

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
JAMES, MITCHELL L	RICHARD SPEROS	BRANDON DELEON
ROBINSON, JAMES	LARRY JOHNSON	BRIAN DAVIS
HAYES, DAVID D	ZAC BRADLEY	BRICE BIVENS
LEWIS, EDWIN	ELSTON HAMPTON	BRYAN RHODES
	DEREK HALL	BRYAN WELK
		CINDY LONG
		CLAY HARDGROW
		DAVID SITTON
		DIANA VARGAS
		EARL GREGORY
		KENDRA MYERS
		KRISH TAYLOR
		MALACHI RASAR
		MARK CARNEY
		MATT M JACKSON
		NOAH GEESLIN
		RONALD LEWIS
		SARAH MONTAGUE
		SHANE WILLIAMS
		JOSHUA BRADLEY

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	22065BX	2023	Toyota	Crown	142	Auction/Wholesale	No	\$36,492	\$36,000	87%	(\$3,312)	\$500
2	R232484A	2019	Honda	Odyssey	127	Trade on New	No	\$26,492	\$24,992	91%	\$474	\$1,893
3	22985BX	2023	Toyota	Highlander	99	Auction/Wholesale	No	\$38,992	\$38,992	99%	(\$2,615)	\$1,982
4	P003132T	2023	Toyota	Crown	95	ntal Fleet (Enterprise, e	No	\$40,992	\$40,992	88%	(\$2,514)	\$505
5	22242BX	2021	Toyota	Highlander	90	Auction/Wholesale	No	\$27,992	\$27,992	74%	(\$2,484)	\$594
6	22243BX	2019	Toyota	Land Cruiser	83	Auction/Wholesale	No	\$65,592	\$65,592	106%	(\$1,223)	\$0
7	22276CX	2013	Lexus	ES 350	78	Auction/Wholesale	No	\$15,494	\$13,994	106%	(\$2,094)	\$1,166
8	22264BX	2019	Toyota	Tundra	103	Auction/Wholesale	No	\$33,992	\$33,992	98%	(\$2,816)	\$1,762
9	22263BX	2021	Toyota	Tacoma	86	Auction/Wholesale	No	\$32,996	\$31,996	95%	(\$3,817)	\$1,889
10	22262BX	2021	Lexus	ES	86	Auction/Wholesale	No	\$29,992	\$29,992	104%	(\$2,553)	\$3,318
11	22255CX	2021	Toyota	Corolla	88	ntal Fleet (Enterprise, e	No	\$18,692	\$18,692	104%	(\$1,725)	\$1,657
12	22287BX	2022	Toyota	Tundra	82	Auction/Wholesale	No	\$50,992	\$50,992	103%	(\$1,570)	\$7,115
13	22283BX	2021	Lexus	ES	88	Auction/Wholesale	No	\$31,492	\$31,492	106%	(\$1,476)	\$0
14	22291BX	2021	Toyota	Tacoma	79	Auction/Wholesale	No	\$39,492	\$39,992	112%	(\$2,167)	\$0
15	22121DA	2022	Toyota	Corolla	76	Trade on Used	No	\$20,996	\$20,300	93%	(\$2,479)	\$399
16	22292BX	2021	Toyota	Tundra	72	Auction/Wholesale	No	\$47,992	\$47,992	128%	(\$3,998)	\$4,625
17	22300BX	2024	Toyota	GR Supra	74	Auction/Wholesale	No	\$67,992	\$67,992	108%	(\$1,797)	\$7,162
18	22318BX	2024	Toyota	GR Supra	79	Auction/Wholesale	No	\$63,996	\$63,996	102%	(\$828)	\$5,160
19	22312BX	2021	Toyota	Tacoma	80	Auction/Wholesale	No	\$38,696	\$38,499	106%	(\$1,840)	\$0
20	R000194B	2020	Jeep	Grand Cherokee	94	Trade on Used	No	\$24,492	\$24,992	111%	(\$817)	\$0
21	22339BX	2020	Lexus	GX	66	Auction/Wholesale	No	\$38,992	\$38,336	93%	(\$2,868)	\$2,947
22	22342CX	2022	Toyota	RAV4	65	Auction/Wholesale	No	\$23,592	\$23,592	95%	(\$2,139)	\$1,919
23	22340CX	2020	Toyota	Corolla	61	ntal Fleet (Enterprise, e	No	\$17,992	\$17,992	100%	(\$1,677)	\$809
24	22348BX	2019	Lexus	LX	67	Auction/Wholesale	No	\$53,592	\$54,992	101%	(\$1,228)	\$500
25	R272984A	2017	Toyota	Highlander	64	Trade on New	No	\$22,992	\$22,992	100%	\$1,153	\$4,396
26	R031155A	2024	Toyota	Tundra	72	Trade on New	No	\$58,492	\$58,492	91%	(\$3,539)	\$5,853
27	R016354A	2020	Toyota	RAV4	64	Trade on New	No	\$29,992	\$29,992	101%	(\$1,894)	\$500

