

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)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	B4773A	2014	Ram	1500	27	Trade on New	No	No	\$ 10,500	10500.00	100%	.00	.00
2	B5205A	2021	Ford	ESCAPE	27	Trade on New	No	Yes	\$ 27,499	26663.00	103%	2468.00	1575.00
3	BA6095A	2016	Acura	RDX	9	Trade on New	No	No	\$ 16,999	15500.00	102%	1892.52	.00
4	T18696P	2022	Ford	EXPLORER	12	Street/Curb Buy	No	Yes	\$ 37,995	35499.00	99%	1209.50	550.00
5	C9451A	2022	Tesla	MODEL X	4	Trade on New	No	No	\$ 73,000	72300.00	110%	-200.00	633.05
6	C1105X	2017	Infiniti	QX70	7	Trade on New	No	No	\$ 22,995	22995.00	96%	3750.00	1708.31
7	T18642P	2024	Ford	F250	47	Street/Curb Buy	No	Yes	\$ 64,499	63199.00	92%	-1991.00	.00
8	T18666P	2022	Ford	ESCAPE	33	Street/Curb Buy	No	Yes	\$ 21,000	21000.00	102%	650.00	269.03
9	T18691P	2022	Ford	EXPEDITION	18	Street/Curb Buy	No	Yes	\$ 64,000	64000.00	99%	779.00	.00
10	C3775B	2017	Kia	SORENTO	19	Trade on Used	No	No	\$ 15,000	15000.00	93%	-262.65	.00
11	C3805A	2022	Ford	F150	24	Trade on New	No	Yes	\$ 36,595	36110.00	98%	-2219.00	2770.94
12	T18618P	2022	Ford	ESCAPE	63	Street/Curb Buy	No	Yes	\$ 25,998	25998.00	94%	-1652.00	153.81
13	T18711P	2023	Ford	F150	8	Auction/Wholesale	No	Yes	\$ 45,999	43633.00	98%	2903.00	4381.30
14	T18715P	2019	Ford	EXPLORER	5	Auction/Wholesale	No	Yes	\$ 31,259	28245.00	103%	1000.00	2301.64
15	T18717P	2022	Ford	ESCAPE	5	Street/Curb Buy	No	Yes	\$ 16,000	16000.00	90%	-1375.00	3126.56
16	C18692PA	2018	Honda	CIVIC	15	Trade on Used	No	No	\$ 15,150	15150.00	101%	1405.00	.00
17	C3010B	2015	Volkswagen	JETTA	25	Trade on Used	No	No	\$ 3,825	3825.00	95%	.00	.00
18	T18702P	2023	Ford	F150	16	Street/Curb Buy	No	Yes	\$ 57,999	57999.00	101%	1599.00	1575.00
19	B1727B	2022	Hyundai	PALISADE	6	Trade on Used	No	No	\$ 39,498	39498.00	103%	2153.00	.00
20	C1287A	2014	Ford	F150	7	Trade on New	No	Yes	\$ 28,978	26199.00	105%	3729.00	1424.04
21	C6002A	2021	Ford	F150	36	Trade on New	No	Yes	\$ 49,999	46632.00	101%	1572.00	867.83
22	B2755B	2012	Ford	F150	13	Trade on Used	No	Yes	\$ 15,985	13987.00	106%	1542.00	1003.00
23	B9364A	2020	Ford	EDGE	44	Trade on New	No	Yes	\$ 29,852	26734.00	98%	1621.71	2207.00
24	C5427A	2021	Ram	2500	8	Trade on New	No	No	\$ 51,501	46875.00	110%	1405.00	2798.99
25	T18668P	2023	Ford	F150	37	Auction/Wholesale	No	Yes	\$ 49,899	47327.00	108%	1941.59	1691.75
26	T18710P	2023	Ford	EXPLORER	11	Auction/Wholesale	No	Yes	\$ 44,599	43449.00	101%	4038.00	.00
27	B3400A	2022	Kia	RIO	9	Trade on New	No	No	\$ 16,999	16999.00	97%	429.00	1217.50
28	C1105A	2021	Ford	F150	11	Trade on New	No	Yes	\$ 44,771	44771.00	102%	3846.00	3034.44
29	C8373A	2017	Ford	EXPLORER	12	Trade on New	No	Yes	\$ 20,999	19775.00	88%	-150.00	2015.13

