

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jason Avila	Rhonda Godfrey	Freddy Carrisales
Armando Castellanos	Flor Villegas	Jorge Castaneda
Jorge Ibanez	Jessica Manzo	Sebastian Avalos
	Javier Gonzalez	Magaly Cortes
	Armando Castellanos	Canelo Guzman
		Angel Soto
		Alex Perez
		Nathaniel Mache
		Raven Juarez
		Eddy Rios
		Ivan Mejia
		Ray Rodriguez
		Alexis Ramirez
		Rick Hernandez
		Leo Farrias
		Esperanza Ramos
		Rudy Ziranda
		Lizeth Rodriguez
		Lisber Vasquez
		Sara Hernandez







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	P7801	2021	Chevrolet	Malibu	107	ntal Fleet (Enterprise, e	No	\$ 16,488	\$ 16,488	93%	(\$1,875)	\$1,740
2	P7838	2020	Chevrolet	Bolt EV	58	LBO OEM/Leasing Co.	No	\$ 16,455	\$ 16,455	105%	\$2,241	\$817
3	P7909	2021	Chevrolet	Bolt EV	8	LBO OEM/Leasing Co.	No	\$ 17,988	\$ 17,988	113%	\$281	\$6,074
4	P7846	2019	Honda	Accord	55	Street/Curb Buy	No	\$ 21,900	\$ 21,500	101%	\$509	\$2,816
5	P7884	2022	Chevrolet	Traverse	26	Auction/Wholesale	No	\$ 31,900	\$ 31,900	104%	\$1,720	\$4,849
6	P7879	2020	Dodge	Charger	40	Auction/Wholesale	No	\$ 39,500	\$ 39,500	106%	\$4,915	\$7,133
7	P6982A	2021	Chevrolet	Silverado	899	Trade on Used	No	\$ 34,988	\$ 34,988	90%	(\$3,257)	\$3,616
8	P7722	2017	Audi	Q3	224	Street/Curb Buy	No	\$ 16,899	\$ 16,988	91%	(\$6,535)	\$2,895
9	T24226A	2018	Chevrolet	Malibu	26	Trade on New	No	\$ 12,585	\$ 10,698	109%	\$1,934	\$0
10	P7842	2015	Ram	1500	67	Auction/Wholesale	No	\$ 19,582	\$ 19,582	91%	\$1,506	\$1,226
11	P7682A	2013	Subaru	Crosstrek	91	Trade on Used	No	\$ 14,998	\$ 13,998	108%	(\$72)	\$3,080
12	P7902	2014	Chevrolet	Spark	27	Auction/Wholesale	No	\$ 7,998	\$ 7,998	99%	\$805	\$350
13	P7866	2018	Nissan	Altima	74	Auction/Wholesale	No	\$ 13,564	\$ 13,518	98%	(\$842)	\$606
14	P7907	2021	Chevrolet	Bolt EV	27	LBO OEM/Leasing Co.	No	\$ 15,988	\$ 15,988	108%	\$791	\$3,834
15	P7889A	2016	Chevrolet	Silverado	28	Trade on Used	No	\$ 16,988	\$ 16,513	107%	\$2,662	\$1,139
16	P7918	2018	Chevrolet	Camaro	21	ntal Fleet (Enterprise, e	No	\$ 23,988	\$ 20,398	107%	(\$1,660)	\$4,191
17	P7853	2018	Nissan	Frontier	76	Auction/Wholesale	No	\$ 18,599	\$ 18,599	99%	(\$2,456)	\$1,859
18	T23552A	2024	Toyota	Corolla Cross	30	Trade on New	No	\$ 32,988	\$ 32,488	93%	\$5,653	\$6,371
19	P7905	2021	Chevrolet	Bolt EV	36	LBO OEM/Leasing Co.	No	\$ 15,988	\$ 15,988	98%	(\$1,403)	\$0

