

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)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$ 1,200	\$1,500	\$500
1	20496	2017	Nissan	MURANO	12	Street/Curb Buy	No	\$ 21,415	\$ 21,415	99%	\$ -	(\$863)	\$1,023
2	113261L	2023	Honda	ACCORD	12	Loaner	Yes	\$ 27,689	\$ 27,292	102%	\$ 397	\$124	\$246
3	114937B	2017	Toyota	TACOMA	9	Trade on Used	No	\$ 27,756	\$ 27,756	92%	\$ -	(\$1,249)	\$3,379
4	114945A	2020	Honda	ACCORD	20	Trade on New	Yes	\$ 22,339	\$ 21,339	103%	\$ 1,000	\$1,966	\$1,398
5	115067A	2022	Honda	ODYSSEY	27	Trade on New	Yes	\$ 36,100	\$ 35,100	102%	\$ 1,000	\$2,508	\$5,660
6	20462	2022	Honda	CIVIC	35	Street/Curb Buy	Yes	\$ 25,968	\$ 25,968	99%	\$ -	\$2,262	\$7,015
7	115063AV	2008	Honda	CR-V	32	Trade on New	No	\$ 11,025	\$ 11,025	102%	\$ -	\$1,953	\$397
8	20467	2020	Honda	CIVIC	15	Street/Curb Buy	Yes	\$ 21,677	\$ 21,177	101%	\$ 500	(\$569)	\$3,262
9	115377A	2016	Honda	ODYSSEY	22	Trade on New	No	\$ 17,476	\$ 17,476	108%	\$ -	\$536	\$756
10	113246L	2023	Honda	ACCORD	14	Loaner	Yes	\$ 27,843	\$ 27,443	101%	\$ 400	\$739	\$815
11	114551A	2017	Cadillac	ESCALADE	15	Trade on New	No	\$ 31,500	\$ 31,500	92%	\$ -	\$1,360	\$4,065
12	114490A	2018	Jeep	WRANGLER	26	Trade on New	No	\$ 33,928	\$ 32,727	100%	\$ 1,201	\$4,220	\$0
13	20449V	2017	Honda	ACCORD	54	Street/Curb Buy	No	\$ 15,852	\$ 15,852	92%	\$ -	(\$944)	\$306
14	20469	2021	Honda	CIVIC	21	Street/Curb Buy	Yes	\$ 23,007	\$ 23,007	101%	\$ -	\$91	\$1,979
15	114584BV	2018	Chevrolet	BOLT	42	Trade on Used	No	\$ 13,250	\$ 12,631	91%	\$ 619	\$830	\$0
16	114688A	2021	Honda	CLARITY	12	Trade on New	No	\$ 20,974	\$ 20,974	100%	\$ -	\$977	\$911
17	114998A	2022	Honda	ACCORD	26	Trade on New	Yes	\$ 27,867	\$ 27,867	104%	\$ -	\$428	\$2,127
18	115326A	2022	Honda	ACCORD	41	Trade on New	Yes	\$ 30,799	\$ 30,019	105%	\$ 780	\$2,268	\$2,755
19	115211A	2017	Honda	CIVIC	28	Trade on New	No	\$ 17,874	\$ 17,624	104%	\$ 250	\$527	\$1,705
20	115293A	2019	Honda	PILOT	39	Trade on New	Yes	\$ 26,966	\$ 26,266	96%	\$ 700	(\$1,414)	\$516
21	115314A	2022	Honda	CIVIC	27	Trade on New	Yes	\$ 26,193	\$ 26,193	103%	\$ -	\$2,530	\$911
22	115358A	2024	Honda	HR-V	15	Trade on New	Yes	\$ 29,216	\$ 29,216	102%	\$ -	\$1,819	\$3,705