30	C8808B	2019	GMC	TERRAIN	53	Trade on Used	No	No	\$ 17,444	17444.00	95%	1144.00	3299.36
31	T18693P	2022	Ford	EXPLORER	26	Street/Curb Buy	No	Yes	\$ 38,452	37650.00	101%	862.00	2218.44
32	B1558D	2019	GMC	TERRAIN	13	Trade on Used	No	No	\$ 5,300	5300.00	79%	55.00	.00
33	B2755C	2007	Ford	500	3	Trade on Used	No	Yes	\$ 600	600.00	96%	300.00	.00
34	C0428A	2017	Ford	MUSTANG	4	Trade on New	Yes	Yes	\$ 20,998	20998.00	106%	943.00	259.09
35	T18697P	2023	Ford	EXPLORER	19	Auction/Wholesale	No	Yes	\$ 55,998	55998.00	108%	3625.00	.00
36	C18673P	2019	Ford	FIESTA	41	Auction/Wholesale	No	Yes	\$ 10,700	10700.00	99%	560.00	1170.00
37	C9575X	2018	Nissan	ALTIMA	29	Trade on New	Yes	No	\$ 19,985	19325.00	96%	-62.00	898.00
38	CA2297A	2016	Ford	F250	15	Trade on New	No	Yes	\$ 29,888	29888.00	101%	4333.00	2795.46
39	T18608PA	2020	Ford	F350	57	Trade on Used	No	Yes	\$ 77,651	73771.00	102%	-2119.00	.00
40	T18635P	2022	Ford	F150	57	Auction/Wholesale	No	Yes	\$ 47,859	45198.00	104%	-1056.00	.00
41	T18680PA	2023	Ford	RANGER	19	Trade on Used	No	Yes	\$ 34,441	34441.00	102%	3696.00	598.00
42	T18701P	2022	Ford	F150	20	Street/Curb Buy	No	Yes	\$ 47,156	46798.00	98%	139.00	1750.00
43	B5999A	2022	Ford	EXPLORER	9	Trade on New	Yes	Yes	\$ 34,498	34498.00	103%	3143.00	2250.00
44	B7754A	2015	Ford	F150	8	Trade on New	No	Yes	\$ 19,996	19996.00	99%	4271.00	1563.95
45	T18618PA	2021	Ford	MUSTANG	8	Trade on Used	Yes	Yes	\$ 29,850	28993.00	107%	1938.00	2876.50
46	T18716P	2022	Ford	ESCAPE	8	Street/Curb Buy	No	Yes	\$ 15,000	13000.00	102%	-750.00	.00
47	T18717PA	2010	Honda	CRV	8	Trade on Used	No	No	\$ 10,205	9350.00	97%	1205.00	181.25
48	B3442X	2019	Ford	F250	14	Trade on New	No	Yes	\$ 53,200	53200.00	103%	2155.00	700.00
49	C2671A	2022	Ford	F150	62	Trade on New	No	Yes	\$ 48,532	45788.00	101%	-737.00	2392.71
50	C4190A	2018	Ford	EDGE	12	Trade on Used	Yes	Yes	\$ 16,420	15640.00	99%	80.00	182.04
51	T18618PB	2015	Nissan	SENTRA	1	Trade on Used	No	No	\$ 4,000	4000.00	96%	1000.00	.00
52	T18645P	2022	Ford	F150	52	Street/Curb Buy	No	Yes	\$ 42,241	41681.00	100%	1467.00	2215.81
53	B1783C	2017	Ford	ESCAPE	35	Trade on Used	No	Yes	\$ 14,925	14425.00	105%	995.00	926.34