20	P7877	2020	Ram	1500	62	ntal Fleet (Enterprise, e	No	\$	26,990	\$	26,990	96%	\$218	\$5,640
21	P7847	2017	Honda	Accord	82	Street/Curb Buy	No	\$	15,540	\$	15,190	94%	(\$3,834)	\$4,567
22	P7926	2021	Chevrolet	Bolt EV	20	LBO OEM/Leasing Co.	No	\$	19,998	\$	18,250	108%	(\$967)	\$0
23	P7910	2021	Chevrolet	Bolt EV	35	LBO OEM/Leasing Co.	No	\$	19,988	\$	17,500	110%	(\$834)	\$0
24	P7778	2020	Ford	Fusion	176	Auction/Wholesale	No	\$	15,988	\$	15,988	84%	(\$4,312)	\$3,124
25	P6982B	2015	Chevrolet	Silverado	24	Trade on Used	No	\$	22,988	\$	21,099	98%	\$4,734	\$345
26	T23419A	2019	GMC	Canyon	260	Trade on New	No	\$	28,788	\$	28,788	89%	(\$1,718)	\$547
27	T24131A	2020	Toyota	Camry	24	Trade on New	No	\$	30,988	\$	30,988	102%	\$4,460	\$5,212
28	T23434B	2019	Chevrolet	Silverado 2500	56	Trade on New	No	\$	33,988	\$	33,988	108%	\$3,424	\$2,679
29	P7804	2019	Chevrolet	Colorado	140	Auction/Wholesale	No	\$	27,888	\$	27,888	91%	(\$2,476)	\$4,185
30	P7805A	2016	Mazda	Cx-5	49	Trade on Used	No	\$	19,500	\$	19,500	118%	\$3,308	\$1,797
31	T24084A	2014	Chevrolet	Sonic	30	Trade on New	No	\$	9,988	\$	7,988	152%	\$1,001	\$0
32	P7875A	2012	Jeep	Wrangler	38	Trade on Used	No	\$	15,998	\$	15,988	95%	\$2,865	(\$2,991)
33	P7933	2019	Chevrolet	Silverado	22	Street/Curb Buy	No	\$	35,988	\$	35,988	106%	\$3,219	\$6,627
34	T24150A	2017	GMC	Terrain	45	Trade on New	No	\$	11,900	\$	11,900	96%	\$3,040	\$0
35	P7908	2020	Chevrolet	Bolt EV	44	LBO OEM/Leasing Co.	No	\$	15,994	\$	15,744	105%	(\$267)	\$444
36	P7844	2017	Dodge	Charger	91	Auction/Wholesale	No	\$	20,467	\$	20,467	94%	(\$3,374)	\$3,232
37	P7919	2019	Toyota	Tundra	41	Street/Curb Buy	No	\$	44,497	\$	43,502	98%	\$130	\$2,023
38	P7906	2021	Chevrolet	Bolt EV	48	LBO OEM/Leasing Co.	No	\$	16,998	\$	16,998	106%	(\$2,591)	\$0
39	T24110A	2011	Chevrolet	Traverse	49	Trade on New	No	\$	7,869	\$	7,869	108%	\$1,247	\$409
40	P7920	2020	Chevrolet	Bolt EV	39	LBO OEM/Leasing Co.	No	\$	17,826	\$	17,826	98%	(\$426)	\$1,022
41	P7795	2020	Honda	CR-V	151	Auction/Wholesale	No	\$	22,878	\$	22,878	97%	(\$1,362)	\$2,832
42	P7825	2022	Toyota	Tundra	119	Auction/Wholesale	No	\$	39,998	\$	40,284	96%	(\$2,996)	\$3,447
43	T23489A	2013	Lexus	GS350	37	Trade on New	No	\$	13,994	\$	12,083	104%	\$686	\$1,347
44	P7848	2023	Toyota	Camry Hybrid	98	Auction/Wholesale	No	\$	33,488	\$	33,014	96%	(\$2,651)	\$349
45	T24187A	2018	Chevrolet	Colorado	77	Trade on New	No	\$	27,488	\$	27,488	89%	(\$1,818)	\$1,254
46	P7913	2023	Toyota	Camry	53	ntal Fleet (Enterprise, e	No	\$	24,825	\$	23,802	96%	(\$2,570)	\$1,194
47	P7903	2019	Toyota	Tacoma	61	Auction/Wholesale	No	\$	25,560	\$	25,310	95%	(\$1,575)	\$0
48	P7938	2020	Tesla	Model 3	28	Street/Curb Buy	No	\$	26,988	\$	24,988	99%	\$712	\$2,280
49	P7878	2021	Chevrolet	Silverado	82	Street/Curb Buy	No	\$	33,994	\$	33,994	96%	(\$314)	\$2,001
50	P7916	2019	Nissan	Altima	64	Street/Curb Buy	No	\$	17,500	\$	13,463	107%	(\$3,198)	\$1,495
51	P7928	2021	GMC	Yukon	56	ntal Fleet (Enterprise, e	No	\$	57,989	\$	57,989	101%	\$151	\$4,669
52	P7838A	2014	Nissan	Sentra	81	Trade on Used	No	\$	6,988	\$	6,988	99%	(\$390)	\$1,548
53	P7922	2021	Chevrolet	Bolt EV	64	LBO OEM/Leasing Co.	No	\$	16,304	\$	16,304	102%	(\$866)	\$0

