

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Winston Etheridge	Tom Kim	Adeosun, George
Greg Taylor	Mustafa Floyd	Butts, Derrick
Rashad Saeed	Terrance Mayberry	Crenshaw, Brian
Brandon Latimore	Demond Morris	Davis, Carl
Jacob Zuazua	Alex Price	Davis, Shelby
Jason Brown		Ealy, Xavier
		Giddens, Craig
		Hill, Kamone
		Houston, Edward
		Jorgensen, Garrett
		Magnusson, Karl
		Martells, Kirk
		McMillan, Horace
		Morgan, Brian
		Parker, Steve
		Pereira, Orlando
		Peters, Winston
		Porubiansky, Matthew
		Raby, Branden
		Riviere, Louis
		Robinson, Shawn
		Ruden, Taylor
		Russaw, Ryan
		Taylor, Andre
		Wilcoxson, Cedric
		Dyer, Elijah





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	NLSS200574A	2020	LEXUS	UX250H	9	Trade on Used	YES	\$ 26,722	\$ 26,722	99%	\$4,547	\$4,492
2	NLS250143A	2009	LEXUS	ES 350	1	Trade on New	No	\$ 11,588	\$ 11,088	95%	\$3,017	\$0
3	NLS241908B	2018	LINCOLN	MKX	60	Trade on Used	No	\$ 16,588	\$ 16,193	76%	(\$2,099)	\$0
4	NLS241971A	2024	TOYOTA	CAMRY	29	Trade on New	No	\$ 27,988	\$ 26,954	96%	\$409	\$0
5	NLS242218A	2023	LEXUS	GX460	15	Trade on New	Yes	\$ 58,990	\$ 58,391	99%	\$679	\$0
6	NLS242185A	2022	LEXUS	NX350	10	Trade on New	Yes	\$ 40,499	\$ 39,990	96%	\$1,196	\$3,350
7	NLSP222524	2022	LEXUS	RCF	21	Auction/Wholesale	Yes	\$ 67,725	\$ 69,990	94%	\$84	\$7,129
8	NLS241428A	2020	LEXUS	NX300	60	Trade on Used	Yes	\$ 23,990	\$ 23,990	88%	(\$2,646)	\$2,515
9	NLS250038A	2021	LEXUS	NX300	49	Trade on New	Yes	\$ 31,990	\$ 30,933	99%	(\$2,698)	\$250
10	NLS250130A	2024	CHEVROLET	SILVERADO	3	Trade on New	No	\$ 56,990	\$ 54,000	94%	\$780	\$0
11	NLS242214A	2021	LEXUS	NX300	14	Trade on New	Yes	\$ 32,699	\$ 31,949	100%	\$2,375	\$0
12	NLS242273A	2020	LEXUS	RX350	8	Trade on New	No	\$ 36,990	\$ 36,293	100%	\$3,374	\$675
13	NLSL240110	2024	LEXUS	NX250	2	Loaner	Yes	\$ 39,990	\$ 39,990	97%	\$3,324	\$2,350
14	NLS242223A	2017	LEXUS	RX350	17	Trade on New	No	\$ 26,999	\$ 26,400	101%	\$1,462	\$0
15	NLS241936A	2019	MINI	COUNTRYMAN	39	Trade on New	No	\$ 17,991	\$ 16,990	80%	\$532	\$1,226
16	R121CT74A	2015	TOYOTA	4RUNNER	22	Trade on New	No	\$ 22,599	\$ 22,099	100%	\$1,121	\$0
17	NLS242293A	2023	BMW	X5	4	Trade on New	No	\$ 52,335	\$ 49,524	95%	\$4,497	\$0
18	NLS250078A	2019	LEXUS	NX300	6	Trade on New	Yes	\$ 23,990	\$ 23,990	98%	\$2,070	\$0
19	NLS242298A	2014	LEXUS	ES300H	10	Trade on New	No	\$ 17,888	\$ 17,487	95%	\$2,094	\$0
20	NLSS190565	2019	LEXUS	RX450H	8	Street/Curb Buy	No	\$ 36,999	\$ 36,699	97%	(\$762)	\$1,017
21	NLS242194B	2022	TOYOTA	RAV4	25	Trade on New	No	\$ 29,488	\$ 28,791	96%	\$416	\$657
22	NLS241792A	2020	SUBARU	ASCENT	56	Trade on New	No	\$ 23,989	\$ 22,997	86%	(\$1,958)	\$0
23	NLS242204A	2016	LEXUS	GX460	14	Trade on New	No	\$ 26,802	\$ 26,802	95%	\$4,066	\$0
24	NLS242117A	2024	CADILLAC	CT5	39	Trade on New	No	\$ 34,790	\$ 34,093	94%	(\$3,585)	\$0
25	NLS242295A	2021	LEXUS	RX350	4	Trade on New	No	\$ 39,990	\$ 39,990	100%	\$3,219	\$745
26	NLS242304A	2013	Mercedes-Benz	E CLASS	13	Trade on New	No	\$ 12,488	\$ 12,488	94%	\$4,300	\$0
27	NLSL231325	2023	LEXUS	ES3250	25	Loaner	Yes	\$ 35,891	\$ 34,842	93%	\$14	\$3,575
28	NLS250068A	2020	BMW	X3	23	Trade on New	No	\$ 22,698	\$ 22,398	93%	\$2,272	\$0
29	NLS241980A	2020	ACURA	MDX	59	Trade on New	No	\$ 25,788	\$ 25,561	90%	(\$980)	\$1,000
30	NLS250110A	2021	LEXUS	NX300	9	Trade on New	Yes	\$ 30,100	\$ 31,888	98%	\$868	\$850

