

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
TRAVIS	CRYSTAL	PASCAL
BRADY	KYLE	HAN
STEVE	FERNANDO	DAVID
	ANDREW	JYNETTE
	VI	ANDREW
		JAY
		TROY
		GUY
		JOSH
		PETER
		MICHAEL
		DONOVAN
		COREY
		MICAHA
		JAMIE
		ERIK
		BRANDON
		IAN
		KYRAH
		COLBEY







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	K7378A	2019	Subaru	OUTBACK	12	Trade on New	No	\$ 23,981	\$ 23,981	100%	\$3,800	\$2,268
2	K6938A	2011	Toyota	SIENNA	49	Trade on New	No	\$ 12,918	\$ 12,452	96%	\$802	\$0
3	KU10958A	2008	Toyota	TUNDRA	21	Trade on Used	No	\$ 14,918	\$ 14,918	100%	\$5,098	\$236
4	KU10971	2023	Subaru	CROSSTREK	11	Auction/Wholesale	Yes	\$ 28,997	\$ 28,497	98%	\$1,946	\$2,934
5	K7046A	2021	Subaru	ASCENT	11	Trade on New	No	\$ 34,997	\$ 34,997	100%	\$3,267	\$3,378
6	K7184B	2017	Subaru	LEGACY	31	Trade on New	No	\$ 16,781	\$ 16,681	99%	\$2,587	\$1,575
7	K7600A	2016	Subaru	OUTBACK	7	Trade on New	No	\$ 17,997	\$ 17,750	99%	\$4,028	\$0
8	KU10913A	2019	Toyota	C-HR	26	Trade on Used	No	\$ 17,999	\$ 17,999	100%	\$2,037	\$1,124
9	K7389A	2015	Subaru	OUTBACK	13	Trade on New	No	\$ 18,992	\$ 18,992	100%	\$4,688	\$2,266
10	K7195A	2022	Subaru	OUTBACK	30	Trade on New	Yes	\$ 27,499	\$ 26,997	98%	(\$27)	\$0
11	KTS5786	2019	Jeep	G CHEROKEE	34	Auction/Wholesale	No	\$ 29,999	\$ 29,149	98%	(\$2,438)	\$0
12	K6718A	2020	Subaru	OUTBACK	72	Trade on New	Yes	\$ 25,777	\$ 24,997	96%	(\$3,905)	\$1,680
13	K159A	2013	Subaru	CROSSTREK	51	Trade on New	No	\$ 13,718	\$ 13,718	100%	\$698	\$374
14	KU10910	2018	Chevrolet	COLORADO	73	Auction/Wholesale	No	\$ 32,891	\$ 32,891	100%	(\$3,186)	\$2,877
15	KP10951	2022	Subaru	OUTBACK	69	Auction/Wholesale	No	\$ 29,478	\$ 29,478	100%	(\$239)	\$0
16	KU10922	2020	Volkswagen	JETTA	37	Auction/Wholesale	No	\$ 23,953	\$ 23,900	99%	\$661	\$2,254
17	KU10978	2011	Subaru	FORESTER	2	Street/Curb Buy	No	\$ 11,995	\$ 11,995	100%	\$3,470	\$0
18	KU10975	2019	Subaru	LEGACY	13	Street/Curb Buy	Yes	\$ 23,590	\$ 23,300	98%	\$1,997	\$779
19	KP10963A	2020	Subaru	OUTBACK	30	Trade on Used	No	\$ 25,538	\$ 25,538	100%	\$1,646	\$2,287
20	K7260A	2021	Toyota	TACOMA	60	Trade on New	No	\$ 35,500	\$ 35,500	100%	\$3,878	\$0
21	KU10958T	2013	Ford	F-250	13	Trade on Used	No	\$ 24,999	\$ 24,999	100%	\$6,141	\$2,018
22	KU10924A	2013	Toyota	LAND CRUISER	10	Trade on Used	No	\$ 28,981	\$ 28,300	97%	\$2,347	\$0
23	K7589A	2014	Honda	CRV	29	Trade on New	No	\$ 15,997	\$ 14,700	91%	\$710	\$0
24	K7300A	2018	Subaru	OUTBACK	3	Trade on New	No	\$ 21,999	\$ 20,999	95%	\$3,227	\$179
25	K7519A	2018	Subaru	OUTBACK	12	Trade on New	No	\$ 21,981	\$ 21,500	98%	\$2,775	\$150
26	K7132A	2023	Lexus	ES	53	Trade on New	No	\$ 37,597	\$ 36,997	98%	\$1,775	\$5,372
27	KTS5350	2020	Ram	1500	4	Auction/Wholesale	No	\$ 37,991	\$ 33,597	88%	(\$4,339)	\$1,180

