







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	F1702A	2015	Ford	EDGE	0	Trade on New	No	\$ 11,900	\$ 11,205		\$2,891.30	\$588.00
2	F30594DDR	2001	GMC	SIERRA	7	Trade on Used	No	\$ 13,900	\$ 12,340		\$5,805.33	\$0.00
3	F1615A	2024	Ford	BRONCO SP	48	Trade on New	Yes	\$ 37,460	\$ 37,460		\$3,607.77	\$3,619.99
4	F30446A	2019	Ford	ECOSPORT	5	Trade on New	Yes	\$ 15,551	\$ 15,551		\$2,903.72	\$2,010.51
5	F1611CDR	2016	Chevrolet	SILVERADO	21	Trade on Used	Yes	\$ 29,900	\$ 29,295		\$2,176.00	\$420.00
6	F30050ADR	2018	Ford	F150	16	Trade on Used	Yes	\$ 32,550	\$ 29,998		\$3,286.02	\$3,286.02
7	PF1637ADR	2022	Ford	F230	31	Auction/Wholesale	Yes	\$ 52,000	\$ 49,998		\$1,565.87	\$6,690.63
8	PF1654ADR	2022	Chevrolet	CORSAIR	24	Auction/Wholesale	Yes	\$ 33,995	\$ 33,995		\$2,157.54	\$4,842.71
9	PF1664ADR	2023	Ford	EXPLORER	15	Auction/Wholesale	Yes	\$ 37,995	\$ 37,551		\$5,805.56	\$4,940.13
10	PF1566ADR	2022	Ford	F350	89	Auction/Wholesale	No	\$ 55,000	\$ 54,888		\$766.52	\$546.00
11	F1522A	2022	Ford	EXPLORER	131	Trade on New	Yes	\$ 43,000	\$ 38,551		\$2,309.46	\$5,977.56
12	PF1619AL	2022	Nissan	FRONTIER	49	Auction/Wholesale	Yes	\$ 28,999	\$ 27,999		\$401.19	\$1,895.68
13	PF1463ADR	2022	Ford	TRANSIT	186	Auction/Wholesale	Yes	\$ 46,000	\$ 42,992		(\$703.44)	\$4,342.14
14	F30096A	2018	Ford	RAPTOR	8	Trade on New	Yes	\$ 50,537	\$ 50,537		\$3,957.61	\$201.00
15	F30214ADR	2019	Ford	F250	34	Trade on Used	Yes	\$ 45,000	\$ 44,725		\$2,873.98	\$4,572.50
16	F1717ADR	2023	Kia	SOUL	0	Trade on Used	Yes	\$ 19,825	\$ 17,740		(\$624.00)	\$3,916.50
17	PF1671ADR	2023	Kia	FORTE	24	ntal Fleet (Enterprise, et	Yes	\$ 22,995	\$ 22,995		\$3,401.27	\$3,649.57
18	PF1703AL	2022	Ford	EXPEDITION	10	Auction/Wholesale	Yes	\$ 67,825	\$ 66,251		(\$248.23)	\$3,503.85
19	F30049A	2017	Ford	EXPEDITION	9	Trade on New	Yes	\$ 26,998	\$ 26,998		\$4,185.18	\$2,627.00
20	F30495A	2022	Ford	BRONCO SP	12	Trade on New	Yes	\$ 31,500	\$ 31,318		\$3,317.98	\$0.00
21	F1598A	2020	Toyota	RAV4 HYB	71	Trade on New	Yes	\$ 35,999	\$ 31,911		(\$2,976.75)	\$3,050.54
22	F1719AL	2022	Volkswagen	TAOS	0	Trade on New	Yes	\$ 26,700	\$ 25,998		\$834.39	\$3,547.71
23	PF1657ADR	2021	Nissan	MAXIMA	30	ntal Fleet (Enterprise, et	Yes	\$ 23,911	\$ 23,911		\$922.44	\$4,576.94
24	F1720A	2022	Toyota	TACOMA	0	Trade on New	Yes	\$ 47,911	\$ 47,911		\$1.90	\$2,151.70
25	F30524A	2023	GMC	YUKON XL	0	Trade on New	Yes	\$ 83,999	\$ 83,410		\$4,122.87	\$6,092.59
26	F30095ADR	2019	Ford	F150	20	Trade on Used	Yes	\$ 37,911	\$ 37,911		\$1,337.73	\$0.00
27	F1722A	2022	Subaru	OUTBACK	0	Trade on New	Yes	\$ 30,000	\$ 29,612		\$2,271.11	\$3,625.71
28	F1615C	2015	Dodge	DART	13	Trade on Used	Yes	\$ 10,598	\$ 10,598		\$2,761.80	\$1,084.18
29	PF1723A	2021	Chevrolet	CAMARO	0	Other	Yes	\$ 39,000	\$ 38,615		\$1,950.45	\$1,095.88
30	PF1698ADR	2023	Kia	SORENTO	15	ntal Fleet (Enterprise, et	Yes	\$ 28,000	\$ 27,785		(\$1,083.48)	\$1,310.00
31	PF1627AL	2022	Nissan	FRONTIER	55	Auction/Wholesale	Yes	\$ 29,411	\$ 29,411		\$178.22	\$3,206.55
32	F30489A	2022	Ford	ESCAPE	7	Trade on New	Yes	\$ 22,551	\$ 22,551		\$2,340.09	\$1,170.00
33	F30662A	2013	Ford	ESCAPE	13	Trade on New	Yes	\$ 12,888	\$ 12,888		\$2,273.04	\$0.00