Scoreboard Totals

% Retailed of Non-Franchise Make	26%
Total # Retail Units	200
Avg. Days to Sale	20.5
Avg. Advertised Price (Time of Sale)	\$ 34,895
Avg. Transaction Price	\$ 33,945
Avg. Market Price at 100%	\$ 34,017
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 950
Avg. Front-End Gross	\$ 1,648
Avg. Finance Gross	\$ 1,446
PUVR	\$ 3,094
Total Gross (Units & PUVR)	\$ 618,804
GROI	160%
% with Trade	46%
Avg. Over/Under Allowance	(\$194)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	CHARLES RUSSELL	
% Retailed of Non-New Franchise	26%	26%	#DIV/0!
Total # Retail Units	200	200	0
Avg. Days to Sale	20.5	20.5	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 34,895	\$ 34,895	#DIV/0!
Avg. Transaction Price	\$ 33,945	\$ 33,945	#DIV/0!
Avg. Market Price at 100%	\$ 34,017	#REF!	#DIV/0!
Avg. Price to Market % (Time of Sale)	103%	#REF!	#DIV/0!
Avg. Transaction to Market	100%	#REF!	#DIV/0!
Avg. Transactional Discount	\$ 950	\$ 950	#DIV/0!
Avg. Front-End Gross	\$ 1,648	\$ 1,648	#DIV/0!
Avg. Finance Gross	\$ 1,446	\$ 1,446	#DIV/0!
PUVR	\$ 3,094	\$ 3,094	#DIV/0!
Total Gross (Units & PUVR)	\$ 618,804	\$ 618,804	#DIV/0!
GROI	160%	160%	#DIV/0!
% with Trade	46%	46%	#DIV/0!
Avg. Over/Under Allowance	-194	-194	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	STRICKER	KACZMAREK
% Retailed of Non-New Franchise	26%	100%	33%
Total # Retail Units	200	3	9
Avg. Days to Sale	20.5	40.0	20.3
Avg. Advertised Price (Time of Sale)	\$ 34,895	\$ 19,800	\$ 25,064
Avg. Transaction Price	\$ 33,945	\$ 18,930	\$ 23,621
Avg. Market Price at 100%	\$ 34,017	\$ 20,318	\$ 24,085
Avg. Price to Market % (Time of Sale)	103%	97%	104%
Avg. Transaction to Market	100%	93%	98%
Avg. Transactional Discount	\$ 950	\$ 870	\$ 1,442
Avg. Front-End Gross	\$ 1,648	\$ 467	\$ 1,337
Avg. Finance Gross	\$ 1,446	\$ 1,394	\$ 1,536
PUVR	\$ 3,094	\$ 1,860	\$ 2,873
Total Gross (Units & PUVR)	\$ 618,804	\$ 5,581	\$ 25,860
GROI	160%	88%	215%
% with Trade	46%	33%	22%
Avg. Over/Under Allowance	-194	500	#DIV/0!



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

DRAKE	GARCIA	FRANCESCHI	THACKER
25%	33%	24%	36%
8	15	21	11
23.3	20.1	18.3	13.0
\$ 46,273	\$ 25,185	\$ 21,613	\$ 37,243
\$ 45,741	\$ 24,449	\$ 20,890	\$ 36,392
\$ 44,634	\$ 24,758	\$ 21,225	\$ 35,797
104%	102%	102%	104%
102%	99%	98%	102%
\$ 533	\$ 736	\$ 722	\$ 851
\$ 2,139	\$ 1,127	\$ 892	\$ 1,889
\$ 1,823	\$ 1,509	\$ 533	\$ 1,742
\$ 3,962	\$ 2,636	\$ 1,426	\$ 3,632
\$ 31,696	\$ 39,537	\$ 29,939	\$ 39,948
134%	193%	134%	276%
50%	47%	24%	64%
2,000	-200	-1,165	-2,257