28	K7037A	2022	Honda	ACCORD	7	Trade on New	No	\$	28,918	\$	26,918	93%	\$995	\$697
29	KAT1210	2021	Jeep	COMPASS	70	Auction/Wholesale	No	\$	20,500	\$	19,418	96%	(\$1,968)	\$4,331
30	K7631A	2019	Subaru	CROSSTREK	15	Trade on New	Yes	\$	23,991	\$	23,991	100%	\$1,515	\$2,001
31	K7584T	2019	Ram	1500	26	Trade on New	No	\$	32,409	\$	32,000	99%	\$3,398	\$1,804
32	K7009A	2016	Subaru	WRX	16	Trade on New	No	\$	23,997	\$	22,500	93%	(\$38)	\$648
33	KU10979	2021	Subaru	OUTBACK	7	Street/Curb Buy	Yes	\$	32,991	\$	32,491	99%	\$5,235	\$2,137
34	K7046B	2017	Subaru	IMPREZA	13	Trade on New	No	\$	14,997	\$	14,997	100%	\$3,364	\$1,083
35	KU10916	2019	Toyota	TACOMA	54	Street/Curb Buy	No	\$	35,918	\$	35,918	100%	(\$2,986)	\$3,756
36	K7495A	2021	Toyota	TACOMA	24	Trade on New	No	\$	35,947	\$	35,000	97%	\$1,081	\$0
37	K7052A	2022	Honda	CRV	3	Trade on New	No	\$	29,500	\$	29,311	99%	(\$353)	\$0
38	KU10921	2020	Toyota	SIENNA	34	Street/Curb Buy	No	\$	27,891	\$	26,901	96%	(\$1,197)	\$0
39	K7363A	2021	Honda	CRV	6	Trade on New	No	\$	28,511	\$	28,511	100%	\$2,305	\$3,585
40	K7009B	2020	Honda	HRV	6	Trade on Used	No	\$	19,999	\$	19,999	100%	\$4,467	\$1,198
41	K7195B	2018	Toyota	CAMRY	14	Trade on Used	No	\$	22,415	\$	22,415	100%	\$2,128	\$3,095
42	KU10966	2022	Subaru	WRX	46	Street/Curb Buy	Yes	\$	30,997	\$	30,500	98%	(\$88)	\$2,282
43	KAB5910	2018	Ford	F150	16	Auction/Wholesale	No	\$	29,918	\$	29,000	97%	\$267	\$1,426
44	K7522A	2017	Subaru	FORESTER	13	Trade on New	No	\$	18,591	\$	18,591	100%	\$4,159	\$1,060
45	K6985A	2021	Subaru	CROSSTREK	15	Trade on New	No	\$	23,997	\$	23,997	100%	\$1,278	\$5,102
46	KP10982	2023	Subaru	OUTBACK	12	Auction/Wholesale	Yes	\$	31,418	\$	31,418	100%	\$4,256	\$1,000
47	K7310A	2017	Ford	EXPLORER	72	Trade on New	No	\$	16,991	\$	16,400	98%	(\$399)	\$0
48	KU10965	2023	Subaru	OUTBACK	52	Street/Curb Buy	Yes	\$	37,491	\$	37,491	100%	\$882	\$3,204
49	K7252A	2023	Kia	NIRO	16	Auction/Wholesale	No	\$	26,511	\$	26,511	100%	(\$1,253)	\$613
50	K7417A	2021	Subaru	CROSSTREK	25	Trade on New	No	\$	22,891	\$	22,400	96%	\$1,796	\$0
51	K7455A	2016	Honda	HRV	46	Trade on New	No	\$	17,991	\$	16,799	92%	\$1,144	\$347
52	KU10942B	2014	Ram	1500	50	Trade on Used	No	\$	16,918	\$	16,599	89%	\$19	\$200
53	KU10976	2021	Hyundai	PALISADE	29	Street/Curb Buy	No	\$	29,981	\$	29,981	93%	\$590	\$1,214