23	115211B	2022	Honda	CR-V	22	Trade on Used	Yes	\$ 32,985	\$ 31,985	100%	\$ 1,000	(\$234)	\$971
24	114681A	2024	Honda	HR-V	71	Trade on New	Yes	\$ 23,215	\$ 23,215	97%	\$ -	\$245	\$3,155
25	113805L	2023	Honda	PASSPORT	55	Loaner	Yes	\$ 37,941	\$ 37,000	100%	\$ 941	(\$2,992)	\$4,841
26	20470	2017	Honda	ACCORD	11	Street/Curb Buy	No	\$ 21,266	\$ 20,766	103%	\$ 500	\$3,251	\$902
27	20466	2019	Honda	RIDGELINE	21	Street/Curb Buy	Yes	\$ 29,956	\$ 29,000	100%	\$ 956	\$413	\$184
28	114810BV	2014	Honda	ACCORD	17	Trade on Used	No	\$ 14,806	\$ 14,806	99%	\$ -	\$3,799	\$1,113
29	114997A	2021	Honda	CR-V	47	Trade on New	No	\$ 26,855	\$ 26,855	98%	\$ -	\$64	\$2,594
30	114936A	2023	Toyota	TACOMA	20	Trade on New	No	\$ 43,999	\$ 43,999	99%	\$ -	\$3,475	\$600
31	114839A	2022	Honda	HR-V	26	Trade on New	No	\$ 23,794	\$ 23,794	102%	\$ -	\$1,291	\$669
32	115099A	2021	Honda	ODYSSEY	64	Trade on New	No	\$ 31,250	\$ 31,250	96%	\$ -	(\$296)	\$3,106
33	114838A	2021	Honda	PASSPORT	23	Trade on New	No	\$ 27,388	\$ 27,388	95%	\$ -	(\$1,532)	\$4,160
34	114932A	2022	Honda	CR-V	11	Trade on New	Yes	\$ 27,966	\$ 26,835	102%	\$ 1,131	\$169	\$0
35	20479	2018	Honda	ACCORD	20	Street/Curb Buy	No	\$ 21,563	\$ 21,563	103%	\$ -	\$685	\$0
36	114126B	2024	Honda	CR-V	28	Trade on Used	Yes	\$ 31,121	\$ 31,121	103%	\$ -	\$1,883	\$4,276
37	115391A	2022	Honda	PILOT	28	Trade on New	Yes	\$ 31,944	\$ 30,600	102%	\$ 1,344	\$947	\$300
38	115151A	2022	Honda	HR-V	37	Trade on New	Yes	\$ 23,158	\$ 22,400	100%	\$ 758	(\$765)	\$3,038
39	114271A	2020	Honda	CR-V	58	Trade on New	No	\$ 28,309	\$ 28,309	104%	\$ -	(\$958)	\$4,001
40	114683B	2019	Chevrolet	SPARK	51	Trade on Used	No	\$ 13,741	\$ 12,766	100%	\$ 975	\$2,121	\$2,047
41	115256A	2024	Jeep	WRANGLER	52	Trade on New	No	\$ 58,515	\$ 57,463	100%	\$ 1,052	(\$450)	\$0
42	20499AV	2016	Chevrolet	COLORADO	33	Trade on New	No	\$ 19,628	\$ 19,628	100%	\$ -	\$3,700	\$0
43	20472	2021	Honda	PILOT	9	Street/Curb Buy	Yes	\$ 33,641	\$ 33,641	102%	\$ -	\$3,690	\$2,569
44	115125A	2021	Honda	ACCORD	17	Trade on New	Yes	\$ 29,338	\$ 28,638	101%	\$ 700	\$3,653	\$0
45	115197A	2020	Honda	ACCORD	33	Trade on New	No	\$ 22,450	\$ 21,500	102%	\$ 950	\$2,261	\$1,632
46	114772A	2022	Kia	FORTE	46	Trade on New	No	\$ 21,028	\$ 21,028	100%	\$ -	\$1,528	\$2,604