28	22371CX	2017 Lexus	NX	51	Street/Curb Buy	No	\$22,992	\$22,992	104%	(\$98)	\$3,488
29	22372CX	2022 Toyota	4Runner	74	Auction/Wholesale	No	\$49,492	\$49,492	96%	(\$939)	\$0
30	22373CX	2021 Toyota	GR Supra	53	Auction/Wholesale	No	\$46,992	\$46,992	98%	(\$2,590)	\$350
31	22379BX	2022 Toyota	Highlander	63	Auction/Wholesale	No	\$39,992	\$39,992	94%	(\$2,456)	\$6,208
32	22356BX	2022 Toyota	4Runner	87	Auction/Wholesale	No	\$40,392	\$37,490	102%	(\$3,611)	\$200
33	R177272A	2020 Toyota	Tundra	87	Trade on New	No	\$31,592	\$31,703	79%	(\$898)	\$0
34	R005719A	2024 Acura	Integra	50	Trade on New	No	\$48,996	\$48,496	97%	(\$1,276)	\$0
35	R041751A	2021 Ram	3500	61	Trade on New	No	\$19,000	\$40,996	96%	\$2,078	\$430
36	22392BX	2021 Toyota	Tacoma	55	Auction/Wholesale	No	\$39,992	\$39,992	113%	(\$2,739)	\$4,069
37	22391BX	2021 Toyota	Tacoma	84	Auction/Wholesale	No	\$27,592	\$27,895	87%	(\$1,799)	\$0
38	22394BX	2018 Toyota	Tundra	58	Auction/Wholesale	No	\$33,492	\$33,492	101%	(\$3,410)	\$1,261
39	22398BX	2022 Lexus	RX	82	Auction/Wholesale	No	\$37,992	\$37,568	84%	(\$1,570)	\$8,266
40	22405CX	2023 Toyota	Highlander	47	Auction/Wholesale	No	\$51,292	\$51,292	97%	(\$1,200)	\$400
41	22406CX	2023 Lexus	ES	61	Auction/Wholesale	No	\$46,992	\$46,207	99%	(\$2,045)	\$520
42	22408CX	2020 Toyota	Prius Prime	50	Auction/Wholesale	No	\$25,792	\$25,592	97%	(\$3,224)	\$0
43	R173896A	2020 Toyota	Tundra	67	Trade on New	No	\$36,992	\$36,801	94%	\$388	\$2,598
44	R430328A	2020 Toyota	RAV4	56	Trade on New	No	\$21,492	\$21,492	93%	(\$2,989)	\$5,286
45	R006073A	2023 Toyota	Tacoma	53	Trade on New	No	\$41,992	\$41,992	96%	\$699	\$0
46	22442BX	2021 Toyota	Tacoma	41	Auction/Wholesale	No	\$22,492	\$22,200	76%	(\$888)	\$794
47	22437BX	2021 Toyota	Tundra	49	Auction/Wholesale	No	\$39,892	\$39,892	78%	(\$3,515)	\$1,716
48	22435BX	2021 Lexus	RX	45	Auction/Wholesale	No	\$46,992	\$45,981	113%	\$927	\$0
49	22439BX	2020 Toyota	4Runner	66	Auction/Wholesale	No	\$30,492	\$30,492	96%	(\$861)	\$2,753
50	22443BX	2024 Toyota	Tundra	65	Auction/Wholesale	No	\$73,492	\$73,330	95%	(\$1,877)	\$330
51	22430CX	2021 Toyota	Corolla	51	ntal Fleet (Enterprise, e	No	\$18,392	\$18,392	103%	(\$1,651)	\$2,412
52	22440BX	2021 Toyota	Corolla	56	Auction/Wholesale	No	\$21,892	\$21,155	114%	(\$634)	\$3,310
53	R202355A	2018 Toyota	Sienna	43	Trade on New	No	\$27,192	\$27,142	93%	\$895	\$370