## Scoreboard Totals

% Retailed of Non-Franchise Make	55%
Total # Retail Units	104
Avg. Days to Sale	29.8
Avg. Advertised Price (Time of Sale)	\$ 26,486
Avg. Transaction Price	\$ 25,892
Avg. Market Price at 100%	\$ 27,261
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 594
Avg. Front-End Gross	\$ 1,333
Avg. Finance Gross	\$ 1,475
PUVR	\$ 2,808
Total Gross (Units & PUVR)	\$ 292,040
GROI	131%
% with Trade	35%
Avg. Over/Under Allowance	\$187



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	TRAVIS	BRADY
% Retailed of Non-New Franchise	55%	63%	51%
Total # Retail Units	104	19	37
Avg. Days to Sale	29.8	29.8	26.4
Avg. Advertised Price (Time of Sale)	\$ 26,486	\$ 24,689	\$ 28,369
Avg. Transaction Price	\$ 25,892	\$ 24,105	\$ 27,920
Avg. Market Price at 100%	\$ 27,261	\$ 25,679	\$ 29,248
Avg. Price to Market % (Time of Sale)	97%	96%	97%
Avg. Transaction to Market	95%	94%	95%
Avg. Transactional Discount	\$ 594	\$ 584	\$ 449
Avg. Front-End Gross	\$ 1,333	\$ 1,338	\$ 1,508
Avg. Finance Gross	\$ 1,475	\$ 1,071	\$ 1,629
PUVR	\$ 2,808	\$ 2,409	\$ 3,137
Total Gross (Units & PUVR)	\$ 292,040	\$ 45,763	\$ 116,074
GROI	131%	121%	153%
% with Trade	35%	21%	35%
Avg. Over/Under Allowance	187	137	250



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

STEVE			
54%	#DIV/0!	#DIV/0!	#DIV/0!
48	0	0	0
32.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,746	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,036	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,516	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 710	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,197	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,516	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,713	#DIV/0!	#DIV/0!	#DIV/0!
\$ 130,203	#DIV/0!	#DIV/0!	#DIV/0!
120%	#DIV/0!	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!	#DIV/0!
159	#DIV/0!	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals		PASCAL
% Retailed of Non-New Franchise	55%	#DIV/0!	53%
Total # Retail Units	104	0	15
Avg. Days to Sale	29.8	#DIV/0!	26.1
Avg. Advertised Price (Time of Sale)	\$ 26,486	#DIV/0!	\$ 28,489
Avg. Transaction Price	\$ 25,892	#DIV/0!	\$ 28,116
Avg. Market Price at 100%	\$ 27,261	#DIV/0!	\$ 29,183
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	98%
Avg. Transaction to Market	95%	#DIV/0!	96%
Avg. Transactional Discount	\$ 594	#DIV/0!	\$ 373
Avg. Front-End Gross	\$ 1,333	#DIV/0!	\$ 1,986
Avg. Finance Gross	\$ 1,475	#DIV/0!	\$ 1,363
PUVR	\$ 2,808	#DIV/0!	\$ 3,349
Total Gross (Units & PUVR)	\$ 292,040	#DIV/0!	\$ 50,239
GROI	131%	#DIV/0!	165%
% with Trade	35%	#DIV/0!	27%
Avg. Over/Under Allowance	187	#DIV/0!	124