31	NLSL231370	2023	LEXUS	RX350	13	Loaner	Yes	\$	48,199	\$	47,394	96%	\$1,408	\$0
32	NLS242253A	2019	LEXUS	LX570	23	Trade on New	Yes	\$	55,990	\$	54,090	99%	\$3,185	\$2,944
33	NLS242227A	2018	JEEP	GRAND CHER.	12	Trade on New	No	\$	21,590	\$	21,590	98%	\$3,245	\$1,249
34	NLS250054A	2022	TOYOTA	RAV4	4	Trade on New	No	\$	30,990	\$	30,390	100%	\$2,183	\$0
35	NLSP222497	2022	LEXUS	ES350	57	Auction/Wholesale	Yes	\$	35,991	\$	35,991	92%	(\$5,952)	\$907
36	NLSP231854	2023	LEXUS	ES350	42	Auction/Wholesale	Yes	\$	40,799	\$	40,099	96%	(\$4,050)	\$250
37	NLSL231345	2023	LEXUS	GX460	14	Loaner	Yes	\$	59,990	\$	58,990	100%	\$2,342	\$1,220
38	NLS250078A	2019	LEXUS	NX300	6	Trade on New	Yes	\$	23,990	\$	23,990	98%	\$2,070	\$0
39	NLS241927A	2023	KIA	TELLURIDE	56	Trade on New	No	\$	39,358	\$	38,661	90%	(\$3,446)	\$0
40	NLS242168A	2021	LEXUS	RX350	15	Trade on New	Yes	\$	39,990	\$	38,900	90%	\$3,715	\$570
41	NLS242068A	2023	JEEP	COMPASS	21	Trade on New	No	\$	24,990	\$	24,990	89%	\$2,605	\$0
42	NLS242048B	2015	LEXUS	RX350	7	Trade on Used	No	\$	19,990	\$	19,990	100%	\$1,752	\$1,173
43	NLS241049B	2021	LEXUS	GX460	37	Trade on Used	No	\$	36,000	\$	36,000	90%	\$1,535	\$0
44	NLS241457A	2021	TOYOTA	TUNDRA	37	Trade on New	No	\$	44,996	\$	43,529	95%	(\$2,770)	\$210
45	NLS250048A	2021	LEXUS	NX 300	21	Trade on New	Yes	\$	31,990	\$	31,649	99%	\$5,179	\$2,405
46	NLS242305A	2021	LEXUS	RX350L	14	Trade on New	Yes	\$	41,990	\$	41,293	100%	\$3,479	\$1,275
47	NLSL231354A	2023	SUBARU	OUTBACK	19	Trade on New	No	\$	29,890	\$	29,890	94%	\$456	\$0
48	NLSQ211126	2021	CADILLAC	XT5	51	Auction/Wholesale	No	\$	24,990	\$	24,990	89%	(\$2,331)	\$711
49	NLS242179A	2021	MAZDA	CX5	18	Trade on New	No	\$	25,990	\$	25,990	97%	\$1,592	\$2,361
50	NLSS200575	2020	LEXUS	RX350	7	Street/Curb Buy	No	\$	35,889	\$	35,139	96%	\$1,759	\$3,225
51	NLS242186A	2021	LEXUS	ES350	18	Trade on New	No	\$	36,494	\$	35,797	97%	\$613	\$5,048
52	CITP240493B	2020	LEXUS	RX350	18	Trade on Used	No	\$	30,198	\$	28,702	96%	\$1,651	\$0
53	NLS250089A	2010	ACURA	TSX	18	Trade on New	No	\$	10,412	\$	10,412	97%	\$1,447	\$288

## Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	200
Avg. Days to Sale	23.0
Avg. Advertised Price (Time of Sale)	\$ 32,903
Avg. Transaction Price	\$ 32,403
Avg. Market Price at 100%	\$ 34,179
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 500
Avg. Front-End Gross	\$ 1,076
Avg. Finance Gross	\$ 1,188
PUVR	\$ 2,265
Total Gross (Units & PUVR)	\$ 452,939
GROI	110%
% with Trade	28%
Avg. Over/Under Allowance	\$25



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Winston Etheridge
% Retailed of Non-New Franchise	37%	#DIV/0!	100%
Total # Retail Units	200	0	2
Avg. Days to Sale	23.0	#DIV/0!	13.0
Avg. Advertised Price (Time of Sale)	\$ 32,903	#DIV/0!	\$ 39,844
Avg. Transaction Price	\$ 32,403	#DIV/0!	\$ 38,199
Avg. Market Price at 100%	\$ 34,179	#DIV/0!	\$ 42,517
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	94%
Avg. Transaction to Market	95%	#DIV/0!	90%
Avg. Transactional Discount	\$ 500	#DIV/0!	\$ 1,645
Avg. Front-End Gross	\$ 1,076	#DIV/0!	\$ 1,526
Avg. Finance Gross	\$ 1,188	#DIV/0!	\$ -
PUVR	\$ 2,265	#DIV/0!	\$ 1,526
Total Gross (Units & PUVR)	\$ 452,939	#DIV/0!	\$ 3,052
GROI	110%	#DIV/0!	111%
% with Trade	28%	#DIV/0!	50%
Avg. Over/Under Allowance	25	#DIV/0!	0



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

Greg Taylor	Rashad Saeed	Brandon Latimore	Jacob Zuazua
34%	37%	17%	40%
56	102	6	10
22.1	25.8	13.0	23.9
\$ 33,398	\$ 31,517	\$ 43,018	\$ 41,036
\$ 32,836	\$ 31,097	\$ 42,272	\$ 40,364
\$ 34,675	\$ 32,669	\$ 43,205	\$ 42,993
96%	96%	100%	95%
95%	95%	98%	94%
\$ 563	\$ 421	\$ 746	\$ 671
\$ 818	\$ 962	\$ 3,141	\$ 506
\$ 1,042	\$ 1,054	\$ 3,292	\$ 2,847
\$ 1,859	\$ 2,016	\$ 6,432	\$ 3,353
\$ 104,113	\$ 205,601	\$ 38,594	\$ 33,533
92%	90%	421%	125%
41%	25%	0%	40%
-105	124	0	-121

Jason Brown			
42%	#DIV/0!	#DIV/0!	#DIV/0!
24	0	0	0
15.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,139	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,673	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,133	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 466	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,850	#DIV/0!	#DIV/0!	#DIV/0!
\$ 985	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,835	#DIV/0!	#DIV/0!	#DIV/0!
\$ 68,045	#DIV/0!	#DIV/0!	#DIV/0!
210%	#DIV/0!	#DIV/0!	#DIV/0!
13%	#DIV/0!	#DIV/0!	#DIV/0!
333	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Adeosun, George	Butts, Derrick
% Retailed of Non-New Franchise	37%	35%	33%
Total # Retail Units	200	17	9
Avg. Days to Sale	23.0	37.2	19.7
Avg. Advertised Price (Time of Sale)	\$ 32,903	\$ 31,311	\$ 29,041
Avg. Transaction Price	\$ 32,403	\$ 31,079	\$ 28,439
Avg. Market Price at 100%	\$ 34,179	\$ 31,963	\$ 30,022
Avg. Price to Market % (Time of Sale)	96%	98%	97%
Avg. Transaction to Market	95%	97%	95%
Avg. Transactional Discount	\$ 500	\$ 231	\$ 602
Avg. Front-End Gross	\$ 1,076	\$ 2,434	\$ 1,444
Avg. Finance Gross	\$ 1,188	\$ 384	\$ 798
PUVR	\$ 2,265	\$ 2,817	\$ 2,242
Total Gross (Units & PUVR)	\$ 452,939	\$ 47,891	\$ 20,178
GROI	110%	88%	144%
% with Trade	28%	29%	33%
Avg. Over/Under Allowance	25	700	-637