## Scoreboard Totals

% Retailed of Non-Franchise Make	56%
Total # Retail Units	108
Avg. Days to Sale	69.8
Avg. Advertised Price (Time of Sale)	\$ 23,556
Avg. Transaction Price	\$ 23,215
Avg. Market Price at 100%	\$ 23,554
Avg. Price to Market % (Time of Sale)	100%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 340
Avg. Front-End Gross	\$ (191)
Avg. Finance Gross	\$ 1,779
PUVR	\$ 1,588
Total Gross (Units & PUVR)	\$ 171,557
GROI	35%
% with Trade	15%
Avg. Over/Under Allowance	\$67



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Ermando Castellano
% Retailed of Non-New Franchise	56%	#DIV/0!	57%
Total # Retail Units	108	0	61
Avg. Days to Sale	69.8	#DIV/0!	62.0
Avg. Advertised Price (Time of Sale)	\$ 23,556	#DIV/0!	\$ 24,116
Avg. Transaction Price	\$ 23,215	#DIV/0!	\$ 23,636
Avg. Market Price at 100%	\$ 23,554	#DIV/0!	\$ 24,306
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	99%
Avg. Transaction to Market	99%	#DIV/0!	97%
Avg. Transactional Discount	\$ 340	#DIV/0!	\$ 480
Avg. Front-End Gross	\$ (191)	#DIV/0!	\$ 121
Avg. Finance Gross	\$ 1,779	#DIV/0!	\$ 1,642
PUVR	\$ 1,588	#DIV/0!	\$ 1,763
Total Gross (Units & PUVR)	\$ 171,557	#DIV/0!	\$ 107,528
GROI	35%	#DIV/0!	43%
% with Trade	15%	#DIV/0!	16%
Avg. Over/Under Allowance	67	#DIV/0!	36



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Jorge Ibanez	Jason Avila		
56%	38%	#DIV/0!	#DIV/0!
39	8	0	0
60.1	177.1	#DIV/0!	#DIV/0!
\$ 22,483	\$ 24,515	#DIV/0!	#DIV/0!
\$ 22,298	\$ 24,476	#DIV/0!	#DIV/0!
\$ 22,821	\$ 24,548	#DIV/0!	#DIV/0!
99%	100%	#DIV/0!	#DIV/0!
98%	100%	#DIV/0!	#DIV/0!
\$ 184	\$ 39	#DIV/0!	#DIV/0!
\$ (665)	\$ (250)	#DIV/0!	#DIV/0!
\$ 1,591	\$ 3,743	#DIV/0!	#DIV/0!
\$ 925	\$ 3,492	#DIV/0!	#DIV/0!
\$ 36,090	\$ 27,939	#DIV/0!	#DIV/0!
25%	29%	#DIV/0!	#DIV/0!
10%	25%	#DIV/0!	#DIV/0!
14	563	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Freddy Carrisales	Jorge Castaneda
% Retailed of Non-New Franchise	56%	35%	75%
Total # Retail Units	108	17	12
Avg. Days to Sale	69.8	70.9	114.3
Avg. Advertised Price (Time of Sale)	\$ 23,556	\$ 25,046	\$ 26,125
Avg. Transaction Price	\$ 23,215	\$ 24,356	\$ 26,969
Avg. Market Price at 100%	\$ 23,554	\$ 25,372	\$ 26,414
Avg. Price to Market % (Time of Sale)	100%	99%	99%
Avg. Transaction to Market	99%	96%	102%
Avg. Transactional Discount	\$ 340	\$ 691	\$ (844)
Avg. Front-End Gross	\$ (191)	\$ (286)	\$ 1,492
Avg. Finance Gross	\$ 1,779	\$ 1,423	\$ 1,887
PUVR	\$ 1,588	\$ 1,137	\$ 3,379
Total Gross (Units & PUVR)	\$ 171,557	\$ 19,336	\$ 40,545
GROI	35%	24%	39%
% with Trade	15%	18%	17%
Avg. Over/Under Allowance	67	-59	292



