

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	242977A	2024	Chevrolet	Silverado	57	Trade on New	No	\$ 52,599	\$ 52,599	92%	(\$2,460)	\$0
2	243579A	2018	Chevrolet	Cruze	7	Trade on New	No	\$ 14,821	\$ 14,821	98%	\$2,534	\$155
3	243365A	2021	Chevrolet	Silverado	44	Trade on New	No	\$ 38,784	\$ 38,784	100%	\$5,979	\$331
4	243404A	2022	Chevrolet	Colorado	67	Trade on New	No	\$ 34,776	\$ 34,776	91%	(\$236)	\$832
5	243169A	2018	Chevrolet	Equinox	42	Trade on New	No	\$ 14,349	\$ 14,349	90%	(\$1,503)	\$3,352
6	243146A	2018	Chevrolet	Colorado	48	Trade on New	No	\$ 23,999	\$ 23,999	98%	\$2,624	\$1,698
7	PX6337	2021	Chevrolet	Traverse	31	Auction/Wholesale	No	\$ 25,425	\$ 25,425	96%	(\$2,809)	\$705
8	243545A	2022	Jeep	Grand Cherokee	19	Trade on New	No	\$ 36,987	\$ 36,987	88%	(\$2,099)	\$369
9	PX6335	2017	Chevrolet	Equinox	32	Auction/Wholesale	No	\$ 7,999	\$ 7,999	80%	\$2,341	\$296
10	243453A	2014	Jeep	Grand Cherokee	29	Trade on New	No	\$ 11,430	\$ 11,430	97%	\$2,201	\$190
11	243294A	2021	Jeep	Gladiator	64	Trade on New	No	\$ 34,421	\$ 34,421	94%	(\$3,294)	\$2,681
12	243345A	2018	Honda	Fit	12	Trade on New	No	\$ 15,555	\$ 15,555	95%	\$608	\$0
13	243410A	2023	Chevrolet	Camaro	37	Trade on New	No	\$ 28,495	\$ 28,495	96%	\$2,830	\$5,075
14	243411A	2016	Nissan	Rogue	12	Trade on New	No	\$ 12,088	\$ 12,088	98%	\$1,115	\$1,498
15	243441A	2012	Volkswagen	Jetta	53	Trade on New	No	\$ 5,999	\$ 5,999	83%	(\$745)	\$0
16	243023B	2019	Honda	CR-V	106	Trade on Used	No	\$ 21,987	\$ 21,987	83%	(\$4,019)	\$1,900
17	243279B	2019	Chevrolet	Traverse	16	Trade on Used	No	\$ 26,986	\$ 26,896	103%	\$6,144	\$869
18	243184A	2018	Ford	EcoSport	58	Trade on New	No	\$ 9,203	\$ 9,203	79%	\$905	\$0
19	243279B	2020	BMW	X5	16	Trade on Used	No	\$ 26,986	\$ 26,986	103%	\$4,635	\$0
20	232254B	2020	Ram	1500	65	Trade on Used	No	\$ 35,662	\$ 35,662	96%	(\$396)	\$504
21	243283A	2013	Lexus	RX350	38	Trade on New	No	\$ 15,555	\$ 15,555	95%	\$1,061	\$1,000
22	242871A	2018	Chevrolet	Silverado	58	Trade on New	No	\$ 22,222	\$ 22,222	93%	\$310	\$1,982
23	243060A	2023	Chevrolet	Silverado	67	Trade on New	No	\$ 37,079	\$ 37,079	95%	\$2,215	\$407
24	243330A	2019	Dodge	Challenger	41	Trade on New	No	\$ 19,102	\$ 19,102	95%	\$2,091	\$0
25	243073A	2021	Chevrolet	Silverado	79	Trade on New	No	\$ 34,696	\$ 34,696	94%	\$414	\$426
26	243492A	2022	Chevrolet	Silverado	29	Trade on New	No	\$ 52,279	\$ 52,279	99%	\$2,486	\$1,905
27	243179C	2020	Dodge	Charger	15	Trade on Used	No	\$ 35,555	\$ 35,555	97%	\$1,236	\$35