Scoreboard Totals

% Retailed of Non-Franchise Make	26%
Total # Retail Units	200
Avg. Days to Sale	41.9
Avg. Advertised Price (Time of Sale)	\$ 30,810
Avg. Transaction Price	\$ 30,626
Avg. Market Price at 100%	\$ 31,723
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 184
Avg. Front-End Gross	\$ (103)
Avg. Finance Gross	\$ 1,748
PUVR	\$ 1,645
Total Gross (Units & PUVR)	\$ 328,905
GROI	46%
% with Trade	28%
Avg. Over/Under Allowance	\$143



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	JAMES, MITCHELL L	ROBINSON, JAMES
% Retailed of Non-New Franchise	26%	29%	22%
Total # Retail Units	200	41	76
Avg. Days to Sale	41.9	43.8	39.9
Avg. Advertised Price (Time of Sale)	\$ 30,810	\$ 35,266	\$ 29,019
Avg. Transaction Price	\$ 30,626	\$ 34,847	\$ 28,756
Avg. Market Price at 100%	\$ 31,723	\$ 35,077	\$ 30,491
Avg. Price to Market % (Time of Sale)	97%	101%	95%
Avg. Transaction to Market	97%	99%	94%
Avg. Transactional Discount	\$ 184	\$ 419	\$ 262
Avg. Front-End Gross	\$ (103)	\$ (110)	\$ 267
Avg. Finance Gross	\$ 1,748	\$ 1,129	\$ 2,396
PUVR	\$ 1,645	\$ 1,019	\$ 2,663
Total Gross (Units & PUVR)	\$ 328,905	\$ 41,781	\$ 202,406
GROI	46%	24%	83%
% with Trade	28%	27%	28%
Avg. Over/Under Allowance	143	125	177



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HAYES,DAVID D	LEWIS,EDWIN		
25%	35%	#DIV/0!	#DIV/0!
40	34	0	0
43.9	43.9	#DIV/0!	#DIV/0!
\$ 31,053	\$ 29,199	#DIV/0!	#DIV/0!
\$ 30,725	\$ 29,519	#DIV/0!	#DIV/0!
\$ 32,283	\$ 29,677	#DIV/0!	#DIV/0!
96%	98%	#DIV/0!	#DIV/0!
95%	99%	#DIV/0!	#DIV/0!
\$ 329	\$ (320)	#DIV/0!	#DIV/0!
\$ (489)	\$ (633)	#DIV/0!	#DIV/0!
\$ 1,491	\$ 1,552	#DIV/0!	#DIV/0!
\$ 1,002	\$ 919	#DIV/0!	#DIV/0!
\$ 40,082	\$ 31,251	#DIV/0!	#DIV/0!
27%	26%	#DIV/0!	#DIV/0!
28%	32%	#DIV/0!	#DIV/0!
154	-90	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	BRANDON DELEON	BRIAN DAVIS
% Retailed of Non-New Franchise	26%	29%	17%
Total # Retail Units	200	7	6
Avg. Days to Sale	41.9	51.1	60.7
Avg. Advertised Price (Time of Sale)	\$ 30,810	\$ 33,821	\$ 38,759
Avg. Transaction Price	\$ 30,626	\$ 33,482	\$ 38,310
Avg. Market Price at 100%	\$ 31,723	\$ 35,906	\$ 38,085
Avg. Price to Market % (Time of Sale)	97%	94%	102%
Avg. Transaction to Market	97%	93%	101%
Avg. Transactional Discount	\$ 184	\$ 339	\$ 450
Avg. Front-End Gross	\$ (103)	\$ (934)	\$ 126
Avg. Finance Gross	\$ 1,748	\$ 4,045	\$ 1,268
PUVR	\$ 1,645	\$ 3,110	\$ 1,395
Total Gross (Units & PUVR)	\$ 328,905	\$ 21,773	\$ 8,368
GROI	46%	65%	22%
% with Trade	28%	14%	50%
Avg. Over/Under Allowance	143	#DIV/0!	-2,000



