

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Greg Kadnuck	Frank Cruz	Cliff Swaim III
Dan Pham	Randon Givens	Danielle Gonzalez
James Azuero	Alejandra Flores Soto	Devin Lor
Dan Peoples	House FI Manager	Eric Grimm
		Erik Castaneda
		Jamie Chu
		Jose Celis
		Mike Olenski
		Rob Oja
		Ryan Schott
		Sam Warren
		Seth McAlexander
		Shane Monahan
		Thomas DeHererra
		Tommy Lee
		Preston Ruffatti
		Alex Comar

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	MSS241833A	2021	Mazda	CX30	21	Trade on New	No	\$ 25,690	\$ 25,690	98%	\$3,185	\$142
2	MSSL240001	2024	Subaru	Crosstrek	41	Loaner	Yes	\$ 26,999	\$ 26,999	95%	\$3,830	\$2,400
3	MSSP200360	2020	Subaru	Forester	15	Rental Fleet (Enterprise, etc.)	Yes	\$ 26,624	\$ 26,624	97%	(\$1,612)	\$0
4	MSS241492A	2017	Nissan	Sentra	27	Trade on New	No	\$ 10,902	\$ 10,847	100%	(\$172)	\$1,494
5	MSS241525A	2020	Subaru	Forester	7	Trade on New	Yes	\$ 25,937	\$ 25,509	104%	\$1,476	\$0
6	MSS241659A	2020	Toyota	RAV4	21	Trade on New	No	\$ 32,715	\$ 31,987	99%	\$2,235	\$283
7	MSS241786A	2021	Subaru	Forester	8	Trade on New	Yes	\$ 22,226	\$ 22,226	98%	\$2,597	\$3,038
8	MSS241485B	2021	Subaru	Crosstrek	27	Trade on New	Yes	\$ 24,033	\$ 23,652	99%	\$2,957	\$3,213
9	MSS241990A	2012	Subaru	Outback	5	Trade on New	No	\$ 9,937	\$ 9,937	94%	\$748	\$0
10	MSS241991A	2016	Subaru	Forester	6	Trade on New	No	\$ 16,619	\$ 15,419	103%	(\$907)	\$1,676
11	MSS241682A	2019	GMC	Terrain	35	Trade on New	No	\$ 19,779	\$ 17,100	96%	(\$3,226)	\$3,009
12	MSS241089A	2020	Subaru	Forester	49	Trade on New	No	\$ 19,997	\$ 18,498	90%	\$30,403	\$200
13	MSS241261A	2018	Subaru	Legacy	28	Trade on New	No	\$ 20,486	\$ 20,486	99%	\$2,244	\$2,200
14	MSS241185A	2021	Subaru	Forester	49	Trade on New	Yes	\$ 28,750	\$ 28,750	97%	\$259	\$600
15	MSS241452B	2023	Nissan	Rogue	37	Trade on New	No	\$ 30,225	\$ 28,301	98%	\$163	\$328
16	MSS241500C	2011	Toyota	Venza	14	Trade on Used	No	\$ 11,620	\$ 11,258	104%	\$1,170	\$0
17	MSS241696A	2021	Ford	Edge	52	Trade on New	No	\$ 24,789	\$ 24,789	96%	\$523	\$2,107
18	MSS241934A	2020	Subaru	Impreza	1	Trade on New	Yes	\$ 18,884	\$ 18,884	103%	\$2,642	\$0
19	MSS241523A	2021	Subaru	Ascent	16	Trade on New	Yes	\$ 30,289	\$ 30,289	100%	\$2,957	\$3,213
20	MSSP210800	2021	Subaru	Legacy	16	Auction/Wholesale	Yes	\$ 25,794	\$ 25,794	100%	\$1,628	\$3,606
21	MSS241954A	2010	Honda	CRV	7	Trade on New	No	\$ 10,666	\$ 9,967	104%	\$3,075	\$0
22	MSSP210758	2021	Subaru	Ascent	115	Other	Yes	\$ 28,703	\$ 28,500	92%	(\$3,443)	\$2,000
23	MSSP200359	2020	Subaru	Forester	44	Rental Fleet (Enterprise, etc.)	Yes	\$ 24,637	\$ 24,985	97%	(\$1,951)	\$1,357
24	MSS241711A	2021	Subaru	WRX	5	Trade on New	Yes	\$ 29,932	\$ 29,000	103%	\$1,232	\$2,200
25	MSSP210799	2021	Subaru	Legacy	19	Rental Fleet (Enterprise, etc.)	Yes	\$ 20,999	\$ 20,999	92%	(\$61)	\$465
26	MSS241165A	2010	Chevrolet	Silverado	6	Trade on New	No	\$ 16,457	\$ 14,864	99%	\$2,718	\$1,985
27	MSS240885B	2010	Subaru	Forester	9	Trade on Used	No	\$ 11,054	\$ 11,054	100%	\$2,188	\$1,326
28	MSS241777A	2020	Subaru	Outback	21	Trade on New	Yes	\$ 27,774	\$ 27,774	100%	\$2,564	\$3,802
29	MSS241920A	2021	Subaru	Ascent	10	Trade on New	Yes	\$ 29,578	\$ 29,578	99%	\$981	\$250
30	MSSP210799A	2013	Chrysler	Town & Country	2	Trade on Used	No	\$ 8,132	\$ 3,898	102%	\$360	\$0
31	MSS241883A	2017	Toyota	4Runner	4	Trade on New	No	\$ 29,134	\$ 28,334	101%	\$4,230	\$852
32	MSS241793A	2007	Kia	Sorento	16	Trade on New	No	\$ 7,712	\$ 7,712	101%	\$1,302	\$913
33	MSS241757A	2016	Subaru	Forester	8	Trade on New	No	\$ 13,795	\$ 12,091	103%	\$1,699	\$0
34	STW240984B	2016	Subaru	Legacy	1	Other	No	\$ 14,051	\$ 13,067	103%	\$952	\$0
35	MSS241870A	2014	Nissan	Sentra	12	Trade on New	No	\$ 10,072	\$ 7,316	104%	\$522	\$0