28	243307B	2019	Kia	Sorento	29	Trade on Used	No	\$ 17,777	\$ 17,777	99%	\$3,248	\$1,265
29	243240A	2021	Chevrolet	Trailblazer	45	Trade on New	No	\$ 20,214	\$ 20,214	95%	\$837	\$3,293
30	243152A	2023	Jeep	Grand Cherokee	96	Trade on New	No	\$ 43,333	\$ 43,333	87%	(\$2,641)	\$1,727
31	243068A	2020	Ford	F150	28	Trade on New	No	\$ 18,888	\$ 18,888	83%	\$2,636	\$1,934
32	242914A	2022	Chevrolet	Silverado	84	Trade on New	No	\$ 37,999	\$ 37,999	86%	(\$1,214)	\$170
33	243654A	2024	Toyota	Camry	9	Trade on New	No	\$ 26,643	\$ 26,643	100%	\$525	\$0
34	243560A	2021	Chevrolet	Colorado	29	Trade on New	No	\$ 32,447	\$ 32,447	96%	\$1,727	\$1,421
35	243278A	2020	Honda	Pilot	73	Trade on New	No	\$ 20,222	\$ 20,222	84%	(\$2,600)	\$646
36	P6331	2023	Chevrolet	Traverse	44	Auction/Wholesale	No	\$ 42,780	\$ 42,780	95%	\$188	\$584
37	243276A	2021	Dodge	Durango	77	Trade on New	No	\$ 27,499	\$ 27,499	87%	\$3,324	\$4,414
38	243235A	2020	Chevrolet	Traverse	49	Trade on New	No	\$ 28,422	\$ 28,422	94%	\$183	\$0
39	243572A	2023	Honda	Ridgeline	8	Trade on New	No	\$ 37,173	\$ 37,173	95%	\$2,447	\$0
40	243042A	2023	BMW	3 Series	58	Trade on New	No	\$ 58,999	\$ 58,999	96%	\$2,630	\$2,979
41	242741AA	2018	Chevrolet	Suburban	29	Trade on New	No	\$ 26,109	\$ 26,109	97%	\$3,555	\$2,593
42	243519A	2023	Honda	Civic	19	Trade on New	No	\$ 30,333	\$ 30,333	99%	\$3,208	\$1,117
43	243475A	2023	Hyundai	Tucson	20	Trade on New	No	\$ 25,222	\$ 25,222	98%	\$1,278	\$4,678
44	243699AA	2024	Chevrolet	Trax	14	Trade on New	No	\$ 23,663	\$ 23,663	98%	(\$6)	\$0
45	243128A	2024	Subaru	Crosstrek	65	Trade on New	No	\$ 25,222	\$ 25,222	89%	(\$1,955)	\$1,778
46	242924C	2015	Ram	1500	79	Trade on Used	No	\$ 12,999	\$ 12,999	81%	\$1,259	\$1,104
47	243249A	2013	Chevrolet	Camaro	49	Trade on New	No	\$ 11,322	\$ 11,322	102%	\$3,263	\$250
48	243557A	2023	BMW	5 Series	31	Trade on New	No	\$ 35,960	\$ 35,960	96%	(\$1,532)	\$0
49	242811A	2023	Chevrolet	Traverse	52	Trade on New	No	\$ 40,987	\$ 40,987	97%	\$2,598	\$2,662
50	PX6329	2021	Chevrolet	Suburban	43	Street/Curb Buy	No	\$ 54,639	\$ 54,639	100%	\$2,511	\$1,060
51	243308A	2022	Chevrolet	Trax	37	Trade on New	No	\$ 18,325	\$ 18,325	94%	\$1,379	\$1,029
52	243433A	2021	Chevrolet	Silverado	15	Trade on New	No	\$ 43,333	\$ 43,333	99%	\$1,846	\$800
53	243359A	2021	Buick	Encore	46	Trade on New	No	\$ 19,750	\$ 19,750	94%	(\$148)	\$2,139

Scoreboard Totals

% Retailed of Non-Franchise Make	54%
Total # Retail Units	200
Avg. Days to Sale	44.0
Avg. Advertised Price (Time of Sale)	\$ 29,544
Avg. Transaction Price	\$ 29,535
Avg. Market Price at 100%	\$ 31,355
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 9
Avg. Front-End Gross	\$ 1,577
Avg. Finance Gross	\$ 1,081
PUVR	\$ 2,658
Total Gross (Units & PUVR)	\$ 531,529
GROI	74%
% with Trade	28%
Avg. Over/Under Allowance	\$79