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BRICE BIVENS	BRYAN RHODES	BRYAN RHODES	BRYAN WELK
25%	13%	13%	21%
4	8	8	14
43.5	36.4	36.4	47.4
\$ 43,267	\$ 28,756	\$ 28,756	\$ 37,221
\$ 42,889	\$ 28,019	\$ 28,019	\$ 37,123
\$ 43,591	\$ 28,948	\$ 28,948	\$ 36,661
99%	99%	99%	102%
98%	97%	97%	101%
\$ 378	\$ 736	\$ 736	\$ 98
\$ 623	\$ 610	\$ 610	\$ (960)
\$ 839	\$ 2,713	\$ 2,713	\$ 1,714
\$ 1,463	\$ 3,322	\$ 3,322	\$ 753
\$ 5,850	\$ 26,580	\$ 26,580	\$ 10,546
28%	117%	117%	15%
50%	25%	25%	36%
#DIV/0!	-500	-500	625

CINDY LONG	CLAY HARDGROW	DAVID SITTON	DIANA VARGAS
23%	50%	25%	33%
13	4	8	6
43.2	27.5	41.1	65.8
\$ 38,115	\$ 19,267	\$ 27,669	\$ 37,775
\$ 38,069	\$ 18,980	\$ 27,258	\$ 37,884
\$ 39,007	\$ 20,234	\$ 28,004	\$ 39,567
98%	95%	99%	95%
98%	94%	97%	96%
\$ 46	\$ 287	\$ 410	\$ (108)
\$ (17)	\$ 147	\$ (990)	\$ 29
\$ 1,556	\$ 1,831	\$ 1,772	\$ 666
\$ 1,539	\$ 1,978	\$ 781	\$ 695
\$ 20,004	\$ 7,910	\$ 6,249	\$ 4,171
34%	136%	25%	10%
54%	50%	13%	17%
1,000	#DIV/0!	1,000	500

EARL GREGORY	KENDRA MYERS	KRISH TAYLOR	MALACHI RASAR
12%	21%	20%	0%
17	14	15	5
39.1	34.4	36.3	52.2
\$ 24,205	\$ 25,400	\$ 26,932	\$ 35,232
\$ 24,072	\$ 24,924	\$ 26,678	\$ 34,667
\$ 25,386	\$ 25,540	\$ 27,954	\$ 36,330
95%	99%	96%	97%
95%	98%	95%	95%
\$ 133	\$ 476	\$ 254	\$ 565
\$ (145)	\$ (364)	\$ 423	\$ (585)
\$ 1,009	\$ 1,404	\$ 2,632	\$ 2,150
\$ 863	\$ 1,041	\$ 3,055	\$ 1,564
\$ 14,679	\$ 14,570	\$ 45,821	\$ 7,822
33%	44%	113%	31%
18%	43%	40%	20%
500	-2,380	714	#DIV/0!

MARK CARNEY	MATT M JACKSON	NOAH GEESLIN	RONALD LEWIS
29%	42%	38%	18%
14	19	8	11
38.2	41.4	50.6	38.7
\$ 38,286	\$ 28,661	\$ 28,606	\$ 26,366
\$ 39,593	\$ 28,346	\$ 28,553	\$ 26,225
\$ 40,768	\$ 28,784	\$ 33,468	\$ 27,567
94%	100%	85%	96%
97%	98%	85%	95%
\$ (1,307)	\$ 315	\$ 53	\$ 141
\$ 465	\$ (351)	\$ (105)	\$ 144
\$ 1,467	\$ 2,031	\$ 2,232	\$ 2,439
\$ 1,932	\$ 1,680	\$ 2,127	\$ 2,582
\$ 27,050	\$ 31,916	\$ 17,014	\$ 28,406
46%	52%	53%	92%
21%	21%	38%	9%
377	-1,000	1,833	-500