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

HAN	DAVID	JYNETTE	ANDREW
75%	70%	30%	50%
12	10	10	4
28.8	25.7	30.0	48.3
\$ 27,679	\$ 29,292	\$ 27,093	\$ 21,866
\$ 27,116	\$ 28,806	\$ 26,458	\$ 17,304
\$ 28,511	\$ 30,324	\$ 28,393	\$ 23,466
97%	97%	95%	93%
95%	95%	93%	74%
\$ 564	\$ 486	\$ 635	\$ 4,562
\$ 810	\$ 516	\$ 1,931	\$ 648
\$ 1,078	\$ 2,595	\$ 2,330	\$ 1,752
\$ 1,888	\$ 3,110	\$ 4,261	\$ 2,400
\$ 22,656	\$ 31,103	\$ 42,610	\$ 9,599
87%	151%	193%	103%
25%	70%	30%	50%
204	-113	80	750

JAY	TROY	GUY	JOSH
67%	27%	67%	#DIV/0!
9	11	6	0
36.0	32.1	41.0	#DIV/0!
\$ 22,160	\$ 27,532	\$ 29,476	#DIV/0!
\$ 21,581	\$ 27,447	\$ 28,849	#DIV/0!
\$ 22,910	\$ 27,416	\$ 30,522	#DIV/0!
97%	100%	97%	#DIV/0!
94%	100%	95%	#DIV/0!
\$ 579	\$ 85	\$ 627	#DIV/0!
\$ 810	\$ 1,865	\$ 1,053	#DIV/0!
\$ 597	\$ 1,720	\$ 1,780	#DIV/0!
\$ 1,407	\$ 3,585	\$ 2,832	#DIV/0!
\$ 12,663	\$ 39,435	\$ 16,994	#DIV/0!
65%	147%	86%	#DIV/0!
33%	27%	67%	#DIV/0!
111	364	833	#DIV/0!

PETER	MICHEAL	DONOVAN	COREY
50%	33%	50%	67%
2	3	2	6
26.5	9.7	20.0	45.5
\$ 19,459	\$ 27,851	\$ 29,972	\$ 22,236
\$ 18,799	\$ 27,430	\$ 28,750	\$ 21,654
\$ 21,083	\$ 28,173	\$ 31,431	\$ 23,238
92%	99%	95%	96%
89%	97%	91%	93%
\$ 660	\$ 421	\$ 1,222	\$ 582
\$ 1,623	\$ 2,435	\$ 522	\$ 514
\$ 190	\$ 1,529	\$ 324	\$ 856
\$ 1,813	\$ 3,965	\$ 846	\$ 1,369
\$ 3,625	\$ 11,894	\$ 1,691	\$ 8,214
131%	538%	53%	50%
0%	33%	50%	0%
0	500	-500	0

MICAH	JAMIE	ERIK	BRANDON
#DIV/0!	#DIV/0!	#DIV/0!	100%
0	0	0	1
#DIV/0!	#DIV/0!	#DIV/0!	3.0
#DIV/0!	#DIV/0!	#DIV/0!	\$ 29,500
#DIV/0!	#DIV/0!	#DIV/0!	\$ 29,311
#DIV/0!	#DIV/0!	#DIV/0!	\$ 29,798
#DIV/0!	#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	#DIV/0!	98%
#DIV/0!	#DIV/0!	#DIV/0!	\$ 189
#DIV/0!	#DIV/0!	#DIV/0!	\$ (353)
#DIV/0!	#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	#DIV/0!	\$ (353)
#DIV/0!	#DIV/0!	#DIV/0!	\$ (353)
#DIV/0!	#DIV/0!	#DIV/0!	-145%
#DIV/0!	#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	#DIV/0!	300

IAN	KYRAH	COLBEY	
#DIV/0!	63%	50%	#DIV/0!
0	8	4	0
#DIV/0!	25.3	17.5	#DIV/0!
#DIV/0!	\$ 26,226	\$ 20,249	#DIV/0!
#DIV/0!	\$ 26,085	\$ 20,199	#DIV/0!
#DIV/0!	\$ 27,623	\$ 20,479	#DIV/0!
#DIV/0!	95%	99%	#DIV/0!
#DIV/0!	94%	99%	#DIV/0!
#DIV/0!	\$ 141	\$ 50	#DIV/0!
#DIV/0!	\$ 1,348	\$ 3,276	#DIV/0!
#DIV/0!	\$ 988	\$ 1,248	#DIV/0!
#DIV/0!	\$ 2,336	\$ 4,524	#DIV/0!
#DIV/0!	\$ 18,686	\$ 18,097	#DIV/0!
#DIV/0!	128%	461%	#DIV/0!
#DIV/0!	38%	25%	#DIV/0!
#DIV/0!	213	0	#DIV/0!





