Scoreboard

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Desk Manager	Totals	GREG ROMANO	MIKE GILLAND
% Retailed of Non-New Franchise	54%	65%	70%
Total # Retail Units	200	26	10
Avg. Days to Sale	44.0	47.2	49.4
Avg. Advertised Price (Time of Sale)	\$ 29,544	\$ 28,564	\$ 25,952
Avg. Transaction Price	\$ 29,535	\$ 28,564	\$ 25,952
Avg. Market Price at 100%	\$ 31,355	\$ 30,096	\$ 28,427
Avg. Price to Market % (Time of Sale)	94%	95%	91%
Avg. Transaction to Market	94%	95%	91%
Avg. Transactional Discount	\$ 9	\$ -	\$ -
Avg. Front-End Gross	\$ 1,577	\$ 1,117	\$ 426
Avg. Finance Gross	\$ 1,081	\$ 1,065	\$ 964
PUVR	\$ 2,658	\$ 2,183	\$ 1,390
Total Gross (Units & PUVR)	\$ 531,529	\$ 56,748	\$ 13,905
GROI	74%	58%	39%
% with Trade	28%	8%	30%
Avg. Over/Under Allowance	79	-19	0



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RONNIE DAVIS	SCOTT MCCHESENEY	THEO MONTEIRO	
29%	58%	44%	#DIV/0!
17	95	52	0
46.2	44.7	39.5	#DIV/0!
\$ 31,010	\$ 27,960	\$ 33,140	#DIV/0!
\$ 31,010	\$ 27,985	\$ 33,061	#DIV/0!
\$ 32,878	\$ 29,225	\$ 34,697	#DIV/0!
94%	96%	96%	#DIV/0!
94%	96%	95%	#DIV/0!
\$ -	\$ (24)	\$ 79	#DIV/0!
\$ 1,112	\$ 2,033	\$ 1,347	#DIV/0!
\$ 1,407	\$ 1,000	\$ 1,152	#DIV/0!
\$ 2,519	\$ 3,032	\$ 2,499	#DIV/0!
\$ 42,821	\$ 288,086	\$ 129,969	#DIV/0!
63%	87%	69%	#DIV/0!
24%	28%	38%	#DIV/0!
176	59	150	#DIV/0!

Scoreboard

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Sales Consultant	Totals	ANTHONY LISTORTI	ANDRE DOWRIDGE
% Retailed of Non-New Franchise	54%	29%	40%
Total # Retail Units	200	7	5
Avg. Days to Sale	44.0	47.7	45.2
Avg. Advertised Price (Time of Sale)	\$ 29,544	\$ 28,033	\$ 29,674
Avg. Transaction Price	\$ 29,535	\$ 28,033	\$ 29,674
Avg. Market Price at 100%	\$ 31,355	\$ 30,655	\$ 32,216
Avg. Price to Market % (Time of Sale)	94%	91%	92%
Avg. Transaction to Market	94%	91%	92%
Avg. Transactional Discount	\$ 9	\$ -	\$ -
Avg. Front-End Gross	\$ 1,577	\$ (182)	\$ (394)
Avg. Finance Gross	\$ 1,081	\$ 1,922	\$ 1,475
PUVR	\$ 2,658	\$ 1,740	\$ 1,080
Total Gross (Units & PUVR)	\$ 531,529	\$ 12,180	\$ 5,402
GROI	74%	47%	29%
% with Trade	28%	29%	40%
Avg. Over/Under Allowance	79	143	344



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BRADLEY HERZBER	CAM INGRAM	CJ WHITE	DANA WEAVER
83%	40%	50%	50%
6	5	2	10
50.2	47.0	27.5	40.4
\$ 28,060	\$ 23,710	\$ 21,383	\$ 22,695
\$ 28,060	\$ 23,710	\$ 21,383	\$ 22,695
\$ 29,835	\$ 24,099	\$ 22,127	\$ 23,976
94%	98%	97%	95%
94%	98%	97%	95%
\$ -	\$ -	\$ -	\$ -
\$ (925)	\$ 3,408	\$ 1,042	\$ 1,872
\$ 933	\$ 1,071	\$ -	\$ 1,137
\$ 8	\$ 4,479	\$ 1,042	\$ 3,009
\$ 47	\$ 22,394	\$ 2,084	\$ 30,086
0%	145%	64%	118%
33%	0%	0%	20%
-167	0	0	197