36	MSS241392A	2021	Subaru	Crosstrek	16	Trade on New	Yes	\$ 24,001	\$ 24,001	102%	\$5,982	\$0
37	MSSS180174	2018	Subaru	Crosstrek	9	Street/Curb Buy	No	\$ 17,656	\$ 17,656	100%	\$1,079	\$150
38	MGS240668A	2021	Subaru	Legacy	7	Trade on New	Yes	\$ 23,281	\$ 23,281	97%	\$2,102	\$377
39	MSS241920B	2018	Subaru	Legacy	3	Trade on Used	No	\$ 18,430	\$ 18,430	103%	\$3,806	\$2,727
40	MSS241496A	2021	Subaru	Crosstrek	21	Trade on New	Yes	\$ 26,113	\$ 25,414	101%	\$272	\$4,074
41	MSS241746A	2023	Subaru	Outback	13	Trade on New	Yes	\$ 32,891	\$ 32,891	97%	\$3,349	\$200
42	MSC240366A	2021	Chevrolet	Silverado	1	Other	No	\$ 32,538	\$ 33,498	101%	(\$1,187)	\$2,233
43	MSS241749A	2021	Subaru	Outback	30	Trade on New	Yes	\$ 26,506	\$ 26,506	97%	\$1,448	\$2,000
44	MSS241523A	2021	Subaru	Ascent	16	Trade on New	Yes	\$ 30,289	\$ 30,289	100%	\$4,227	\$0
45	MSS241762B	2021	Subaru	Forester	14	Trade on New	Yes	\$ 25,567	\$ 25,567	99%	\$4,761	\$0
46	MSS241545A	2022	Subaru	Legacy	34	Trade on New	Yes	\$ 25,100	\$ 24,700	98%	\$1,407	\$1,492
47	MSS241868A	2021	Subaru	Forester	7	Trade on New	Yes	\$ 21,609	\$ 21,609	98%	(\$1,417)	\$3,171
48	MGS240546A	2021	Subaru	Outback	26	Trade on New	Yes	\$ 25,823	\$ 25,404	97%	\$433	\$354
49	MSS241897A	2021	Subaru	Forester	25	Trade on New	Yes	\$ 26,270	\$ 26,270	100%	\$517	\$3,875
50	MSS241595A	2021	Subaru	Forester	34	Trade on New	Yes	\$ 28,749	\$ 27,738	99%	(\$151)	\$0
51	MSS242076A	2014	Subaru	Forester	20	Trade on New	No	\$ 14,860	\$ 13,400	112%	(\$870)	\$1,494
52	MSS241917A	2016	Toyota	RAV4	6	Trade on New	No	\$ 17,073	\$ 16,573	102%	\$5,500	\$766
53	MSSS140048	2014	Subaru	Impreza	18	Street/Curb Buy	No	\$ 10,562	\$ 9,772	101%	\$318	\$293