FARMER	MUSIC	CONE	BELLAMY
20%	29%	25%	50%
5	7	8	2
24.0	11.1	14.5	32.0
\$ 45,896	\$ 45,191	\$ 52,727	\$ 42,492
\$ 45,022	\$ 44,159	\$ 51,002	\$ 42,492
\$ 45,450	\$ 42,884	\$ 49,431	\$ 42,341
101%	105%	107%	100%
99%	103%	103%	100%
\$ 874	\$ 1,032	\$ 1,725	\$ -
\$ 971	\$ 1,902	\$ (150)	\$ 800
\$ 1,344	\$ 1,303	\$ 2,327	\$ 788
\$ 2,316	\$ 3,205	\$ 2,177	\$ 1,587
\$ 11,578	\$ 22,435	\$ 17,419	\$ 3,174
77%	234%	106%	42%
40%	43%	50%	0%
3,000	-1,500	1,000	#DIV/0!

WALLS	SALVADOR	MCGEE	BAKER
18%	0%	13%	40%
11	4	8	10
28.6	25.5	19.5	29.6
\$ 35,708	\$ 31,249	\$ 36,372	\$ 30,843
\$ 34,043	\$ 29,665	\$ 35,204	\$ 29,079
#REF!	\$ 29,615	#REF!	\$ 30,087
#REF!	106%	#REF!	103%
#REF!	100%	#REF!	97%
\$ 1,665	\$ 1,584	\$ 1,168	\$ 1,764
\$ 1,043	\$ 1,702	\$ 1,919	\$ 1,396
\$ 1,498	\$ 496	\$ 1,582	\$ 1,260
\$ 2,541	\$ 2,197	\$ 3,501	\$ 2,656
\$ 27,952	\$ 8,789	\$ 28,011	\$ 26,560
94%	105%	184%	111%
45%	50%	63%	20%
-750	1,000	75	-1,400

SUHINA	DI LASCIO	HERNANDEZ	MACFIGUEROA
50%	0%	20%	20%
6	4	15	5
17.8	12.5	19.8	13.8
\$ 31,398	\$ 26,005	\$ 38,907	\$ 37,628
\$ 30,154	\$ 25,320	\$ 38,297	\$ 37,628
\$ 30,210	\$ 25,202	\$ 37,383	\$ 36,494
104%	103%	104%	103%
100%	100%	102%	103%
\$ 1,244	\$ 686	\$ 610	\$ -
\$ 1,622	\$ 3,000	\$ 2,236	\$ 2,501
\$ 1,199	\$ 1,564	\$ 1,646	\$ 1,266
\$ 2,821	\$ 4,564	\$ 3,882	\$ 3,767
\$ 16,927	\$ 18,255	\$ 58,223	\$ 18,834
189%	519%	184%	261%
67%	25%	73%	20%
#DIV/0!	#DIV/0!	89	#DIV/0!

JONES	NAKASHIGE	HENDRIX	HAAS
33%	33%	25%	0%
6	3	4	1
32.8	21.3	8.5	22.0
\$ 44,299	\$ 14,017	\$ 39,248	\$ 44,699
\$ 43,477	\$ 12,935	\$ 39,248	\$ 42,699
\$ 42,197	\$ 14,507	\$ 37,208	\$ 42,570
105%	97%	105%	105%
103%	89%	105%	100%
\$ 822	\$ 1,082	\$ -	\$ 2,000
\$ 2,015	\$ 200	\$ 2,162	\$ (60)
\$ 1,615	\$ 756	\$ 440	\$ 4,155
\$ 3,630	\$ 956	\$ 2,602	\$ 4,095
\$ 21,779	\$ 2,869	\$ 10,407	\$ 4,095
92%	125%	281%	157%
67%	33%	50%	0%
#DIV/0!	0	2,000	#DIV/0!

TURNER	CARTER	RITCHEY	COX
0%	0%	0%	#DIV/0!
4	1	1	0
27.5	10.0	15.0	#DIV/0!
\$ 47,919	\$ 20,881	\$ 34,950	#DIV/0!
\$ 46,596	\$ 20,881	\$ 33,000	#DIV/0!
\$ 44,444	\$ 19,334	\$ 34,604	#DIV/0!
108%	108%	101%	#DIV/0!
105%	108%	95%	#DIV/0!
\$ 1,323	\$ -	\$ 1,950	#DIV/0!
\$ 2,954	\$ 4,236	\$ 2,905	#DIV/0!
\$ 1,475	\$ -	\$ -	#DIV/0!
\$ 4,429	\$ 4,236	\$ 2,905	#DIV/0!
\$ 17,717	\$ 4,236	\$ 2,905	#DIV/0!
124%	730%	211%	#DIV/0!
50%	0%	0%	#DIV/0!
1,750	#DIV/0!	#DIV/0!	#DIV/0!