34	PF1712ADR	2021	Ford	F150	10	Auction/Wholesale	Yes	\$	42,777	\$	42,045		\$419.00	\$100.00
35	PF1691A	2020	Ford	RANGER	22	Auction/Wholesale	Yes	\$	25,711	\$	26,500		(\$156.75)	\$4,312.00
36	PF1695ADR	2023	Subaru	OUTLANDER	24	Auction/Wholesale	Yes	\$	23,811	\$	26,500		\$1,160.54	\$2,074.12
37	PF1668ADR	2021	Ford	EXPLORER	25	Auction/Wholesale	Yes	\$	31,453	\$	31,453		\$431.17	\$4,372.05
38	F30639ADR	2012	Ford	F150	4	Trade on Used	Yes	\$	19,924	\$	19,924		\$3,548.86	\$645.00
39	F1737A	2018	Honda	ACCORD	0	Trade on New	Yes	\$	27,000	\$	26,417		(\$142.98)	\$5,048.06
40	PF1701ADR	2021	Ford	F150	25	Auction/Wholesale	Yes	\$	48,888	\$	48,888		\$3,802.16	\$1,198.31
41	PF1624ADR	2020	Ford	EXPLORER	63	Auction/Wholesale	Yes	\$	34,998	\$	34,998		\$486.10	\$6,862.36
42	PF1738ADR	2022	Dodge	CHARGER	0	Other	Yes	\$	24,000	\$	23,717		\$651.05	\$3,817.71
43	PF1608A	2022	Ford	EDGE	73	Auction/Wholesale	Yes	\$	23,911	\$	23,911		(\$1,445.76)	\$4,637.02
44	F30618A	2016	Chevrolet	TRAVERSE	7	Trade on New	Yes	\$	15,924	\$	15,424		\$2,383.06	\$2,304.00
45	PF1616AL	2021	Ford	F150	71	Auction/Wholesale	Yes	\$	39,911	\$	39,911		(\$336.05)	\$3,364.91
46	F1743ADR	2022	Ford	F150	0	Trade on Used	Yes	\$	47,717	\$	47,717		\$3,090.87	\$724.23
47	F30563ADR	2020	Ford	TRANSIT	14	Trade on Used	Yes	\$	30,888	\$	28,300		(\$439.46)	\$0.00
48	F30049CDR	2015	Ford	EXPLORER	9	Trade on Used	Yes	\$	15,000	\$	14,903		\$3,858.00	\$0.00
49	PF1713AL	2019	Ford	FUSION	19	Auction/Wholesale	Yes	\$	17,888	\$	17,550		(\$1,082.41)	\$1,067.96
50	F30290A	2015	Volkswagen	EOS	9	Trade on New	Yes	\$	17,900	\$	14,300		\$2,201.65	\$1,093.12
51	F53572A	2015	Subaru	SUBARU	18	Trade on New	No	\$	15,998	\$	15,998		\$1,589.95	\$627.22
52	PF1732AL	2022	Ford	EXPLORER	6	Auction/Wholesale	No	\$	33,551	\$	33,551		(\$198.95)	\$591.06
53	PF1731ADR	2021	Chevrolet	SILVERADO	6	Auction/Wholesale	Yes	\$	32,551	\$	32,551		\$1,327.61	\$1,573.68