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	200
Avg. Days to Sale	21.2
Avg. Advertised Price (Time of Sale)	\$ 21,263
Avg. Transaction Price	\$ 20,761
Avg. Market Price at 100%	\$ 21,644
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 503
Avg. Front-End Gross	\$ 1,907
Avg. Finance Gross	\$ 1,336
PUVR	\$ 3,243
Total Gross (Units & PUVR)	\$ 648,688
GROI	265%
% with Trade	34%
Avg. Over/Under Allowance	(\$223)



Scoreboard

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Desk Manager	Totals	Greg Kadnuck	Dan Pham
% Retailed of Non-New Franchise	34%	36%	33%
Total # Retail Units	200	73	88
Avg. Days to Sale	21.2	22.1	19.4
Avg. Advertised Price (Time of Sale)	\$ 21,263	\$ 21,090	\$ 21,328
Avg. Transaction Price	\$ 20,761	\$ 20,500	\$ 20,800
Avg. Market Price at 100%	\$ 21,644	\$ 21,405	\$ 21,374
Avg. Price to Market % (Time of Sale)	98%	99%	100%
Avg. Transaction to Market	96%	96%	97%
Avg. Transactional Discount	\$ 503	\$ 590	\$ 529
Avg. Front-End Gross	\$ 1,907	\$ 1,644	\$ 2,021
Avg. Finance Gross	\$ 1,336	\$ 1,521	\$ 1,317
PUVR	\$ 3,243	\$ 3,165	\$ 3,338
Total Gross (Units & PUVR)	\$ 648,688	\$ 231,048	\$ 293,702
GROI	265%	252%	298%
% with Trade	34%	37%	32%
Avg. Over/Under Allowance	-223	-243	-288



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James Azuero	Dan Peeples		
33%	33%	#DIV/0!	#DIV/0!
30	9	0	0
23.8	23.0	#DIV/0!	#DIV/0!
\$ 22,304	\$ 18,565	#DIV/0!	#DIV/0!
\$ 22,006	\$ 18,337	#DIV/0!	#DIV/0!
\$ 22,743	\$ 18,094	#DIV/0!	#DIV/0!
98%	103%	#DIV/0!	#DIV/0!
97%	101%	#DIV/0!	#DIV/0!
\$ 298	\$ 228	#DIV/0!	#DIV/0!
\$ 2,148	\$ 2,127	#DIV/0!	#DIV/0!
\$ 1,026	\$ 1,064	#DIV/0!	#DIV/0!
\$ 3,174	\$ 3,191	#DIV/0!	#DIV/0!
\$ 95,219	\$ 28,719	#DIV/0!	#DIV/0!
218%	272%	#DIV/0!	#DIV/0!
33%	33%	#DIV/0!	#DIV/0!
-99	167	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Alex Comar	Cliff Swaim III
% Retailed of Non-New Franchise	34%	25%	33%
Total # Retail Units	200	16	6
Avg. Days to Sale	21.2	17.7	10.0
Avg. Advertised Price (Time of Sale)	\$ 21,263	\$ 22,415	\$ 21,474
Avg. Transaction Price	\$ 20,761	\$ 22,212	\$ 21,119
Avg. Market Price at 100%	\$ 21,644	\$ 22,472	\$ 15,694
Avg. Price to Market % (Time of Sale)	98%	100%	137%
Avg. Transaction to Market	96%	99%	135%
Avg. Transactional Discount	\$ 503	\$ 204	\$ 356
Avg. Front-End Gross	\$ 1,907	\$ 3,032	\$ 1,920
Avg. Finance Gross	\$ 1,336	\$ 1,371	\$ 1,251
PUVR	\$ 3,243	\$ 4,403	\$ 3,171
Total Gross (Units & PUVR)	\$ 648,688	\$ 70,440	\$ 19,026
GROI	265%	403%	541%
% with Trade	34%	38%	33%
Avg. Over/Under Allowance	-223	84	-1,000