WEISSINGER	RERUCHA		
#DIV/0!	100%	#DIV/0!	#DIV/0!
0	3	0	0
#DIV/0!	18.7	#DIV/0!	#DIV/0!
#DIV/0!	\$ 54,246	#DIV/0!	#DIV/0!
#DIV/0!	\$ 53,125	#DIV/0!	#DIV/0!
#DIV/0!	\$ 50,551	#DIV/0!	#DIV/0!
#DIV/0!	107%	#DIV/0!	#DIV/0!
#DIV/0!	105%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,121	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,730	#DIV/0!	#DIV/0!
#DIV/0!	\$ 3,973	#DIV/0!	#DIV/0!
#DIV/0!	\$ 6,703	#DIV/0!	#DIV/0!
#DIV/0!	\$ 20,108	#DIV/0!	#DIV/0!
#DIV/0!	243%	#DIV/0!	#DIV/0!
#DIV/0!	67%	#DIV/0!	#DIV/0!
#DIV/0!	-400	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	KRISTA WOOD	SHELIA HIGHTO
% Retailed of Non-New Franchise	26%	15%	31%
Total # Retail Units	200	53	32
Avg. Days to Sale	20.5	21.8	19.3
Avg. Advertised Price (Time of Sale)	\$ 34,895	\$ 33,218	\$ 34,127
Avg. Transaction Price	\$ 33,945	\$ 31,995	\$ 33,361
Avg. Market Price at 100%	\$ 34,017	\$ 32,378	#REF!
Avg. Price to Market % (Time of Sale)	103%	103%	#REF!
Avg. Transaction to Market	100%	99%	#REF!
Avg. Transactional Discount	\$ 950	\$ 1,223	\$ 766
Avg. Front-End Gross	\$ 1,648	\$ 1,122	\$ 2,509
Avg. Finance Gross	\$ 1,446	\$ 1,371	\$ 1,369
PUVR	\$ 3,094	\$ 2,493	\$ 3,877
Total Gross (Units & PUVR)	\$ 618,804	\$ 132,137	\$ 124,074
GROI	160%	129%	217%
% with Trade	46%	45%	28%
Avg. Over/Under Allowance	-194	-20	633



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

LAUREL HARRIS	APRIL MEECHAN	MEGAN WEBB	SHANNON WRIG
26%	29%	100%	29%
39	42	2	31
19.9	19.9	27.0	20.5
\$ 35,596	\$ 40,051	\$ 13,993	\$ 32,720
\$ 34,914	\$ 38,929	\$ 13,993	\$ 31,888
\$ 34,273	\$ 38,394	\$ 14,155	#REF!
104%	104%	99%	#REF!
102%	101%	99%	#REF!
\$ 682	\$ 1,122	\$ -	\$ 832
\$ 1,965	\$ 1,383	\$ -	\$ 1,751
\$ 1,355	\$ 1,528	\$ -	\$ 1,796
\$ 3,320	\$ 2,911	\$ -	\$ 3,547
\$ 129,484	\$ 122,265	\$ -	\$ 109,943
172%	135%	0%	195%
54%	40%	50%	61%
147	-269	#DIV/0!	-1,698