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Sebastian Avalos	Magaly Cortes	Canelo Guzman	Angel Soto
64%	100%	50%	40%
11	6	12	10
79.1	51.7	34.3	58.6
\$ 22,415	\$ 22,984	\$ 23,138	\$ 24,210
\$ 21,518	\$ 22,349	\$ 22,722	\$ 23,458
\$ 22,480	\$ 22,487	\$ 23,082	\$ 25,017
100%	102%	100%	97%
96%	99%	98%	94%
\$ 897	\$ 635	\$ 416	\$ 752
\$ (1,939)	\$ 434	\$ 848	\$ (620)
\$ 1,938	\$ 3,109	\$ 1,646	\$ 1,619
\$ (1)	\$ 3,543	\$ 2,494	\$ 1,000
\$ (13)	\$ 21,255	\$ 29,927	\$ 9,997
0%	110%	115%	26%
0%	17%	0%	20%
0	317	0	30

Alex Perez	Nathaniel Mache	Raven Juarez	Eddy Rios
57%	100%	100%	100%
14	2	1	2
77.6	28.5	151.0	85.0
\$ 22,415	\$ 32,243	\$ 22,878	\$ 20,456
\$ 22,217	\$ 31,745	\$ 22,878	\$ 20,456
\$ 23,023	\$ 32,221	\$ 23,586	\$ 21,399
97%	100%	97%	96%
96%	99%	97%	96%
\$ 198	\$ 498	\$ -	\$ -
\$ (616)	\$ 1,108	\$ (1,362)	\$ (295)
\$ 1,463	\$ 1,347	\$ 2,832	\$ 2,862
\$ 847	\$ 2,455	\$ 1,470	\$ 2,567
\$ 11,854	\$ 4,909	\$ 1,470	\$ 5,134
18%	98%	15%	53%
7%	0%	100%	50%
75	0	0	250

Ivan Mejia	Ray Rodriguez	Alexis Ramirez	Rick Hernandez
100%	0%	0%	0%
1	1	1	2
98.0	111.0	39.0	81.5
\$ 21,985	\$ 16,083	\$ 12,711	\$ 25,993
\$ 21,608	\$ 16,083	\$ 12,711	\$ 25,744
\$ 22,665	\$ 17,870	\$ 14,610	\$ 25,609
97%	90%	87%	102%
95%	90%	87%	101%
\$ 377	\$ -	\$ -	\$ 250
\$ 624	\$ (3,379)	\$ (1,319)	\$ (770)
\$ 1,044	\$ -	\$ -	\$ 1,591
\$ 1,668	\$ (3,379)	\$ (1,319)	\$ 821
\$ 1,668	\$ (3,379)	\$ (1,319)	\$ 1,642
28%	-68%	-96%	14%
0%	0%	0%	0%
0	0	0	0

Leo Farrias	Esperanza Ramos	Rudy Ziranda	Lizeth Rodriguez
20%	50%	100%	100%
5	4	1	3
39.6	44.3	62.0	79.0
\$ 19,196	\$ 20,488	\$ 26,990	\$ 23,544
\$ 18,648	\$ 20,358	\$ 26,990	\$ 23,313
\$ 18,596	\$ 19,229	\$ 28,115	\$ 23,740
103%	107%	96%	99%
100%	106%	96%	98%
\$ 548	\$ 130	\$ -	\$ 231
\$ (258)	\$ 1,712	\$ 218	\$ (1,309)
\$ 1,378	\$ 2,098	\$ 5,640	\$ 2,576
\$ 1,120	\$ 3,810	\$ 5,858	\$ 1,267
\$ 5,601	\$ 15,239	\$ 5,858	\$ 3,801
55%	152%	126%	25%
60%	0%	0%	0%
200	0	0	0