SARAH MONTAGUI	SHANE WILLIAMS	JOSHUA BRADLEY	
42%	29%	33%	#DIV/0!
12	7	6	0
32.7	45.0	45.8	#DIV/0!
\$ 23,811	\$ 35,235	\$ 29,810	#DIV/0!
\$ 23,330	\$ 34,366	\$ 29,571	#DIV/0!
\$ 24,059	\$ 34,830	\$ 30,632	#DIV/0!
99%	101%	97%	#DIV/0!
97%	99%	97%	#DIV/0!
\$ 481	\$ 869	\$ 239	#DIV/0!
\$ 261	\$ 187	\$ (307)	#DIV/0!
\$ 715	\$ 878	\$ 2,207	#DIV/0!
\$ 976	\$ 1,065	\$ 1,901	#DIV/0!
\$ 11,717	\$ 7,457	\$ 11,405	#DIV/0!
46%	25%	50%	#DIV/0!
8%	43%	17%	#DIV/0!
1,500	611	-1,859	#DIV/0!

Scoreboard

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Finance Manager	Totals	RICHARD SPEROS
% Retailed of Non-New Franchise	26%	18%
Total # Retail Units	200	57
Avg. Days to Sale	41.9	48.1
Avg. Advertised Price (Time of Sale)	\$ 30,810	\$ 33,803
Avg. Transaction Price	\$ 30,626	\$ 33,622
Avg. Market Price at 100%	\$ 31,723	\$ 34,632
Avg. Price to Market % (Time of Sale)	97%	98%
Avg. Transaction to Market	97%	97%
Avg. Transactional Discount	\$ 184	\$ 181
Avg. Front-End Gross	\$ (103)	\$ (469)
Avg. Finance Gross	\$ 1,748	\$ 1,558
PUVR	\$ 1,645	\$ 1,089
Total Gross (Units & PUVR)	\$ 328,905	\$ 62,097
GROI	46%	24%
% with Trade	28%	21%
Avg. Over/Under Allowance	143	446



› access the dropdown list, then scroll up to select your staff member for each column.)

LARRY JOHNSON	ZAC BRADLEY	ELSTON HAMPTON	DEREK HALL
25%	24%	48%	50%
59	59	23	2
39.1	41.0	36.2	37.5
\$ 33,325	\$ 30,125	\$ 18,789	\$ 29,742
\$ 33,369	\$ 29,861	\$ 18,225	\$ 29,522
\$ 34,157	\$ 31,091	\$ 19,680	\$ 30,355
98%	97%	95%	98%
98%	96%	93%	97%
\$ (44)	\$ 264	\$ 564	\$ 220
\$ 86	\$ 112	\$ (250)	\$ 114
\$ 2,126	\$ 1,605	\$ 1,536	\$ 2,586
\$ 2,212	\$ 1,717	\$ 1,286	\$ 2,700
\$ 130,512	\$ 101,308	\$ 29,588	\$ 5,400
61%	50%	70%	88%
31%	34%	22%	50%
637	238	-2,200	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	41.9	#DIV/0!	41.9
Avg. Advertised Price (Time of Sale)	\$ 30,810	#DIV/0!	\$ 30,626
Avg. Transaction Price	\$ 30,626	#DIV/0!	\$ 30,626
Avg. Market Price at 100%	\$ 31,723	#DIV/0!	\$ 31,685
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	97%
Avg. Transaction to Market	97%	#DIV/0!	97%
Avg. Transactional Discount	\$ 184	#DIV/0!	\$ 184
Avg. Front-End Gross	\$ (103)	#DIV/0!	\$ (103)
Avg. Finance Gross	\$ 1,748	#DIV/0!	\$ 1,748
PUVR	\$ 1,645	#DIV/0!	\$ 1,645
Total Gross (Units & PUVR)	\$ 328,905	#DIV/0!	\$ 328,905
GROI	46%	#DIV/0!	46%
% with Trade	28%	#DIV/0!	28%
Avg. Over/Under Allowance	143	#DIV/0!	143