## Scoreboard Totals

% Retailed of Non-Franchise Make	49%
Total # Retail Units	110
Avg. Days to Sale	26.6
Avg. Advertised Price (Time of Sale)	\$ 33,380
Avg. Transaction Price	\$ 32,978
Avg. Market Price at 100%	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!
Avg. Transaction to Market	#DIV/0!
Avg. Transactional Discount	\$ 401
Avg. Front-End Gross	\$ 1,678
Avg. Finance Gross	\$ 2,445
PUVR	\$ 4,005
Total Gross (Units & PUVR)	\$ 440,567
GROI	164%
% with Trade	44%
Avg. Over/Under Allowance	(\$129)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	hailey	meghan
% Retailed of Non-New Franchise	49%	58%	38%
Total # Retail Units	110	26	8
Avg. Days to Sale	26.6	21.1	34.8
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 35,147	\$ 32,327
Avg. Transaction Price	\$ 32,978	\$ 34,948	\$ 31,583
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 401	\$ 199	\$ 744
Avg. Front-End Gross	\$ 1,678	\$ 1,233	\$ 1,084
Avg. Finance Gross	\$ 2,445	\$ 2,176	\$ 1,609
PUVR	\$ 4,005	\$ 3,277	\$ 2,692
Total Gross (Units & PUVR)	\$ 440,567	\$ 85,207	\$ 21,537
GROI	164%	160%	88%
% with Trade	44%	38%	50%
Avg. Over/Under Allowance	-129	758	-417



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

scott	mike		
46%	50%	#DIV/0!	#DIV/0!
46	30	0	0
25.1	31.3	#DIV/0!	#DIV/0!
\$ 33,253	\$ 31,539	#DIV/0!	#DIV/0!
\$ 32,955	\$ 30,882	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 298	\$ 656	#DIV/0!	#DIV/0!
\$ 2,241	\$ 1,217	#DIV/0!	#DIV/0!
\$ 2,936	\$ 2,262	#DIV/0!	#DIV/0!
\$ 4,937	\$ 3,479	#DIV/0!	#DIV/0!
\$ 227,093	\$ 104,358	#DIV/0!	#DIV/0!
215%	130%	#DIV/0!	#DIV/0!
54%	30%	#DIV/0!	#DIV/0!
-333	-200	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	evan	reef
% Retailed of Non-New Franchise	49%	55%	50%
Total # Retail Units	110	11	8
Avg. Days to Sale	26.6	8.3	26.6
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 23,373	\$ 37,309
Avg. Transaction Price	\$ 32,978	\$ 22,439	\$ 37,185
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 401	\$ 934	\$ 124
Avg. Front-End Gross	\$ 1,678	\$ 2,908	\$ 1,330
Avg. Finance Gross	\$ 2,445	\$ 911	\$ 2,730
PUVR	\$ 4,005	\$ 3,820	\$ 4,060
Total Gross (Units & PUVR)	\$ 440,567	\$ 42,015	\$ 32,481
GROI	164%	741%	148%
% with Trade	44%	45%	50%
Avg. Over/Under Allowance	-129	100	0



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leigha	colby	matt	alex o
33%	53%	67%	0%
6	17	3	1
27.8	22.6	13.3	31.0
\$ 40,219	\$ 27,551	\$ 26,954	\$ 52,000
\$ 39,821	\$ 27,337	\$ 26,999	\$ 49,998
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 398	\$ 214	\$ (46)	\$ 2,002
\$ 1,520	\$ 2,314	\$ 1,832	\$ 1,566
\$ 3,927	\$ 1,800	\$ 2,869	\$ 6,691
\$ 4,540	\$ 4,114	\$ 4,701	\$ 8,257
\$ 27,238	\$ 69,935	\$ 14,102	\$ 8,257
148%	240%	470%	192%
83%	59%	67%	0%
490	563	60	#DIV/0!

joe	devin	darron	johnathan
50%	70%	44%	75%
4	10	9	4
18.5	30.9	47.9	56.0
\$ 38,581	\$ 40,097	\$ 33,192	\$ 34,525
\$ 38,329	\$ 40,036	\$ 31,870	\$ 34,275
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 252	\$ 61	\$ 1,322	\$ 250
\$ 1,695	\$ 1,518	\$ 59	\$ 535
\$ 2,772	\$ 3,499	\$ 3,289	\$ 3,439
\$ 4,467	\$ 4,165	\$ 3,348	\$ 3,975
\$ 17,867	\$ 41,651	\$ 30,128	\$ 15,898
227%	121%	79%	75%
50%	30%	22%	0%
-1,000	1,000	0	#DIV/0!