Lisber Vasquez	Sara Hernandez		
50%	0%	#DIV/0!	#DIV/0!
2	1	0	0
85.0	67.0	#DIV/0!	#DIV/0!
\$ 33,192	\$ 13,738	#DIV/0!	#DIV/0!
\$ 33,194	\$ 13,353	#DIV/0!	#DIV/0!
\$ 33,454	\$ 15,791	#DIV/0!	#DIV/0!
99%	87%	#DIV/0!	#DIV/0!
99%	85%	#DIV/0!	#DIV/0!
\$ (2)	\$ 385	#DIV/0!	#DIV/0!
\$ (1,983)	\$ (2,805)	#DIV/0!	#DIV/0!
\$ 1,411	\$ 1,982	#DIV/0!	#DIV/0!
\$ (573)	\$ (823)	#DIV/0!	#DIV/0!
\$ (1,145)	\$ (823)	#DIV/0!	#DIV/0!
-7%	-33%	#DIV/0!	#DIV/0!
100%	0%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!





















## Scoreboard

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Finance Manager	Totals	Jessica Manzo	Rhonda Godfrey
% Retailed of Non-New Franchise	56%	0%	65%
Total # Retail Units	108	2	34
Avg. Days to Sale	69.8	50.0	58.2
Avg. Advertised Price (Time of Sale)	\$ 23,556	\$ 24,491	\$ 26,812
Avg. Transaction Price	\$ 23,215	\$ 23,835	\$ 26,296
Avg. Market Price at 100%	\$ 23,554	\$ 23,510	\$ 27,031
Avg. Price to Market % (Time of Sale)	100%	104%	99%
Avg. Transaction to Market	99%	101%	97%
Avg. Transactional Discount	\$ 340	\$ 657	\$ 517
Avg. Front-End Gross	\$ (191)	\$ 231	\$ (208)
Avg. Finance Gross	\$ 1,779	\$ -	\$ 1,890
PUVR	\$ 1,588	\$ 231	\$ 1,682
Total Gross (Units & PUVR)	\$ 171,557	\$ 461	\$ 57,180
GROI	35%	7%	40%
% with Trade	15%	0%	3%
Avg. Over/Under Allowance	67	0	2



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Flor Villegas	Javier Gonzalez	Armando Castellanos	
55%	53%	0%	#DIV/0!
55	15	2	0
62.1	132.6	27.5	#DIV/0!
\$ 21,478	\$ 24,143	\$ 19,993	#DIV/0!
\$ 21,310	\$ 23,849	\$ 17,875	#DIV/0!
\$ 21,708	\$ 24,825	\$ 18,344	#DIV/0!
99%	97%	109%	#DIV/0!
98%	96%	97%	#DIV/0!
\$ 168	\$ 293	\$ 2,118	#DIV/0!
\$ (121)	\$ (369)	\$ (901)	#DIV/0!
\$ 1,298	\$ 3,769	\$ -	#DIV/0!
\$ 1,177	\$ 3,401	\$ (901)	#DIV/0!
\$ 64,709	\$ 51,008	\$ (1,801)	#DIV/0!
32%	39%	-66%	#DIV/0!
0%	0%	0%	#DIV/0!
49	300	0	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	108	0	108
Avg. Days to Sale	69.8	#DIV/0!	69.8
Avg. Advertised Price (Time of Sale)	\$ 23,556	#DIV/0!	\$ 23,215
Avg. Transaction Price	\$ 23,215	#DIV/0!	\$ 23,215
Avg. Market Price at 100%	\$ 23,554	#DIV/0!	\$ 23,788
Avg. Price to Market % (Time of Sale)	100%	#DIV/0!	98%
Avg. Transaction to Market	99%	#DIV/0!	98%
Avg. Transactional Discount	\$ 340	#DIV/0!	\$ 340
Avg. Front-End Gross	\$ (191)	#DIV/0!	\$ (191)
Avg. Finance Gross	\$ 1,779	#DIV/0!	\$ 1,779
PUVR	\$ 1,588	#DIV/0!	\$ 1,588
Total Gross (Units & PUVR)	\$ 171,557	#DIV/0!	\$ 171,557
GROI	35%	#DIV/0!	35%
% with Trade	15%	#DIV/0!	15%
Avg. Over/Under Allowance	67	#DIV/0!	67