DAVE MEHAN	DIEYNA DIAGANA	ELIJAH STOKES	ELIZETH SOSA
56%	38%	70%	40%
9	8	20	15
31.4	58.4	50.7	56.7
\$ 23,772	\$ 21,246	\$ 24,515	\$ 35,792
\$ 23,772	\$ 21,246	\$ 24,515	\$ 35,792
\$ 24,761	\$ 23,615	\$ 25,951	\$ 36,974
96%	90%	94%	97%
96%	90%	94%	97%
\$ -	\$ -	\$ -	\$ -
\$ 1,846	\$ (263)	\$ 1,624	\$ 2,753
\$ 1,129	\$ 117	\$ 816	\$ 2,048
\$ 2,975	\$ (146)	\$ 2,441	\$ 4,800
\$ 26,771	\$ (1,167)	\$ 48,811	\$ 72,004
143%	-4%	71%	85%
22%	25%	25%	40%
129	-63	158	143

JOEL WILLIAMS	JORGE CASARRUBI	JUSTIN REED	MATT GLEASON
57%	59%	57%	33%
7	17	7	6
32.6	38.8	31.6	32.8
\$ 26,510	\$ 30,857	\$ 32,475	\$ 31,917
\$ 26,498	\$ 30,993	\$ 32,475	\$ 31,917
\$ 27,352	\$ 32,216	\$ 33,624	\$ 33,508
97%	96%	97%	95%
97%	96%	97%	95%
\$ 13	\$ (136)	\$ -	\$ -
\$ 2,128	\$ 2,397	\$ 1,614	\$ 1,624
\$ 1,708	\$ 1,129	\$ 466	\$ 1,510
\$ 3,836	\$ 3,526	\$ 2,080	\$ 3,135
\$ 26,851	\$ 59,943	\$ 14,560	\$ 18,808
160%	105%	73%	108%
14%	29%	43%	33%
0	54	-208	250

MAURA EDGE	PATRICK GILLIGAN	TOM MORRIS	WYATT STROUD
67%	91%	67%	56%
3	11	12	9
75.7	35.3	54.2	44.0
\$ 38,278	\$ 23,743	\$ 31,348	\$ 30,274
\$ 38,278	\$ 23,743	\$ 31,015	\$ 30,274
\$ 41,819	\$ 25,410	\$ 33,015	\$ 31,565
92%	93%	95%	96%
92%	93%	94%	96%
\$ -	\$ -	\$ 333	\$ -
\$ (1,240)	\$ 838	\$ 826	\$ 2,507
\$ 1,605	\$ 353	\$ 981	\$ 991
\$ 365	\$ 1,191	\$ 1,807	\$ 3,498
\$ 1,094	\$ 13,099	\$ 21,686	\$ 31,478
5%	51%	39%	95%
33%	9%	42%	11%
0	-20	112	317

MARCUS LEE	SLY SNOW	MIKE DALESSANDE	GUY BIWAGOU
43%	50%	57%	0%
21	4	7	1
46.4	42.0	29.7	13.0
\$ 35,387	\$ 33,719	\$ 32,374	\$ 43,988
\$ 35,387	\$ 33,719	\$ 32,374	\$ 43,988
\$ 37,193	\$ 35,141	\$ 33,116	\$ 43,552
95%	96%	98%	101%
95%	96%	98%	101%
\$ -	\$ -	\$ -	\$ -
\$ 1,235	\$ 2,181	\$ 3,510	\$ 4,166
\$ 706	\$ 818	\$ 1,407	\$ 769
\$ 1,941	\$ 2,999	\$ 4,917	\$ 4,934
\$ 40,768	\$ 11,997	\$ 34,421	\$ 4,934
43%	76%	184%	311%
33%	0%	29%	100%
-36	0	-68	0