lou	ryan	sammi	brandon	culver
60%	0%	0%	100%	25%
10	2	1	1	8
47.2	8.5	12.0	0.0	29.6
\$ 33,179	\$ 32,769	\$ 31,500	\$ 39,000	\$ 37,829
\$ 32,446	\$ 32,720	\$ 31,318	\$ 38,615	\$ 37,685
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 732	\$ 49	\$ 182	\$ 385	\$ 144
\$ 1,001	\$ 3,908	\$ 3,318	\$ 1,950	\$ 2,026
\$ 2,759	\$ 101	\$ -	\$ 1,096	\$ 1,992
\$ 3,760	\$ 4,008	\$ 3,318	\$ 3,046	\$ 4,018
\$ 37,600	\$ 8,017	\$ 3,318	\$ 3,046	\$ 32,146
88%	519%	318%	#DIV/0!	130%
30%	0%	100%	0%	75%
500	#DIV/0!	1,000	#DIV/0!	-3,000

john	marlon	mike	dontae	antonio
0%	25%	67%	100%	0%
1	4	6	1	2
22.0	16.3	15.2	0.0	8.5
\$ 25,711	\$ 27,307	\$ 35,617	\$ 44,000	\$ 22,462
\$ 26,500	\$ 26,824	\$ 35,617	\$ 43,962	\$ 22,181
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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\$ (789)	\$ 483	\$ -	\$ 38	\$ 281
\$ (157)	\$ 267	\$ 1,164	\$ 2,509	\$ 1,052
\$ 4,312	\$ 1,805	\$ 2,856	\$ 2,132	\$ 1,865
\$ 4,155	\$ 2,073	\$ 3,544	\$ 4,641	\$ 2,917
\$ 4,155	\$ 8,291	\$ 21,264	\$ 4,641	\$ 5,834
257%	171%	236%	#DIV/0!	557%
0%	50%	33%	100%	0%
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SUTTON				
0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0	0
35.0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 53,447	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 53,447	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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\$ -	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,693	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,652	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,344	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,688	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
161%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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## Scoreboard

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Finance Manager	Totals	hailey	marques
% Retailed of Non-New Franchise	49%	41%	56%
Total # Retail Units	110	27	52
Avg. Days to Sale	26.6	28.3	24.2
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 34,031	\$ 33,403
Avg. Transaction Price	\$ 32,978	\$ 33,437	\$ 32,962
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 401	\$ 594	\$ 441
Avg. Front-End Gross	\$ 1,678	\$ 1,911	\$ 1,674
Avg. Finance Gross	\$ 2,445	\$ 2,077	\$ 2,672
PUVR	\$ 4,005	\$ 3,763	\$ 4,295
Total Gross (Units & PUVR)	\$ 440,567	\$ 101,610	\$ 223,348
GROI	164%	143%	194%
% with Trade	44%	41%	48%
Avg. Over/Under Allowance	-129	305	-88



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danny	mike		
45%	33%	#DIV/0!	#DIV/0!
29	3	0	0
27.7	44.3	#DIV/0!	#DIV/0!
\$ 31,978	\$ 40,667	#DIV/0!	#DIV/0!
\$ 31,793	\$ 40,597	#DIV/0!	#DIV/0!
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#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 185	\$ 70	#DIV/0!	#DIV/0!
\$ 1,323	\$ 3,051	#DIV/0!	#DIV/0!
\$ 2,404	\$ 2,034	#DIV/0!	#DIV/0!
\$ 3,599	\$ 5,085	#DIV/0!	#DIV/0!
\$ 104,360	\$ 15,254	#DIV/0!	#DIV/0!
147%	102%	#DIV/0!	#DIV/0!
38%	33%	#DIV/0!	#DIV/0!
667	-10,000	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	110	89	22
Avg. Days to Sale	26.6	27.4	23.2
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 33,189	\$ 33,831
Avg. Transaction Price	\$ 32,978	\$ 32,767	\$ 33,831
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 401	\$ 421	\$ 321
Avg. Front-End Gross	\$ 1,678	\$ 1,523	\$ 2,331
Avg. Finance Gross	\$ 2,445	\$ 2,685	\$ 1,400
PUVR	\$ 4,005	\$ 4,131	\$ 3,498
Total Gross (Units & PUVR)	\$ 440,567	\$ 367,617	\$ 76,955
GROI	164%	166%	160%
% with Trade	44%	43%	45%
Avg. Over/Under Allowance	-129	-282	507