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	57	143
Avg. Days to Sale	20.5	14.3	23.0
Avg. Advertised Price (Time of Sale)	\$ 34,895	\$ 36,974	\$ 33,079
Avg. Transaction Price	\$ 33,945	\$ 36,117	\$ 33,079
Avg. Market Price at 100%	\$ 34,017	\$ 35,228	#REF!
Avg. Price to Market % (Time of Sale)	103%	105%	#REF!
Avg. Transaction to Market	100%	103%	#REF!
Avg. Transactional Discount	\$ 950	\$ 857	\$ 987
Avg. Front-End Gross	\$ 1,648	\$ 2,487	\$ 1,314
Avg. Finance Gross	\$ 1,446	\$ 1,738	\$ 1,330
PUVR	\$ 3,094	\$ 4,225	\$ 2,643
Total Gross (Units & PUVR)	\$ 618,804	\$ 240,798	\$ 378,006
GROI	160%	294%	125%
% with Trade	46%	47%	45%
Avg. Over/Under Allowance	-194	-44	-305



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	148	52
Avg. Days to Sale	20.5	21.2	18.6
Avg. Advertised Price (Time of Sale)	\$ 34,895	\$ 36,737	\$ 28,799
Avg. Transaction Price	\$ 33,945	\$ 35,753	\$ 28,799
Avg. Market Price at 100%	\$ 34,017	#REF!	#REF!
Avg. Price to Market % (Time of Sale)	103%	#REF!	#REF!
Avg. Transaction to Market	100%	#REF!	#REF!
Avg. Transactional Discount	\$ 950	\$ 985	\$ 852
Avg. Front-End Gross	\$ 1,648	\$ 1,695	\$ 1,514
Avg. Finance Gross	\$ 1,446	\$ 1,468	\$ 1,384
PUVR	\$ 3,094	\$ 3,163	\$ 2,898
Total Gross (Units & PUVR)	\$ 618,804	\$ 468,109	\$ 150,695
GROI	160%	150%	194%
% with Trade	46%	49%	35%
Avg. Over/Under Allowance	-194	-182	-261



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	98	57
% of Retail Units	100%	49%	28%
% Retailed of Non-New Franchise	26%	28%	42%
Avg. Days to Sale	20.5	18.0	20.6
Avg. Transaction Price	\$ 33,945	\$ 34,770	\$ 25,494
Avg. Transaction to Market %	100%	#REF!	97%
Avg. Transactional Discount	\$ 950	\$ 792	\$ 1,131
Avg. Front End Gross	\$ 1,648	\$ 2,072	\$ 1,373
Avg. Finance Gross	\$ 1,446	\$ 1,615	\$ 1,083
PUVR	\$ 3,094	\$ 3,687	\$ 2,457
Total Gross (Units & PUVR)	\$ 618,804	\$ 361,331	\$ 140,026
GROI	160%	212%	168%
% with Trade	46%	43%	33%
Avg. Over/Under Allowance	-194	133	-1,255



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
24	21	0	0
12%	11%	0%	0%
0%	5%	#DIV/0!	#DIV/0!
25.6	26.0	#DIV/0!	#DIV/0!
\$ 36,710	\$ 49,869	#DIV/0!	#DIV/0!
98%	101%	#DIV/0!	#DIV/0!
\$ 873	\$ 1,284	#DIV/0!	#DIV/0!
\$ 774	\$ 1,416	#DIV/0!	#DIV/0!
\$ 1,457	\$ 1,626	#DIV/0!	#DIV/0!
\$ 2,232	\$ 3,042	#DIV/0!	#DIV/0!
\$ 53,557	\$ 63,889	#DIV/0!	#DIV/0!
85%	85%	#DIV/0!	#DIV/0!
63%	71%	#DIV/0!	#DIV/0!
84	90	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	0	0
% of Retail Units	100%	0%	0%
% Retailed of Non-New Franchise	26%	#DIV/0!	#DIV/0!
Avg. Days to Sale	20.5	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,945	#DIV/0!	#DIV/0!
Avg. Transaction to Market %	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 950	#DIV/0!	#DIV/0!
Avg. Front End Gross	\$ 1,648	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,446	#DIV/0!	#DIV/0!
PUVR	\$ 3,094	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 618,804	#DIV/0!	#DIV/0!
GROI	160%	#DIV/0!	#DIV/0!
% with Trade	46%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-194	#DIV/0!	#DIV/0!