THEO MONTEIRO	De'Shai Weldon	Brian Thorpe	
0%	33%	0%	#DIV/0!
1	6	1	0
34.0	37.3	50.0	#DIV/0!
\$ 10,987	\$ 38,720	\$ 50,999	#DIV/0!
\$ 10,987	\$ 38,720	\$ 50,999	#DIV/0!
\$ 12,926	\$ 39,740	\$ 52,576	#DIV/0!
85%	97%	97%	#DIV/0!
85%	97%	97%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ 2,116	\$ 2,362	\$ 3,724	#DIV/0!
\$ -	\$ 1,960	\$ 1,500	#DIV/0!
\$ 2,116	\$ 4,323	\$ 5,224	#DIV/0!
\$ 2,116	\$ 25,936	\$ 5,224	#DIV/0!
204%	108%	74%	#DIV/0!
100%	50%	0%	#DIV/0!
0	417	0	#DIV/0!

Scoreboard

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Finance Manager	Totals	MANNY BOTELL	GREG INGRAM
% Retailed of Non-New Franchise	54%	61%	54%
Total # Retail Units	200	67	70
Avg. Days to Sale	44.0	46.5	46.9
Avg. Advertised Price (Time of Sale)	\$ 29,544	\$ 31,851	\$ 28,312
Avg. Transaction Price	\$ 29,535	\$ 31,858	\$ 28,338
Avg. Market Price at 100%	\$ 31,355	\$ 33,472	\$ 29,682
Avg. Price to Market % (Time of Sale)	94%	95%	95%
Avg. Transaction to Market	94%	95%	95%
Avg. Transactional Discount	\$ 9	\$ (7)	\$ (25)
Avg. Front-End Gross	\$ 1,577	\$ 1,494	\$ 1,744
Avg. Finance Gross	\$ 1,081	\$ 1,302	\$ 918
PUVR	\$ 2,658	\$ 2,796	\$ 2,662
Total Gross (Units & PUVR)	\$ 531,529	\$ 187,359	\$ 186,328
GROI	74%	68%	72%
% with Trade	28%	31%	24%
Avg. Over/Under Allowance	79	52	131



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ERIC CUDA	TOM MORRIS	IBRA DIOUF	
31%	67%	53%	#DIV/0!
26	6	30	0
42.2	34.7	35.5	#DIV/0!
\$ 27,877	\$ 31,426	\$ 28,688	#DIV/0!
\$ 27,723	\$ 31,426	\$ 28,688	#DIV/0!
\$ 29,810	\$ 32,220	\$ 29,950	#DIV/0!
94%	98%	96%	#DIV/0!
93%	98%	96%	#DIV/0!
\$ 154	\$ -	\$ -	#DIV/0!
\$ 662	\$ 1,976	\$ 2,112	#DIV/0!
\$ 1,196	\$ 682	\$ 979	#DIV/0!
\$ 1,858	\$ 2,659	\$ 3,091	#DIV/0!
\$ 48,318	\$ 15,952	\$ 92,727	#DIV/0!
57%	88%	109%	#DIV/0!
23%	33%	33%	#DIV/0!
114	-63	20	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	44.0	#DIV/0!	44.0
Avg. Advertised Price (Time of Sale)	\$ 29,544	#DIV/0!	\$ 29,535
Avg. Transaction Price	\$ 29,535	#DIV/0!	\$ 29,535
Avg. Market Price at 100%	\$ 31,355	#DIV/0!	\$ 31,031
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	95%
Avg. Transaction to Market	94%	#DIV/0!	95%
Avg. Transactional Discount	\$ 9	#DIV/0!	\$ 9
Avg. Front-End Gross	\$ 1,577	#DIV/0!	\$ 1,577
Avg. Finance Gross	\$ 1,081	#DIV/0!	\$ 1,081
PUVR	\$ 2,658	#DIV/0!	\$ 2,658
Total Gross (Units & PUVR)	\$ 531,529	#DIV/0!	\$ 531,529
GROI	74%	#DIV/0!	74%
% with Trade	28%	#DIV/0!	28%
Avg. Over/Under Allowance	79	#DIV/0!	79



