	No	\$	16,494	\$	15,696	85%	\$937	\$0
51	LG316678	20	GMC	SIERRA	11	Trade on New	Yes	\$	36,994	\$	36,994	95%	\$4,710	\$3,110
52	EG256764	14	Chevrolet	SILVERADO	23	Trade on New	No	\$	19,200	\$	15,475	97%	(\$545)	\$1,784
53	DL370822	13	Ford	FOCUS	5	Trade on New	No	\$	5,500	\$	4,278	95%	\$1,805	\$37

Scoreboard Totals

% Retailed of Non-Franchise Make	67%
Total # Retail Units	200
Avg. Days to Sale	12.6
Avg. Advertised Price (Time of Sale)	\$ 30,708
Avg. Transaction Price	\$ 29,880
Avg. Market Price at 100%	\$ 32,418
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 828
Avg. Front-End Gross	\$ 1,796
Avg. Finance Gross	\$ 1,404
PUVR	\$ 3,200
Total Gross (Units & PUVR)	\$ 640,017
GROI	307%
% with Trade	24%
Avg. Over/Under Allowance	\$7



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jerry Ernst	Vonnie Mayberry
% Retailed of Non-New Franchise	67%	65%	61%
Total # Retail Units	200	155	18
Avg. Days to Sale	12.6	13.3	9.6
Avg. Advertised Price (Time of Sale)	\$ 30,708	\$ 30,243	\$ 34,145
Avg. Transaction Price	\$ 29,880	\$ 29,440	\$ 33,396
Avg. Market Price at 100%	\$ 32,418	\$ 31,925	\$ 35,562
Avg. Price to Market % (Time of Sale)	95%	95%	96%
Avg. Transaction to Market	92%	92%	94%
Avg. Transactional Discount	\$ 828	\$ 803	\$ 749
Avg. Front-End Gross	\$ 1,796	\$ 1,565	\$ 3,043
Avg. Finance Gross	\$ 1,404	\$ 1,411	\$ 1,351
PUVR	\$ 3,200	\$ 2,976	\$ 4,395
Total Gross (Units & PUVR)	\$ 640,017	\$ 461,354	\$ 79,104
GROI	307%	275%	493%
% with Trade	24%	24%	28%
Avg. Over/Under Allowance	7	35	28



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

Rick Nichols	Matthew Pilkington		
83%	89%	#DIV/0!	#DIV/0!
18	9	0	0
9.7	12.0	#DIV/0!	#DIV/0!
\$ 30,462	\$ 32,328	#DIV/0!	#DIV/0!
\$ 29,980	\$ 30,221	#DIV/0!	#DIV/0!
\$ 31,550	\$ 33,254	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
95%	91%	#DIV/0!	#DIV/0!
\$ 482	\$ 2,107	#DIV/0!	#DIV/0!
\$ 2,966	\$ 928	#DIV/0!	#DIV/0!
\$ 1,088	\$ 2,025	#DIV/0!	#DIV/0!
\$ 4,055	\$ 2,953	#DIV/0!	#DIV/0!
\$ 72,981	\$ 26,578	#DIV/0!	#DIV/0!
504%	293%	#DIV/0!	#DIV/0!
17%	22%	#DIV/0!	#DIV/0!
-28	-444	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Aaron Morgan	Bruce Hultman
% Retailed of Non-New Franchise	67%	82%	33%
Total # Retail Units	200	11	12
Avg. Days to Sale	12.6	12.5	12.6
Avg. Advertised Price (Time of Sale)	\$ 30,708	\$ 25,069	\$ 39,436
Avg. Transaction Price	\$ 29,880	\$ 23,943	\$ 38,891
Avg. Market Price at 100%	\$ 32,418	\$ 26,252	\$ 41,363
Avg. Price to Market % (Time of Sale)	95%	95%	95%
Avg. Transaction to Market	92%	91%	94%
Avg. Transactional Discount	\$ 828	\$ 1,126	\$ 546
Avg. Front-End Gross	\$ 1,796	\$ 949	\$ 2,652
Avg. Finance Gross	\$ 1,404	\$ 1,123	\$ 2,477
PUVR	\$ 3,200	\$ 2,072	\$ 5,129
Total Gross (Units & PUVR)	\$ 640,017	\$ 22,787	\$ 61,542
GROI	307%	250%	377%
% with Trade	24%	55%	17%
Avg. Over/Under Allowance	7	45	0