## Scoreboard

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Finance Manager	Totals		
% Retailed of Non-New Franchise	55%	#DIV/0!	#DIV/0!
Total # Retail Units	104	0	0
Avg. Days to Sale	29.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 26,486	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,892	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,261	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 594	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,333	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,475	#DIV/0!	#DIV/0!
PUVR	\$ 2,808	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 292,040	#DIV/0!	#DIV/0!
GROI	131%	#DIV/0!	#DIV/0!
% with Trade	35%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	187	#DIV/0!	#DIV/0!



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CRYSTAL	KYLE	FERNANDO	ANDREW
52%	#DIV/0!	61%	75%
31	0	28	20
30.5	#DIV/0!	37.4	25.1
\$ 26,584	#DIV/0!	\$ 25,787	\$ 26,318
\$ 26,129	#DIV/0!	\$ 24,934	\$ 25,765
\$ 27,568	#DIV/0!	\$ 26,570	\$ 27,541
96%	#DIV/0!	97%	96%
95%	#DIV/0!	94%	94%
\$ 455	#DIV/0!	\$ 853	\$ 553
\$ 960	#DIV/0!	\$ 985	\$ 1,646
\$ 1,583	#DIV/0!	\$ 1,671	\$ 907
\$ 2,543	#DIV/0!	\$ 2,657	\$ 2,554
\$ 78,848	#DIV/0!	\$ 74,385	\$ 51,071
115%	#DIV/0!	103%	142%
29%	#DIV/0!	21%	40%
166	#DIV/0!	250	109

VI			
36%	#DIV/0!	#DIV/0!	#DIV/0!
25	0	0	0
24.1	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,282	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,773	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,738	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 510	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,935	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,575	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,509	#DIV/0!	#DIV/0!	#DIV/0!
\$ 87,736	#DIV/0!	#DIV/0!	#DIV/0!
196%	#DIV/0!	#DIV/0!	#DIV/0!
52%	#DIV/0!	#DIV/0!	#DIV/0!
206	#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	104	20	84
Avg. Days to Sale	29.8	29.9	29.8
Avg. Advertised Price (Time of Sale)	\$ 26,486	\$ 29,212	\$ 25,185
Avg. Transaction Price	\$ 25,892	\$ 28,863	\$ 25,185
Avg. Market Price at 100%	\$ 27,261	\$ 29,442	\$ 26,833
Avg. Price to Market % (Time of Sale)	97%	99%	94%
Avg. Transaction to Market	95%	98%	94%
Avg. Transactional Discount	\$ 594	\$ 349	\$ 652
Avg. Front-End Gross	\$ 1,333	\$ 1,369	\$ 1,325
Avg. Finance Gross	\$ 1,475	\$ 2,341	\$ 1,269
PUVR	\$ 2,808	\$ 3,710	\$ 2,593
Total Gross (Units & PUVR)	\$ 292,040	\$ 74,202	\$ 217,838
GROI	131%	155%	125%
% with Trade	35%	50%	31%
Avg. Over/Under Allowance	187	202	184



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	104	47	57
Avg. Days to Sale	29.8	24.5	34.1
Avg. Advertised Price (Time of Sale)	\$ 26,486	\$ 25,121	\$ 26,834
Avg. Transaction Price	\$ 25,892	\$ 24,750	\$ 26,834
Avg. Market Price at 100%	\$ 27,261	\$ 25,255	\$ 29,050
Avg. Price to Market % (Time of Sale)	97%	99%	92%
Avg. Transaction to Market	95%	98%	92%
Avg. Transactional Discount	\$ 594	\$ 371	\$ 778
Avg. Front-End Gross	\$ 1,333	\$ 1,894	\$ 870
Avg. Finance Gross	\$ 1,475	\$ 1,777	\$ 1,226
PUVR	\$ 2,808	\$ 3,672	\$ 2,096
Total Gross (Units & PUVR)	\$ 292,040	\$ 172,565	\$ 119,475
GROI	131%	218%	82%
% with Trade	35%	36%	33%
Avg. Over/Under Allowance	187	140	226