47	115355A	2017	Hyundai	SONATA	41	Trade on New	No	\$	12,865	\$	12,665	98%	\$ 200	\$1,714	\$611
48	115332A	2020	Honda	HR-V	25	Trade on New	Yes	\$	23,656	\$	23,656	106%	\$ -	\$530	\$865
49	20482	2016	Honda	ODYSSEY	10	Street/Curb Buy	No	\$	22,027	\$	22,027	106%	\$ -	\$2,590	\$5,000
50	20474	2015	Honda	CIVIC	13	Street/Curb Buy	No		14175	\$	12,200	103%	\$ 1,975	\$1,321	\$115
51	115566A	2023	Honda	ACCORD	27	Trade on New	Yes	\$	31,884	\$	31,884	102%	\$ -	\$5,462	\$4,026
52	115559A	2015	Subaru	FORESTER	8	Trade on New	No	\$	17,306	\$	15,606	103%	\$ 1,700	\$2,523	\$740
53	115211C	2018	Toyota	RAV4	16	Trade on Used	No	\$	26,325	\$	26,325	101%	\$ -	\$2,576	\$2,996

Scoreboard Totals

% Retailed of Non-Franchise Make	25%
Total # Retail Units	114
Avg. Days to Sale	28.2
Avg. Advertised Price (Time of Sale)	\$ 25,257
Avg. Transaction Price	\$ 24,813
Avg. Market Price at 100%	\$ 25,084
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 445
Avg. Front-End Gross	\$ 1,282
Avg. Finance Gross	\$ 1,675
PUVR	\$ 2,956
Total Gross (Units & PUVR)	\$ 336,998
GROI	152%
% with Trade	21%
Avg. Over/Under Allowance	\$21



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	DEEPAK
% Retailed of Non-New Franchise	25%	#DIV/0!	23%
Total # Retail Units	114	0	30
Avg. Days to Sale	28.2	#DIV/0!	27.5
Avg. Advertised Price (Time of Sale)	\$ 25,257	#DIV/0!	\$ 27,239
Avg. Transaction Price	\$ 24,813	#DIV/0!	\$ 26,923
Avg. Market Price at 100%	\$ 25,084	#DIV/0!	\$ 27,048
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	99%	#DIV/0!	100%
Avg. Transactional Discount	\$ 445	#DIV/0!	\$ 316
Avg. Front-End Gross	\$ 1,282	#DIV/0!	\$ 1,181
Avg. Finance Gross	\$ 1,675	#DIV/0!	\$ 1,598
PUVR	\$ 2,956	#DIV/0!	\$ 2,779
Total Gross (Units & PUVR)	\$ 336,998	#DIV/0!	\$ 83,374
GROI	152%	#DIV/0!	135%
% with Trade	21%	#DIV/0!	20%
Avg. Over/Under Allowance	21	#DIV/0!	0



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

JESSE	ROGER	ROBBY	
35%	12%	20%	#DIV/0!
37	17	30	0
29.1	29.5	27.1	#DIV/0!
\$ 24,447	\$ 23,191	\$ 25,446	#DIV/0!
\$ 23,818	\$ 22,906	\$ 25,011	#DIV/0!
#REF!	\$ 23,222	#REF!	#DIV/0!
#REF!	100%	#REF!	#DIV/0!
#REF!	99%	#REF!	#DIV/0!
\$ 629	\$ 286	\$ 435	#DIV/0!
\$ 1,637	\$ 1,154	\$ 1,016	#DIV/0!
\$ 1,388	\$ 1,965	\$ 1,941	#DIV/0!
\$ 3,025	\$ 3,119	\$ 2,957	#DIV/0!
\$ 111,908	\$ 53,017	\$ 88,699	#DIV/0!
157%	166%	157%	#DIV/0!
19%	12%	30%	#DIV/0!
0	0	79	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	DALENA	AARON
% Retailed of Non-New Franchise	25%	0%	0%
Total # Retail Units	114	5	7
Avg. Days to Sale	28.2	37.0	30.6
Avg. Advertised Price (Time of Sale)	\$ 25,257	\$ 22,842	\$ 28,138
Avg. Transaction Price	\$ 24,813	\$ 22,473	\$ 27,909
Avg. Market Price at 100%	\$ 25,084	\$ 22,661	\$ 28,088
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	99%	99%	99%
Avg. Transactional Discount	\$ 445	\$ 369	\$ 229
Avg. Front-End Gross	\$ 1,282	\$ 1,090	\$ 1,277
Avg. Finance Gross	\$ 1,675	\$ 1,018	\$ 874
PUVR	\$ 2,956	\$ 2,108	\$ 2,152
Total Gross (Units & PUVR)	\$ 336,998	\$ 10,540	\$ 15,062
GROI	152%	91%	91%
% with Trade	21%	0%	14%
Avg. Over/Under Allowance	21	0	0