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	149	51
Avg. Days to Sale	41.9	42.0	41.5
Avg. Advertised Price (Time of Sale)	\$ 30,810	\$ 32,634	\$ 25,519
Avg. Transaction Price	\$ 30,626	\$ 32,374	\$ 25,519
Avg. Market Price at 100%	\$ 31,723	\$ 33,201	\$ 27,255
Avg. Price to Market % (Time of Sale)	97%	98%	94%
Avg. Transaction to Market	97%	98%	94%
Avg. Transactional Discount	\$ 184	\$ 260	\$ (39)
Avg. Front-End Gross	\$ (103)	\$ (305)	\$ 488
Avg. Finance Gross	\$ 1,748	\$ 1,862	\$ 1,413
PUVR	\$ 1,645	\$ 1,557	\$ 1,901
Total Gross (Units & PUVR)	\$ 328,905	\$ 231,938	\$ 96,967
GROI	46%	41%	65%
% with Trade	28%	30%	22%
Avg. Over/Under Allowance	143	263	-338



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	58	25
% of Retail Units	100%	29%	13%
% Retailed of Non-New Franchise	26%	36%	36%
Avg. Days to Sale	41.9	39.9	32.5
Avg. Transaction Price	\$ 30,626	\$ 26,376	\$ 23,243
Avg. Transaction to Market %	97%	95%	90%
Avg. Transactional Discount	\$ 184	\$ 89	\$ 212
Avg. Front End Gross	\$ (103)	\$ 478	\$ 1,098
Avg. Finance Gross	\$ 1,748	\$ 1,888	\$ 1,017
PUVR	\$ 1,645	\$ 2,367	\$ 2,115
Total Gross (Units & PUVR)	\$ 328,905	\$ 137,280	\$ 52,877
GROI	46%	81%	101%
% with Trade	28%	17%	28%
Avg. Over/Under Allowance	143	-920	35



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	75	0	0
5%	38%	0%	0%
78%	19%	#DIV/0!	#DIV/0!
28.4	50.6	#DIV/0!	#DIV/0!
\$ 20,959	\$ 37,821	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
\$ 213	\$ 323	#DIV/0!	#DIV/0!
\$ 2,488	\$ (953)	#DIV/0!	#DIV/0!
\$ 1,534	\$ 2,023	#DIV/0!	#DIV/0!
\$ 4,022	\$ 1,070	#DIV/0!	#DIV/0!
\$ 36,196	\$ 80,223	#DIV/0!	#DIV/0!
243%	20%	#DIV/0!	#DIV/0!
22%	31%	#DIV/0!	#DIV/0!
750	1,026	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
14	19	0
7%	10%	0%
0%	0%	#DIV/0!
33.0	38.9	#DIV/0!
\$ 30,316	\$ 29,721	#DIV/0!
99%	102%	#DIV/0!
\$ (146)	\$ 114	#DIV/0!
\$ (1,757)	\$ (110)	#DIV/0!
\$ 1,070	\$ 1,792	#DIV/0!
\$ (687)	\$ 1,682	#DIV/0!
\$ (9,625)	\$ 31,954	#DIV/0!
-25%	52%	#DIV/0!
43%	42%	#DIV/0!
250	-1,120	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	77	51
% of Retail Units	100%	39%	26%
% Retailed of Non-New Franchise	26%	26%	25%
Avg. Days to Sale	41.9	20.5	37.7
Avg. Transaction Price	\$ 30,626	\$ 27,324	\$ 28,507
Avg. Transaction to Market %	97%	95%	95%
Avg. Transactional Discount	\$ 184	\$ 356	\$ 290
Avg. Front End Gross	\$ (103)	\$ 964	\$ 79
Avg. Finance Gross	\$ 1,748	\$ 1,718	\$ 1,465
PUVR	\$ 1,645	\$ 2,682	\$ 1,544
Total Gross (Units & PUVR)	\$ 328,905	\$ 206,519	\$ 78,758
GROI	46%	173%	52%
% with Trade	28%	29%	33%
Avg. Over/Under Allowance	143	-190	719



46-60 days	61-90 days	90+ days
30	36	6
15%	18%	3%
23%	25%	33%
51.6	74.0	110.0
\$ 31,428	\$ 39,573	\$ 33,327
96%	101%	95%
\$ 201	\$ (361)	\$ 249
\$ (773)	\$ (1,779)	\$ (1,933)
\$ 1,807	\$ 2,267	\$ 1,107
\$ 1,034	\$ 488	\$ (826)
\$ 31,019	\$ 17,567	\$ (4,958)
23%	6%	-8%
17%	25%	50%
1,000	-520	-250