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Danielle Gonzalez	Devin Lor	Eric Grimm	Erik Castaneda
17%	50%	29%	50%
6	10	17	8
35.7	16.2	30.4	20.6
\$ 22,761	\$ 15,930	\$ 18,039	\$ 26,051
\$ 21,976	\$ 15,457	\$ 17,665	\$ 25,357
\$ 23,313	\$ 16,249	\$ 18,793	\$ 26,136
98%	98%	96%	100%
94%	95%	94%	97%
\$ 785	\$ 474	\$ 374	\$ 694
\$ 1,596	\$ 1,842	\$ 1,397	\$ 2,448
\$ 1,032	\$ 1,438	\$ 868	\$ 1,114
\$ 2,628	\$ 3,280	\$ 2,265	\$ 3,562
\$ 15,767	\$ 32,800	\$ 38,508	\$ 28,494
121%	472%	152%	245%
50%	40%	35%	38%
-228	-147	-209	0

Jamie Chu	Jose Celis	Mike Olenski	Rob Oja
28%	33%	#DIV/0!	25%
29	18	0	8
16.1	25.4	#DIV/0!	18.0
\$ 20,981	\$ 21,759	#DIV/0!	\$ 17,185
\$ 20,398	\$ 21,005	#DIV/0!	\$ 16,617
\$ 21,123	\$ 22,202	#DIV/0!	\$ 17,686
99%	98%	#DIV/0!	97%
97%	95%	#DIV/0!	94%
\$ 583	\$ 754	#DIV/0!	\$ 568
\$ 2,226	\$ 1,499	#DIV/0!	\$ 1,046
\$ 1,754	\$ 1,752	#DIV/0!	\$ 828
\$ 3,980	\$ 3,252	#DIV/0!	\$ 1,874
\$ 115,415	\$ 58,529	#DIV/0!	\$ 14,994
437%	219%	#DIV/0!	226%
24%	50%	#DIV/0!	25%
-208	-713	#DIV/0!	-125

Ryan Schott	Sam Warren	Seth McAlexander	Shane Monahan
50%	33%	50%	17%
16	9	12	6
24.6	21.8	18.9	18.5
\$ 21,275	\$ 21,169	\$ 22,307	\$ 22,348
\$ 20,687	\$ 20,669	\$ 21,940	\$ 21,337
\$ 21,875	\$ 21,533	\$ 22,396	\$ 22,594
97%	98%	100%	99%
95%	96%	98%	94%
\$ 587	\$ 500	\$ 367	\$ 1,011
\$ 1,920	\$ 1,863	\$ 1,869	\$ 1,630
\$ 1,199	\$ 1,236	\$ 1,495	\$ 455
\$ 3,118	\$ 3,099	\$ 3,363	\$ 2,085
\$ 49,893	\$ 27,895	\$ 40,359	\$ 12,507
220%	248%	292%	190%
31%	0%	33%	33%
-241	0	-150	-650

Thomas DeHererra	Tommy Lee	Preston Ruffatti	
25%	41%	30%	#DIV/0!
12	17	10	0
22.4	22.9	18.5	#DIV/0!
\$ 21,184	\$ 23,119	\$ 23,675	#DIV/0!
\$ 21,069	\$ 22,545	\$ 23,344	#DIV/0!
\$ 21,841	\$ 23,726	\$ 23,911	#DIV/0!
97%	97%	99%	#DIV/0!
96%	95%	98%	#DIV/0!
\$ 115	\$ 573	\$ 331	#DIV/0!
\$ 1,628	\$ 1,798	\$ 2,037	#DIV/0!
\$ 1,152	\$ 1,337	\$ 1,703	#DIV/0!
\$ 2,781	\$ 3,135	\$ 3,740	#DIV/0!
\$ 33,367	\$ 53,292	\$ 37,402	#DIV/0!
212%	219%	312%	#DIV/0!
42%	24%	60%	#DIV/0!
-176	0	-192	#DIV/0!