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	108	48	60
Avg. Days to Sale	69.8	66.6	72.4
Avg. Advertised Price (Time of Sale)	\$ 23,556	\$ 22,936	\$ 23,982
Avg. Transaction Price	\$ 23,215	\$ 22,258	\$ 23,982
Avg. Market Price at 100%	\$ 23,554	\$ 23,058	\$ 24,372
Avg. Price to Market % (Time of Sale)	100%	99%	98%
Avg. Transaction to Market	99%	97%	98%
Avg. Transactional Discount	\$ 340	\$ 678	\$ 70
Avg. Front-End Gross	\$ (191)	\$ 98	\$ (422)
Avg. Finance Gross	\$ 1,779	\$ 1,361	\$ 2,114
PUVR	\$ 1,588	\$ 1,458	\$ 1,693
Total Gross (Units & PUVR)	\$ 171,557	\$ 70,002	\$ 101,555
GROI	35%	35%	35%
% with Trade	15%	19%	12%
Avg. Over/Under Allowance	67	101	40



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	108	20	10
% of Retail Units	100%	19%	9%
% Retailed of Non-New Franchise	56%	60%	60%
Avg. Days to Sale	69.8	56.0	133.5
Avg. Transaction Price	\$ 23,215	\$ 21,377	\$ 17,240
Avg. Transaction to Market %	99%	99%	97%
Avg. Transactional Discount	\$ 340	\$ 464	\$ 630
Avg. Front End Gross	\$ (191)	\$ 1,693	\$ 776
Avg. Finance Gross	\$ 1,779	\$ 1,842	\$ 1,513
PUVR	\$ 1,588	\$ 3,535	\$ 2,289
Total Gross (Units & PUVR)	\$ 171,557	\$ 70,709	\$ 22,888
GROI	35%	106%	36%
% with Trade	15%	20%	10%
Avg. Over/Under Allowance	67	173	350



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	39	0	0
13%	36%	0%	0%
71%	64%	#DIV/0!	#DIV/0!
58.2	79.9	#DIV/0!	#DIV/0!
\$ 28,093	\$ 22,549	#DIV/0!	#DIV/0!
167%	96%	#DIV/0!	#DIV/0!
\$ (217)	\$ 291	#DIV/0!	#DIV/0!
\$ 284	\$ (1,387)	#DIV/0!	#DIV/0!
\$ 1,894	\$ 1,868	#DIV/0!	#DIV/0!
\$ 2,178	\$ 481	#DIV/0!	#DIV/0!
\$ 30,488	\$ 18,750	#DIV/0!	#DIV/0!
48%	10%	#DIV/0!	#DIV/0!
14%	10%	#DIV/0!	#DIV/0!
-71	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
14	11	0
13%	10%	0%
0%	64%	#DIV/0!
36.9	58.0	#DIV/0!
\$ 17,239	\$ 35,750	#DIV/0!
101%	98%	#DIV/0!
\$ 409	\$ 651	#DIV/0!
\$ (233)	\$ (803)	#DIV/0!
\$ 1,014	\$ 2,419	#DIV/0!
\$ 781	\$ 1,617	#DIV/0!
\$ 10,938	\$ 17,784	#DIV/0!
44%	28%	#DIV/0!
21%	18%	#DIV/0!
71	27	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	108	34	16
% of Retail Units	100%	31%	15%
% Retailed of Non-New Franchise	56%	44%	50%
Avg. Days to Sale	69.8	20.2	39.0
Avg. Transaction Price	\$ 23,215	\$ 22,262	\$ 24,274
Avg. Transaction to Market %	99%	130%	97%
Avg. Transactional Discount	\$ 340	\$ 305	\$ 670
Avg. Front End Gross	\$ (191)	\$ 1,765	\$ 996
Avg. Finance Gross	\$ 1,779	\$ 1,928	\$ 1,352
PUVR	\$ 1,588	\$ 3,693	\$ 2,348
Total Gross (Units & PUVR)	\$ 171,557	\$ 125,545	\$ 37,573
GROI	35%	296%	89%
% with Trade	15%	9%	6%
Avg. Over/Under Allowance	67	56	0



46-60 days	61-90 days	90+ days
10	22	26
9%	20%	24%
50%	64%	69%
52.6	74.4	156.4
\$ 26,010	\$ 21,930	\$ 23,823
103%	96%	92%
\$ 291	\$ 323	\$ 218
\$ 543	\$ (1,199)	\$ (2,907)
\$ 1,644	\$ 1,522	\$ 2,118
\$ 2,187	\$ 323	\$ (790)
\$ 21,872	\$ 7,103	\$ (20,536)
58%	7%	-8%
10%	23%	23%
100	16	154