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Camden Barocio	Don Yancy	Robert Turlington	Gary Parr
73%	70%	100%	50%
15	27	1	2
12.1	14.1	7.0	12.5
\$ 25,902	\$ 34,396	\$ 30,994	\$ 44,344
\$ 24,974	\$ 33,029	\$ 31,744	\$ 42,700
\$ 26,790	\$ 36,292	\$ 32,972	\$ 45,983
97%	95%	94%	96%
93%	91%	96%	93%
\$ 928	\$ 1,367	\$ (750)	\$ 1,644
\$ 1,906	\$ 370	\$ 3,536	\$ 2,024
\$ 830	\$ 1,322	\$ 1,814	\$ 1,472
\$ 2,736	\$ 1,692	\$ 5,350	\$ 3,495
\$ 41,034	\$ 45,673	\$ 5,350	\$ 6,990
325%	131%	867%	236%
20%	15%	100%	0%
-100	-215	0	0

Herman Jackson	Josh Manning	Kevin Jorgensen	Nestor Frias
83%	100%	100%	74%
6	6	1	23
9.3	20.2	7.0	11.5
\$ 27,363	\$ 26,529	\$ 7,500	\$ 31,287
\$ 27,164	\$ 26,052	\$ 6,612	\$ 30,850
\$ 29,000	\$ 28,931	\$ 9,375	\$ 32,491
94%	92%	80%	96%
94%	90%	71%	95%
\$ 198	\$ 477	\$ 888	\$ 436
\$ 2,881	\$ (198)	\$ 707	\$ 2,297
\$ 1,287	\$ 1,019	\$ 36	\$ 1,742
\$ 4,168	\$ 822	\$ 743	\$ 4,039
\$ 25,009	\$ 4,931	\$ 743	\$ 92,892
592%	56%	578%	411%
33%	17%	0%	26%
167	250	0	146

Oscar Mora	Clayton Hass	Quintin Carter	Randy Harp
53%	69%	91%	25%
17	16	11	4
11.9	16.1	9.8	6.3
\$ 26,802	\$ 27,915	\$ 36,340	\$ 35,386
\$ 25,757	\$ 26,485	\$ 35,164	\$ 35,636
\$ 28,413	\$ 29,806	\$ 37,880	\$ 36,238
94%	94%	96%	98%
91%	89%	93%	98%
\$ 1,045	\$ 1,430	\$ 1,176	\$ (250)
\$ 2,147	\$ 1,702	\$ 2,325	\$ 1,404
\$ 1,221	\$ 1,351	\$ 690	\$ 1,232
\$ 3,368	\$ 3,053	\$ 3,016	\$ 2,635
\$ 57,254	\$ 48,846	\$ 33,171	\$ 10,541
396%	258%	314%	426%
24%	19%	36%	25%
59	-263	0	250

Rene Hernandez	Roy Smith	Suzanne Newman	Tommy Roy
50%	75%	0%	50%
10	4	3	4
12.4	17.8	3.7	11.5
\$ 34,795	\$ 35,419	\$ 28,911	\$ 40,321
\$ 34,069	\$ 35,260	\$ 27,111	\$ 39,778
\$ 36,062	\$ 38,657	\$ 29,192	\$ 42,295
96%	92%	99%	95%
94%	91%	93%	94%
\$ 726	\$ 159	\$ 1,800	\$ 542
\$ 1,986	\$ 3,132	\$ (20)	\$ 2,665
\$ 1,525	\$ 1,651	\$ 2,292	\$ 1,686
\$ 3,510	\$ 4,783	\$ 2,272	\$ 4,350
\$ 35,102	\$ 19,132	\$ 6,817	\$ 17,401
299%	275%	823%	342%
40%	25%	0%	25%
200	125	0	250