Scoreboard

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Finance Manager	Totals	Frank Cruz	Randon Givens
% Retailed of Non-New Franchise	34%	29%	37%
Total # Retail Units	200	59	73
Avg. Days to Sale	21.2	21.6	23.2
Avg. Advertised Price (Time of Sale)	\$ 21,263	\$ 22,119	\$ 21,418
Avg. Transaction Price	\$ 20,761	\$ 21,813	\$ 20,824
Avg. Market Price at 100%	\$ 21,644	\$ 22,358	\$ 21,489
Avg. Price to Market % (Time of Sale)	98%	99%	100%
Avg. Transaction to Market	96%	98%	97%
Avg. Transactional Discount	\$ 503	\$ 306	\$ 594
Avg. Front-End Gross	\$ 1,907	\$ 2,112	\$ 1,970
Avg. Finance Gross	\$ 1,336	\$ 1,573	\$ 1,175
PUVR	\$ 3,243	\$ 3,685	\$ 3,145
Total Gross (Units & PUVR)	\$ 648,688	\$ 217,429	\$ 229,549
GROI	265%	282%	234%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	-223	-288	-242



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Alejandra Flores		House FI Manager	
31%	47%	#DIV/0!	#DIV/0!
51	17	0	0
18.3	19.6	#DIV/0!	#DIV/0!
\$ 21,193	\$ 17,843	#DIV/0!	#DIV/0!
\$ 20,671	\$ 17,106	#DIV/0!	#DIV/0!
\$ 21,549	\$ 18,013	#DIV/0!	#DIV/0!
98%	99%	#DIV/0!	#DIV/0!
96%	95%	#DIV/0!	#DIV/0!
\$ 523	\$ 736	#DIV/0!	#DIV/0!
\$ 1,591	\$ 1,876	#DIV/0!	#DIV/0!
\$ 1,672	\$ 201	#DIV/0!	#DIV/0!
\$ 3,263	\$ 2,077	#DIV/0!	#DIV/0!
\$ 166,397	\$ 35,313	#DIV/0!	#DIV/0!
310%	223%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-174	-58	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	89	111
Avg. Days to Sale	21.2	21.8	20.7
Avg. Advertised Price (Time of Sale)	\$ 21,263	\$ 26,822	\$ 16,211
Avg. Transaction Price	\$ 20,761	\$ 26,435	\$ 16,211
Avg. Market Price at 100%	\$ 21,644	\$ 27,229	\$ 16,846
Avg. Price to Market % (Time of Sale)	98%	99%	96%
Avg. Transaction to Market	96%	97%	96%
Avg. Transactional Discount	\$ 503	\$ 387	\$ 596
Avg. Front-End Gross	\$ 1,907	\$ 1,319	\$ 2,379
Avg. Finance Gross	\$ 1,336	\$ 1,611	\$ 1,116
PUVR	\$ 3,243	\$ 2,930	\$ 3,495
Total Gross (Units & PUVR)	\$ 648,688	\$ 260,765	\$ 387,923
GROI	265%	183%	375%
% with Trade	34%	45%	25%
Avg. Over/Under Allowance	-223	-143	-287



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	119	68
Avg. Days to Sale	21.2	19.6	24.9
Avg. Advertised Price (Time of Sale)	\$ 21,263	\$ 22,943	\$ 16,727
Avg. Transaction Price	\$ 20,761	\$ 22,465	\$ 16,727
Avg. Market Price at 100%	\$ 21,644	\$ 23,330	\$ 17,758
Avg. Price to Market % (Time of Sale)	98%	98%	94%
Avg. Transaction to Market	96%	96%	94%
Avg. Transactional Discount	\$ 503	\$ 478	\$ 556
Avg. Front-End Gross	\$ 1,907	\$ 1,851	\$ 1,936
Avg. Finance Gross	\$ 1,336	\$ 1,472	\$ 1,136
PUVR	\$ 3,243	\$ 3,323	\$ 3,072
Total Gross (Units & PUVR)	\$ 648,688	\$ 395,394	\$ 208,869
GROI	265%	271%	266%
% with Trade	34%	42%	22%
Avg. Over/Under Allowance	-223	-218	-296