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

NICK	JOSH	STEVEN	LAM
0%	0%	50%	0%
3	1	2	6
36.3	27.0	21.5	30.2
\$ 24,093	\$ 26,193	\$ 20,828	\$ 29,120
\$ 23,927	\$ 26,193	\$ 20,828	\$ 28,564
\$ 24,742	\$ 25,430	\$ 20,972	\$ 28,842
97%	103%	99%	101%
97%	103%	99%	99%
\$ 167	\$ -	\$ -	\$ 556
\$ (619)	\$ 2,530	\$ 3,145	\$ 23
\$ 3,526	\$ 911	\$ 2,500	\$ 1,749
\$ 2,907	\$ 3,441	\$ 5,645	\$ 1,772
\$ 8,721	\$ 3,441	\$ 11,290	\$ 10,629
120%	175%	454%	74%
33%	0%	0%	33%
0	0	0	0

SAM	JERRY	FABIAN	VAHAB
38%	0%	40%	40%
8	4	10	5
23.4	29.5	24.5	32.8
\$ 22,890	\$ 22,063	\$ 24,487	\$ 21,463
\$ 22,524	\$ 22,063	\$ 23,420	\$ 20,903
\$ 23,941	\$ 21,930	\$ 24,462	\$ 21,545
96%	101%	100%	100%
94%	101%	96%	97%
\$ 366	\$ -	\$ 1,067	\$ 560
\$ 835	\$ 1,224	\$ 1,488	\$ 1,647
\$ 2,192	\$ 2,676	\$ 2,097	\$ 1,341
\$ 3,027	\$ 3,900	\$ 3,585	\$ 2,988
\$ 24,214	\$ 15,598	\$ 35,847	\$ 14,938
207%	216%	225%	157%
25%	50%	10%	20%
0	0	100	0

ROSS	BRYAN	TAM	DAVID
0%	29%	17%	33%
4	7	6	6
17.0	36.9	28.2	26.8
\$ 29,973	\$ 28,980	\$ 25,589	\$ 26,759
\$ 29,973	\$ 28,378	\$ 24,973	\$ 26,619
#REF!	\$ 28,826	\$ 25,631	\$ 26,352
#REF!	101%	100%	102%
#REF!	98%	97%	101%
\$ -	\$ 602	\$ 616	\$ 140
\$ 1,219	\$ 186	\$ 1,111	\$ 2,115
\$ 1,974	\$ 1,725	\$ 1,357	\$ 2,582
\$ 3,193	\$ 1,911	\$ 2,468	\$ 4,698
\$ 12,771	\$ 13,376	\$ 14,809	\$ 28,185
226%	66%	126%	237%
25%	0%	33%	17%
167	0	117	0

JULIE	THIEN	RICHARD	DELIA
20%	40%	38%	31%
5	5	8	16
16.2	30.4	29.4	28.4
\$ 25,016	\$ 23,887	\$ 20,249	\$ 29,272
\$ 24,776	\$ 23,389	\$ 19,768	\$ 28,861
\$ 25,116	\$ 23,437	\$ 20,461	#REF!
100%	102%	99%	#REF!
99%	100%	97%	#REF!
\$ 240	\$ 499	\$ 481	\$ 411
\$ 1,940	\$ 2,350	\$ 1,646	\$ 1,421
\$ 1,276	\$ 984	\$ 1,401	\$ 1,582
\$ 3,216	\$ 3,334	\$ 3,047	\$ 3,002
\$ 16,081	\$ 16,670	\$ 24,373	\$ 48,038
288%	169%	189%	132%
60%	20%	0%	25%
0	0	0	0