Wilson Pickens	Wallyed Alekozai		
63%	88%	#DIV/0!	#DIV/0!
19	8	0	0
12.4	12.6	#DIV/0!	#DIV/0!
\$ 27,785	\$ 24,509	#DIV/0!	#DIV/0!
\$ 27,541	\$ 23,809	#DIV/0!	#DIV/0!
\$ 29,180	\$ 26,461	#DIV/0!	#DIV/0!
95%	93%	#DIV/0!	#DIV/0!
94%	90%	#DIV/0!	#DIV/0!
\$ 245	\$ 700	#DIV/0!	#DIV/0!
\$ 2,505	\$ 1,953	#DIV/0!	#DIV/0!
\$ 1,814	\$ 889	#DIV/0!	#DIV/0!
\$ 4,319	\$ 2,842	#DIV/0!	#DIV/0!
\$ 82,066	\$ 22,736	#DIV/0!	#DIV/0!
456%	340%	#DIV/0!	#DIV/0!
21%	0%	#DIV/0!	#DIV/0!
53	0	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	David De La Cruz	Jason Saba
% Retailed of Non-New Franchise	67%	72%	75%
Total # Retail Units	200	46	67
Avg. Days to Sale	12.6	15.0	12.0
Avg. Advertised Price (Time of Sale)	\$ 30,708	\$ 26,016	\$ 33,780
Avg. Transaction Price	\$ 29,880	\$ 25,175	\$ 32,959
Avg. Market Price at 100%	\$ 32,418	\$ 27,774	\$ 35,465
Avg. Price to Market % (Time of Sale)	95%	94%	95%
Avg. Transaction to Market	92%	91%	93%
Avg. Transactional Discount	\$ 828	\$ 841	\$ 821
Avg. Front-End Gross	\$ 1,796	\$ 1,336	\$ 2,031
Avg. Finance Gross	\$ 1,404	\$ 494	\$ 2,026
PUVR	\$ 3,200	\$ 1,830	\$ 4,057
Total Gross (Units & PUVR)	\$ 640,017	\$ 84,190	\$ 271,821
GROI	307%	175%	370%
% with Trade	24%	22%	30%
Avg. Over/Under Allowance	7	-91	46



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Faison McKinnis		Austin Bell			
54%		100%		#DIV/0!	#DIV/0!
78		9		0	0
11.5		13.6		#DIV/0!	#DIV/0!
\$ 32,369		\$ 17,417		#DIV/0!	#DIV/0!
\$ 31,562		\$ 16,418		#DIV/0!	#DIV/0!
\$ 33,776		\$ 18,603		#DIV/0!	#DIV/0!
96%		94%		#DIV/0!	#DIV/0!
93%		88%		#DIV/0!	#DIV/0!
\$ 806		\$ 999		#DIV/0!	#DIV/0!
\$ 1,926		\$ 1,262		#DIV/0!	#DIV/0!
\$ 1,522		\$ 407		#DIV/0!	#DIV/0!
\$ 3,449		\$ 1,669		#DIV/0!	#DIV/0!
\$ 268,987		\$ 15,019		#DIV/0!	#DIV/0!
342%		270%		#DIV/0!	#DIV/0!
21%		11%		#DIV/0!	#DIV/0!
32		0		#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	12	188
Avg. Days to Sale	12.6	16.3	12.3
Avg. Advertised Price (Time of Sale)	\$ 30,708	\$ 44,094	\$ 29,028
Avg. Transaction Price	\$ 29,880	\$ 43,220	\$ 29,028
Avg. Market Price at 100%	\$ 32,418	\$ 46,476	\$ 31,372
Avg. Price to Market % (Time of Sale)	95%	95%	93%
Avg. Transaction to Market	92%	93%	93%
Avg. Transactional Discount	\$ 828	\$ 874	\$ 825
Avg. Front-End Gross	\$ 1,796	\$ 885	\$ 1,854
Avg. Finance Gross	\$ 1,404	\$ 3,326	\$ 1,282
PUVR	\$ 3,200	\$ 4,211	\$ 3,136
Total Gross (Units & PUVR)	\$ 640,017	\$ 50,534	\$ 589,483
GROI	307%	215%	316%
% with Trade	24%	42%	22%
Avg. Over/Under Allowance	7	-200	20