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

Crenshaw, Brian	Davis, Carl	Davis, Shelby	Ealy, Xavier
33%	17%	22%	78%
9	6	9	9
23.0	20.5	17.8	22.3
\$ 37,515	\$ 36,707	\$ 35,188	\$ 32,269
\$ 36,545	\$ 36,188	\$ 35,231	\$ 31,523
\$ 38,991	\$ 37,972	\$ 36,005	\$ 33,916
96%	97%	98%	95%
94%	95%	98%	93%
\$ 970	\$ 519	\$ (43)	\$ 746
\$ 169	\$ 295	\$ 366	\$ 1,049
\$ 2,368	\$ 2,294	\$ 1,425	\$ 617
\$ 2,537	\$ 2,589	\$ 1,792	\$ 1,666
\$ 22,836	\$ 15,534	\$ 16,124	\$ 14,995
109%	126%	103%	85%
33%	17%	44%	22%
0	500	63	0

Giddens, Craig	Hill, Kamone	Houston, Edward	Jorgensen, Garrett
0%	29%	50%	14%
3	7	10	7
17.0	20.6	22.4	19.9
\$ 32,299	\$ 28,622	\$ 34,140	\$ 26,473
\$ 31,778	\$ 28,261	\$ 33,219	\$ 26,095
\$ 32,087	\$ 29,586	\$ 35,435	\$ 27,048
101%	97%	96%	98%
99%	96%	94%	96%
\$ 520	\$ 361	\$ 920	\$ 378
\$ 386	\$ 1,634	\$ 207	\$ 232
\$ 1,137	\$ 1,426	\$ 926	\$ 698
\$ 1,523	\$ 3,060	\$ 1,133	\$ 930
\$ 4,569	\$ 21,417	\$ 11,333	\$ 6,509
101%	189%	55%	65%
67%	43%	20%	0%
250	-333	0	#DIV/0!

Magnusson, Karl	Martells, Kirk	McMillan, Horace	Morgan, Brian
100%	21%	50%	42%
2	14	4	12
20.0	22.9	38.8	30.1
\$ 25,188	\$ 35,513	\$ 36,708	\$ 38,158
\$ 23,745	\$ 35,039	\$ 36,311	\$ 37,519
\$ 26,657	\$ 36,523	\$ 38,556	\$ 39,502
94%	97%	95%	97%
89%	96%	94%	95%
\$ 1,443	\$ 474	\$ 397	\$ 638
\$ 2,274	\$ 275	\$ (1,343)	\$ 847
\$ 1,828	\$ 981	\$ 706	\$ 2,089
\$ 4,101	\$ 1,255	\$ (638)	\$ 2,936
\$ 8,202	\$ 17,571	\$ (2,550)	\$ 35,227
311%	56%	-16%	94%
50%	7%	25%	58%
500	-1,937	0	75

Parker, Steve	Pereira, Orlando	Peters, Winston	Porubiansky, Matt
50%	63%	50%	0%
2	8	10	5
9.5	22.9	16.3	20.0
\$ 26,849	\$ 39,703	\$ 33,052	\$ 27,210
\$ 26,599	\$ 38,961	\$ 32,907	\$ 26,561
\$ 27,943	\$ 41,712	\$ 34,139	\$ 27,510
96%	95%	97%	99%
95%	93%	96%	97%
\$ 250	\$ 742	\$ 144	\$ 649
\$ 3,049	\$ 728	\$ 1,623	\$ 364
\$ 431	\$ 2,283	\$ 1,108	\$ 931
\$ 3,479	\$ 3,011	\$ 2,731	\$ 1,295
\$ 6,959	\$ 24,090	\$ 27,314	\$ 6,476
496%	122%	183%	88%
0%	38%	30%	40%
#DIV/0!	167	500	0