DIEGO	TOM		
50%	0%	#DIV/0!	#DIV/0!
4	2	0	0
30.3	20.0	#DIV/0!	#DIV/0!
\$ 20,363	\$ 18,309	#DIV/0!	#DIV/0!
\$ 19,580	\$ 17,812	#DIV/0!	#DIV/0!
\$ 20,708	\$ 18,060	#DIV/0!	#DIV/0!
98%	101%	#DIV/0!	#DIV/0!
95%	99%	#DIV/0!	#DIV/0!
\$ 783	\$ 497	#DIV/0!	#DIV/0!
\$ 1,637	\$ 245	#DIV/0!	#DIV/0!
\$ 801	\$ 1,087	#DIV/0!	#DIV/0!
\$ 2,438	\$ 1,331	#DIV/0!	#DIV/0!
\$ 9,753	\$ 2,662	#DIV/0!	#DIV/0!
148%	135%	#DIV/0!	#DIV/0!
25%	50%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	TIEFU	ART
% Retailed of Non-New Franchise	25%	33%	23%
Total # Retail Units	114	39	26
Avg. Days to Sale	28.2	27.0	27.5
Avg. Advertised Price (Time of Sale)	\$ 25,257	\$ 24,957	\$ 23,882
Avg. Transaction Price	\$ 24,813	\$ 24,478	\$ 23,391
Avg. Market Price at 100%	\$ 25,084	\$ 25,000	\$ 23,783
Avg. Price to Market % (Time of Sale)	101%	100%	100%
Avg. Transaction to Market	99%	98%	98%
Avg. Transactional Discount	\$ 445	\$ 478	\$ 490
Avg. Front-End Gross	\$ 1,282	\$ 1,279	\$ 1,416
Avg. Finance Gross	\$ 1,675	\$ 1,223	\$ 1,504
PUVR	\$ 2,956	\$ 2,502	\$ 2,920
Total Gross (Units & PUVR)	\$ 336,998	\$ 97,585	\$ 75,915
GROI	152%	136%	163%
% with Trade	21%	0%	0%
Avg. Over/Under Allowance	21	0	38



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

TRUC	VAHID	JILL	
15%	24%	0%	#DIV/0!
26	21	2	0
26.6	31.2	48.5	#DIV/0!
\$ 25,874	\$ 26,916	\$ 23,580	#DIV/0!
\$ 25,430	\$ 26,551	\$ 23,542	#DIV/0!
#REF!	\$ 27,078	\$ 22,562	#DIV/0!
#REF!	99%	105%	#DIV/0!
#REF!	98%	104%	#DIV/0!
\$ 444	\$ 365	\$ 38	#DIV/0!
\$ 1,099	\$ 1,363	\$ 1,099	#DIV/0!
\$ 2,016	\$ 2,437	\$ 256	#DIV/0!
\$ 3,115	\$ 3,800	\$ 1,355	#DIV/0!
\$ 80,993	\$ 79,795	\$ 2,710	#DIV/0!
166%	165%	43%	#DIV/0!
0%	0%	0%	#DIV/0!
27	32	0	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	114	51	63
Avg. Days to Sale	28.2	26.5	29.6
Avg. Advertised Price (Time of Sale)	\$ 25,257	\$ 29,343	\$ 21,503
Avg. Transaction Price	\$ 24,813	\$ 28,902	\$ 21,503
Avg. Market Price at 100%	\$ 25,084	#REF!	\$ 22,140
Avg. Price to Market % (Time of Sale)	101%	#REF!	97%
Avg. Transaction to Market	99%	#REF!	97%
Avg. Transactional Discount	\$ 445	\$ 441	\$ 448
Avg. Front-End Gross	\$ 1,282	\$ 1,107	\$ 1,423
Avg. Finance Gross	\$ 1,675	\$ 1,675	\$ 1,674
PUVR	\$ 2,956	\$ 2,782	\$ 3,097
Total Gross (Units & PUVR)	\$ 336,998	\$ 141,892	\$ 195,106
GROI	152%	131%	175%
% with Trade	21%	24%	19%
Avg. Over/Under Allowance	21	46	0