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	66	134
Avg. Days to Sale	12.6	11.5	13.0
Avg. Advertised Price (Time of Sale)	\$ 30,708	\$ 36,505	\$ 26,987
Avg. Transaction Price	\$ 29,880	\$ 35,752	\$ 26,987
Avg. Market Price at 100%	\$ 32,418	\$ 38,057	\$ 29,432
Avg. Price to Market % (Time of Sale)	95%	96%	92%
Avg. Transaction to Market	92%	94%	92%
Avg. Transactional Discount	\$ 828	\$ 752	\$ 865
Avg. Front-End Gross	\$ 1,796	\$ 1,949	\$ 1,720
Avg. Finance Gross	\$ 1,404	\$ 2,088	\$ 1,068
PUVR	\$ 3,200	\$ 4,037	\$ 2,788
Total Gross (Units & PUVR)	\$ 640,017	\$ 266,419	\$ 373,598
GROI	307%	352%	285%
% with Trade	24%	27%	22%
Avg. Over/Under Allowance	7	15	3



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	137	42
% of Retail Units	100%	69%	21%
% Retailed of Non-New Franchise	67%	65%	81%
Avg. Days to Sale	12.6	12.3	13.3
Avg. Transaction Price	\$ 29,880	\$ 31,530	\$ 22,702
Avg. Transaction to Market %	92%	91%	86%
Avg. Transactional Discount	\$ 828	\$ 753	\$ 1,261
Avg. Front End Gross	\$ 1,796	\$ 2,346	\$ 1,213
Avg. Finance Gross	\$ 1,404	\$ 1,520	\$ 860
PUVR	\$ 3,200	\$ 3,866	\$ 2,074
Total Gross (Units & PUVR)	\$ 640,017	\$ 529,625	\$ 87,098
GROI	307%	360%	247%
% with Trade	24%	24%	21%
Avg. Over/Under Allowance	7	44	-146



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	5	0	5
3%	3%	0%	3%
20%	100%	#DIV/0!	0%
5.6	27.6	#DIV/0!	1.0
\$ 44,486	\$ 26,239	#DIV/0!	\$ 38,603
93%	93%	#DIV/0!	100%
\$ 1,628	\$ 215	#DIV/0!	\$ 18
\$ 1,213	\$ (1,592)	#DIV/0!	\$ -
\$ 1,655	\$ 1,579	#DIV/0!	\$ 1,988
\$ 2,868	\$ (14)	#DIV/0!	\$ 1,988
\$ 14,339	\$ (69)	#DIV/0!	\$ 9,939
414%	-1%	#DIV/0!	1854%
80%	0%	#DIV/0!	0%
0	0	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	6	0
0%	3%	0%
#DIV/0!	83%	#DIV/0!
#DIV/0!	16.5	#DIV/0!
#DIV/0!	\$ 26,037	#DIV/0!
#DIV/0!	93%	#DIV/0!
#DIV/0!	\$ 23	#DIV/0!
#DIV/0!	\$ (1,885)	#DIV/0!
#DIV/0!	\$ 1,732	#DIV/0!
#DIV/0!	\$ (153)	#DIV/0!
#DIV/0!	\$ (915)	#DIV/0!
#DIV/0!	-13%	#DIV/0!
#DIV/0!	17%	#DIV/0!
#DIV/0!	250	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	189	11
% of Retail Units	100%	95%	6%
% Retailed of Non-New Franchise	67%	67%	73%
Avg. Days to Sale	12.6	11.1	37.5
Avg. Transaction Price	\$ 29,880	\$ 29,652	\$ 33,791
Avg. Transaction to Market %	92%	91%	89%
Avg. Transactional Discount	\$ 828	\$ 849	\$ 458
Avg. Front End Gross	\$ 1,796	\$ 1,933	\$ (557)
Avg. Finance Gross	\$ 1,404	\$ 1,380	\$ 1,820
PUVR	\$ 3,200	\$ 3,313	\$ 1,263
Total Gross (Units & PUVR)	\$ 640,017	\$ 626,120	\$ 13,897
GROI	307%	362%	36%
% with Trade	24%	24%	18%
Avg. Over/Under Allowance	7	4	45