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	144	23
% of Retail Units	100%	72%	12%
% Retailed of Non-New Franchise	34%	33%	74%
Avg. Days to Sale	21.2	20.7	17.9
Avg. Transaction Price	\$ 20,761	\$ 21,573	\$ 12,646
Avg. Transaction to Market %	96%	96%	92%
Avg. Transactional Discount	\$ 503	\$ 505	\$ 688
Avg. Front End Gross	\$ 1,907	\$ 2,058	\$ 2,185
Avg. Finance Gross	\$ 1,336	\$ 1,373	\$ 742
PUVR	\$ 3,243	\$ 3,431	\$ 2,926
Total Gross (Units & PUVR)	\$ 648,688	\$ 494,025	\$ 67,306
GROI	265%	277%	466%
% with Trade	34%	34%	13%
Avg. Over/Under Allowance	-223	-167	-465



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	2	8	0
8%	1%	4%	0%
13%	50%	0%	#DIV/0!
17.3	13.5	41.5	#DIV/0!
\$ 19,831	\$ 17,787	\$ 27,067	#DIV/0!
95%	101%	94%	#DIV/0!
\$ 508	\$ -	\$ 342	#DIV/0!
\$ 1,541	\$ 2,331	\$ 1,637	#DIV/0!
\$ 1,688	\$ 1,803	\$ 1,840	#DIV/0!
\$ 3,230	\$ 4,134	\$ 3,477	#DIV/0!
\$ 48,444	\$ 8,267	\$ 27,813	#DIV/0!
340%	620%	111%	#DIV/0!
47%	0%	63%	#DIV/0!
-330	0	-14	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	4	4
0%	2%	2%
#DIV/0!	0%	25%
#DIV/0!	24.0	34.8
#DIV/0!	\$ 25,966	\$ 25,321
#DIV/0!	97%	96%
#DIV/0!	\$ (87)	\$ 500
#DIV/0!	\$ (588)	\$ (918)
#DIV/0!	\$ 618	\$ 1,596
#DIV/0!	\$ 30	\$ 678
#DIV/0!	\$ 120	\$ 2,713
#DIV/0!	2%	28%
#DIV/0!	50%	50%
#DIV/0!	-313	-875

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	150	29
% of Retail Units	100%	75%	14%
% Retailed of Non-New Franchise	34%	31%	38%
Avg. Days to Sale	21.2	12.4	36.4
Avg. Transaction Price	\$ 20,761	\$ 20,483	\$ 22,052
Avg. Transaction to Market %	96%	96%	94%
Avg. Transactional Discount	\$ 503	\$ 495	\$ 626
Avg. Front End Gross	\$ 1,907	\$ 2,107	\$ 973
Avg. Finance Gross	\$ 1,336	\$ 1,369	\$ 1,325
PUVR	\$ 3,243	\$ 3,476	\$ 2,298
Total Gross (Units & PUVR)	\$ 648,688	\$ 521,350	\$ 66,638
GROI	265%	492%	103%
% with Trade	34%	35%	24%
Avg. Over/Under Allowance	-223	-237	-73



46-60 days	61-90 days	90+ days
12	7	2
6%	4%	1%
50%	57%	50%
52.3	66.9	112.5
\$ 19,145	\$ 24,710	\$ 18,700
89%	89%	95%
\$ 244	\$ 727	\$ 102
\$ 3,372	\$ (459)	\$ (17)
\$ 907	\$ 1,416	\$ 1,344
\$ 4,278	\$ 958	\$ 1,328
\$ 51,341	\$ 6,704	\$ 2,655
154%	21%	23%
50%	43%	0%
-576	0	0