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	114	86	28
Avg. Days to Sale	28.2	27.5	30.3
Avg. Advertised Price (Time of Sale)	\$ 25,257	\$ 25,598	\$ 23,707
Avg. Transaction Price	\$ 24,813	\$ 25,173	\$ 23,707
Avg. Market Price at 100%	\$ 25,084	#REF!	\$ 24,570
Avg. Price to Market % (Time of Sale)	101%	#REF!	96%
Avg. Transaction to Market	99%	#REF!	96%
Avg. Transactional Discount	\$ 445	\$ 426	\$ 503
Avg. Front-End Gross	\$ 1,282	\$ 1,144	\$ 1,705
Avg. Finance Gross	\$ 1,675	\$ 1,725	\$ 1,518
PUVR	\$ 2,956	\$ 2,869	\$ 3,223
Total Gross (Units & PUVR)	\$ 336,998	\$ 246,744	\$ 90,254
GROI	152%	149%	161%
% with Trade	21%	23%	14%
Avg. Over/Under Allowance	21	28	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	114	73	10
% of Retail Units	100%	64%	9%
% Retailed of Non-New Franchise	25%	23%	70%
Avg. Days to Sale	28.2	30.5	26.3
Avg. Transaction Price	\$ 24,813	\$ 24,828	\$ 23,726
Avg. Transaction to Market %	99%	#REF!	#REF!
Avg. Transactional Discount	\$ 445	\$ 385	\$ 595
Avg. Front End Gross	\$ 1,282	\$ 1,468	\$ 1,610
Avg. Finance Gross	\$ 1,675	\$ 1,657	\$ 1,858
PUVR	\$ 2,956	\$ 3,125	\$ 3,469
Total Gross (Units & PUVR)	\$ 336,998	\$ 228,147	\$ 34,686
GROI	152%	149%	200%
% with Trade	21%	22%	20%
Avg. Over/Under Allowance	21	19	100



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
25	0	6	0
22%	0%	5%	0%
16%	#DIV/0!	0%	#DIV/0!
23.1	#DIV/0!	25.0	#DIV/0!
\$ 23,748	#DIV/0!	\$ 30,875	#DIV/0!
97%	#DIV/0!	99%	#DIV/0!
\$ 567	#DIV/0!	\$ 402	#DIV/0!
\$ 1,112	#DIV/0!	\$ (828)	#DIV/0!
\$ 1,703	#DIV/0!	\$ 1,459	#DIV/0!
\$ 2,815	#DIV/0!	\$ 631	#DIV/0!
\$ 70,378	#DIV/0!	\$ 3,787	#DIV/0!
185%	#DIV/0!	29%	#DIV/0!
16%	#DIV/0!	33%	#DIV/0!
0	#DIV/0!	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	114	72	23
% of Retail Units	100%	63%	20%
% Retailed of Non-New Franchise	25%	21%	26%
Avg. Days to Sale	28.2	18.6	35.8
Avg. Transaction Price	\$ 24,813	\$ 24,514	\$ 22,748
Avg. Transaction to Market %	99%	#REF!	98%
Avg. Transactional Discount	\$ 445	\$ 482	\$ 352
Avg. Front End Gross	\$ 1,282	\$ 1,538	\$ 1,474
Avg. Finance Gross	\$ 1,675	\$ 1,515	\$ 1,907
PUVR	\$ 2,956	\$ 3,053	\$ 3,381
Total Gross (Units & PUVR)	\$ 336,998	\$ 219,823	\$ 77,760
GROI	152%	242%	150%
% with Trade	21%	28%	4%
Avg. Over/Under Allowance	21	33	0



46-60 days	61-90 days	90+ days
16	3	0
14%	3%	0%
44%	0%	#DIV/0!
52.9	69.0	#DIV/0!
\$ 28,226	\$ 29,599	#DIV/0!
96%	98%	#DIV/0!
\$ 489	\$ 25	#DIV/0!
\$ 101	\$ (55)	#DIV/0!
\$ 1,981	\$ 2,087	#DIV/0!
\$ 2,082	\$ 2,032	#DIV/0!
\$ 33,318	\$ 6,097	#DIV/0!
50%	36%	#DIV/0!
13%	33%	#DIV/0!
0	0	#DIV/0!