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	93	107
Avg. Days to Sale	44.0	45.0	43.2
Avg. Advertised Price (Time of Sale)	\$ 29,544	\$ 32,316	\$ 27,140
Avg. Transaction Price	\$ 29,535	\$ 32,292	\$ 27,140
Avg. Market Price at 100%	\$ 31,355	\$ 33,782	\$ 28,640
Avg. Price to Market % (Time of Sale)	94%	96%	95%
Avg. Transaction to Market	94%	96%	95%
Avg. Transactional Discount	\$ 9	\$ 24	\$ (4)
Avg. Front-End Gross	\$ 1,577	\$ 1,657	\$ 1,507
Avg. Finance Gross	\$ 1,081	\$ 1,215	\$ 964
PUVR	\$ 2,658	\$ 2,872	\$ 2,471
Total Gross (Units & PUVR)	\$ 531,529	\$ 267,140	\$ 264,390
GROI	74%	71%	76%
% with Trade	28%	28%	28%
Avg. Over/Under Allowance	79	120	44



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	147	30
% of Retail Units	100%	74%	15%
% Retailed of Non-New Franchise	54%	54%	80%
Avg. Days to Sale	44.0	44.5	45.7
Avg. Transaction Price	\$ 29,535	\$ 29,269	\$ 27,251
Avg. Transaction to Market %	94%	94%	94%
Avg. Transactional Discount	\$ 9	\$ 24	\$ 3
Avg. Front End Gross	\$ 1,577	\$ 1,538	\$ 2,125
Avg. Finance Gross	\$ 1,081	\$ 1,148	\$ 981
PUVR	\$ 2,658	\$ 2,686	\$ 3,106
Total Gross (Units & PUVR)	\$ 531,529	\$ 394,859	\$ 93,180
GROI	74%	74%	90%
% with Trade	28%	30%	27%
Avg. Over/Under Allowance	79	85	151



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
12	7	0	3
6%	4%	0%	2%
17%	0%	#DIV/0!	33%
48.5	42.6	#DIV/0!	5.3
\$ 42,818	\$ 24,837	#DIV/0!	\$ 28,687
101%	91%	#DIV/0!	97%
\$ -	\$ (266)	#DIV/0!	\$ -
\$ 2,779	\$ (1,110)	#DIV/0!	\$ -
\$ 994	\$ 447	#DIV/0!	\$ 433
\$ 3,774	\$ (663)	#DIV/0!	\$ 433
\$ 45,284	\$ (4,643)	#DIV/0!	\$ 1,300
65%	-23%	#DIV/0!	102%
17%	29%	#DIV/0!	0%
-33	-112	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	0
1%	0%	0%
0%	#DIV/0!	#DIV/0!
0.0	#DIV/0!	#DIV/0!
\$ 13,275	#DIV/0!	#DIV/0!
88%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 1,550	#DIV/0!	#DIV/0!
\$ 1,550	#DIV/0!	#DIV/0!
\$ 1,550	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	72	46
% of Retail Units	100%	36%	23%
% Retailed of Non-New Franchise	54%	60%	50%
Avg. Days to Sale	44.0	17.3	38.4
Avg. Transaction Price	\$ 29,535	\$ 29,279	\$ 29,562
Avg. Transaction to Market %	94%	98%	96%
Avg. Transactional Discount	\$ 9	\$ 31	\$ (10)
Avg. Front End Gross	\$ 1,577	\$ 2,614	\$ 1,907
Avg. Finance Gross	\$ 1,081	\$ 861	\$ 1,327
PUVR	\$ 2,658	\$ 3,474	\$ 3,234
Total Gross (Units & PUVR)	\$ 531,529	\$ 250,141	\$ 148,753
GROI	74%	247%	102%
% with Trade	28%	31%	33%
Avg. Over/Under Allowance	79	25	55



46-60 days	61-90 days	90+ days
35	32	13
18%	16%	7%
51%	44%	62%
52.1	72.7	126.4
\$ 30,686	\$ 27,845	\$ 31,836
92%	90%	86%
\$ -	\$ -	\$ -
\$ 1,709	\$ 375	\$ (2,489)
\$ 982	\$ 1,263	\$ 1,294
\$ 2,691	\$ 1,639	\$ (1,195)
\$ 94,182	\$ 52,435	\$ (15,532)
61%	29%	-11%
26%	19%	31%
88	188	188