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	104	56	17
% of Retail Units	100%	54%	16%
% Retailed of Non-New Franchise	55%	46%	82%
Avg. Days to Sale	29.8	26.1	28.6
Avg. Transaction Price	\$ 25,892	\$ 24,672	\$ 24,910
Avg. Transaction to Market %	95%	94%	97%
Avg. Transactional Discount	\$ 594	\$ 661	\$ 315
Avg. Front End Gross	\$ 1,333	\$ 1,732	\$ 2,217
Avg. Finance Gross	\$ 1,475	\$ 1,390	\$ 1,460
PUVR	\$ 2,808	\$ 3,122	\$ 3,677
Total Gross (Units & PUVR)	\$ 292,040	\$ 174,805	\$ 62,509
GROI	131%	175%	186%
% with Trade	35%	43%	35%
Avg. Over/Under Allowance	187	145	459



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	20	0	0
11%	19%	0%	0%
55%	55%	#DIV/0!	#DIV/0!
37.2	37.1	#DIV/0!	#DIV/0!
\$ 28,915	\$ 28,480	#DIV/0!	#DIV/0!
96%	94%	#DIV/0!	#DIV/0!
\$ 380	\$ 760	#DIV/0!	#DIV/0!
\$ 261	\$ 57	#DIV/0!	#DIV/0!
\$ 1,394	\$ 1,770	#DIV/0!	#DIV/0!
\$ 1,654	\$ 1,826	#DIV/0!	#DIV/0!
\$ 18,198	\$ 36,528	#DIV/0!	#DIV/0!
55%	62%	#DIV/0!	#DIV/0!
27%	15%	#DIV/0!	#DIV/0!
159	90	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Trade on Used
0	0	17
0%	0%	16%
#DIV/0!	#DIV/0!	82%
#DIV/0!	#DIV/0!	28.6
#DIV/0!	#DIV/0!	\$ 24,910
#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	\$ 315
#DIV/0!	#DIV/0!	\$ 2,217
#DIV/0!	#DIV/0!	\$ 1,460
#DIV/0!	#DIV/0!	\$ 3,677
#DIV/0!	#DIV/0!	\$ 62,509
#DIV/0!	#DIV/0!	186%
#DIV/0!	#DIV/0!	35%
#DIV/0!	#DIV/0!	459

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	104	67	11
% of Retail Units	100%	64%	11%
% Retailed of Non-New Franchise	55%	45%	82%
Avg. Days to Sale	29.8	16.9	37.0
Avg. Transaction Price	\$ 25,892	\$ 26,311	\$ 23,782
Avg. Transaction to Market %	95%	96%	96%
Avg. Transactional Discount	\$ 594	\$ 406	\$ 317
Avg. Front End Gross	\$ 1,333	\$ 2,159	\$ 480
Avg. Finance Gross	\$ 1,475	\$ 1,586	\$ 989
PUVR	\$ 2,808	\$ 3,744	\$ 1,469
Total Gross (Units & PUVR)	\$ 292,040	\$ 250,863	\$ 16,159
GROI	131%	304%	60%
% with Trade	35%	36%	27%
Avg. Over/Under Allowance	187	130	136



46-60 days	61-90 days	90+ days
15	11	0
14%	11%	0%
73%	64%	#DIV/0!
51.6	71.6	#DIV/0!
\$ 25,530	\$ 25,944	#DIV/0!
95%	85%	#DIV/0!
\$ 378	\$ 2,308	#DIV/0!
\$ 77	\$ (1,128)	#DIV/0!
\$ 1,286	\$ 1,544	#DIV/0!
\$ 1,362	\$ 416	#DIV/0!
\$ 20,437	\$ 4,581	#DIV/0!
37%	8%	#DIV/0!
33%	36%	#DIV/0!
483	182	#DIV/0!