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	110	56	54
Avg. Days to Sale	26.6	31.9	21.6
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 34,661	\$ 31,936
Avg. Transaction Price	\$ 32,978	\$ 34,242	\$ 31,936
Avg. Market Price at 100%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 401	\$ 419	\$ 390
Avg. Front-End Gross	\$ 1,678	\$ 1,655	\$ 1,684
Avg. Finance Gross	\$ 2,445	\$ 2,158	\$ 2,802
PUVR	\$ 4,005	\$ 3,745	\$ 4,299
Total Gross (Units & PUVR)	\$ 440,567	\$ 209,748	\$ 232,160
GROI	164%	123%	224%
% with Trade	44%	43%	44%
Avg. Over/Under Allowance	-129	-14	-289



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	110	34	20
% of Retail Units	100%	31%	18%
% Retailed of Non-New Franchise	49%	56%	50%
Avg. Days to Sale	26.6	16.6	17.1
Avg. Transaction Price	\$ 32,978	\$ 34,873	\$ 25,725
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 401	\$ 608	\$ 527
Avg. Front End Gross	\$ 1,678	\$ 2,499	\$ 2,320
Avg. Finance Gross	\$ 2,445	\$ 2,699	\$ 1,405
PUVR	\$ 4,005	\$ 5,118	\$ 3,352
Total Gross (Units & PUVR)	\$ 440,567	\$ 174,026	\$ 67,049
GROI	164%	319%	274%
% with Trade	44%	62%	30%
Avg. Over/Under Allowance	-129	-541	-63



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	46	1	0
2%	42%	1%	0%
0%	37%	0%	#DIV/0!
31.5	37.6	66.0	#DIV/0!
\$ 38,943	\$ 35,489	\$ 37,777	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 219	\$ 1,153	#DIV/0!
\$ 163	\$ 1,087	\$ 646	#DIV/0!
\$ 823	\$ 2,659	\$ 976	#DIV/0!
\$ 986	\$ 3,689	\$ 1,622	#DIV/0!
\$ 1,972	\$ 169,676	\$ 1,622	#DIV/0!
29%	100%	23%	#DIV/0!
100%	35%	100%	#DIV/0!
-750	485	500	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	5	3
0%	5%	3%
#DIV/0!	100%	100%
#DIV/0!	36.0	0.7
#DIV/0!	\$ 23,697	\$ 31,262
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ 284	\$ 223
#DIV/0!	\$ 191	\$ 1,421
#DIV/0!	\$ 3,278	\$ 2,873
#DIV/0!	\$ 3,469	\$ 4,294
#DIV/0!	\$ 17,346	\$ 12,881
#DIV/0!	146%	7417%
#DIV/0!	20%	33%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	110	52	12
% of Retail Units	100%	47%	11%
% Retailed of Non-New Franchise	49%	42%	33%
Avg. Days to Sale	26.6	13.4	34.8
Avg. Transaction Price	\$ 32,978	\$ 27,083	\$ 37,984
Avg. Transaction to Market %	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 401	\$ 307	\$ 356
Avg. Front End Gross	\$ 1,678	\$ 2,071	\$ 2,174
Avg. Finance Gross	\$ 2,445	\$ 1,732	\$ 3,011
PUVR	\$ 4,005	\$ 3,802	\$ 5,185
Total Gross (Units & PUVR)	\$ 440,567	\$ 197,724	\$ 62,226
GROI	164%	376%	141%
% with Trade	44%	44%	42%
Avg. Over/Under Allowance	-129	-99	-1,590



46-60 days	61-90 days	90+ days
10	13	2
9%	12%	2%
60%	46%	0%
53.3	69.8	158.5
\$ 36,748	\$ 35,680	\$ 40,772
#DIV/0!	#DIV/0!	#DIV/0!
\$ 100	\$ 714	\$ 3,729
\$ 911	\$ (743)	\$ 803
\$ 3,510	\$ 2,557	\$ 5,160
\$ 4,421	\$ 1,813	\$ 5,963
\$ 44,215	\$ 23,572	\$ 11,926
81%	26%	33%
60%	31%	0%
-125	475	#DIV/0!