Raby, Branden	Riviere, Louis	Robinson, Shawn	Ruden, Taylor
29%	40%	0%	86%
7	5	7	7
16.7	13.2	20.6	19.4
\$ 27,272	\$ 38,474	\$ 31,396	\$ 31,510
\$ 26,589	\$ 38,350	\$ 31,231	\$ 30,837
\$ 28,618	\$ 38,883	\$ 32,019	\$ 33,384
95%	99%	98%	94%
93%	99%	98%	92%
\$ 683	\$ 124	\$ 165	\$ 674
\$ 1,257	\$ 2,061	\$ 1,895	\$ 903
\$ 740	\$ 358	\$ 1,137	\$ 490
\$ 1,997	\$ 2,419	\$ 3,032	\$ 1,392
\$ 13,976	\$ 12,095	\$ 21,225	\$ 9,745
162%	172%	170%	84%
14%	20%	0%	57%
0	-1,500	0	-15

Russaw, Ryan	Taylor, Andre	Wilcoxson, Cedric	Dyer, Elijah
33%	75%	20%	30%
12	4	5	10
21.9	20.0	27.6	25.0
\$ 30,365	\$ 35,277	\$ 21,251	\$ 37,246
\$ 29,911	\$ 34,334	\$ 20,939	\$ 36,780
\$ 31,598	\$ 35,874	\$ 23,281	\$ 39,776
96%	98%	91%	94%
95%	96%	90%	92%
\$ 454	\$ 943	\$ 312	\$ 466
\$ 1,066	\$ 3,721	\$ 1,058	\$ 1,377
\$ 707	\$ 4,677	\$ 578	\$ 1,441
\$ 1,773	\$ 8,397	\$ 1,636	\$ 2,818
\$ 21,272	\$ 33,589	\$ 8,180	\$ 28,180
97%	440%	102%	110%
25%	0%	40%	30%
0	#DIV/0!	-242	167



















## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Tom Kim	Mustafa Floyd
% Retailed of Non-New Franchise	37%	36%	39%
Total # Retail Units	200	45	31
Avg. Days to Sale	23.0	19.6	16.6
Avg. Advertised Price (Time of Sale)	\$ 32,903	\$ 35,903	\$ 35,569
Avg. Transaction Price	\$ 32,403	\$ 35,531	\$ 35,053
Avg. Market Price at 100%	\$ 34,179	\$ 36,961	\$ 36,721
Avg. Price to Market % (Time of Sale)	96%	97%	97%
Avg. Transaction to Market	95%	96%	95%
Avg. Transactional Discount	\$ 500	\$ 372	\$ 516
Avg. Front-End Gross	\$ 1,076	\$ 1,905	\$ 915
Avg. Finance Gross	\$ 1,188	\$ 1,258	\$ 1,722
PUVR	\$ 2,265	\$ 3,163	\$ 2,637
Total Gross (Units & PUVR)	\$ 452,939	\$ 142,322	\$ 81,747
GROI	110%	163%	163%
% with Trade	28%	0%	0%
Avg. Over/Under Allowance	25	28	-72



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

Terrance Maybe	Demond Morris	Alex Price	
36%	33%	45%	#DIV/0!
44	49	31	0
30.4	21.3	26.2	#DIV/0!
\$ 32,699	\$ 30,359	\$ 30,194	#DIV/0!
\$ 32,175	\$ 29,877	\$ 29,526	#DIV/0!
\$ 34,203	\$ 31,373	\$ 31,472	#DIV/0!
96%	97%	96%	#DIV/0!
94%	95%	94%	#DIV/0!
\$ 524	\$ 481	\$ 668	#DIV/0!
\$ 701	\$ 919	\$ 815	#DIV/0!
\$ 452	\$ 1,330	\$ 1,375	#DIV/0!
\$ 1,154	\$ 2,249	\$ 2,190	#DIV/0!
\$ 50,771	\$ 110,199	\$ 67,900	#DIV/0!
42%	127%	102%	#DIV/0!
0%	0%	0%	#DIV/0!
-34	257	-34	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	80	120
Avg. Days to Sale	23.0	21.4	24.0
Avg. Advertised Price (Time of Sale)	\$ 32,903	\$ 42,255	\$ 26,091
Avg. Transaction Price	\$ 32,403	\$ 41,870	\$ 26,091
Avg. Market Price at 100%	\$ 34,179	\$ 43,048	\$ 28,130
Avg. Price to Market % (Time of Sale)	96%	98%	93%
Avg. Transaction to Market	95%	97%	93%
Avg. Transactional Discount	\$ 500	\$ 385	\$ 577
Avg. Front-End Gross	\$ 1,076	\$ 942	\$ 1,166
Avg. Finance Gross	\$ 1,188	\$ 1,309	\$ 1,108
PUVR	\$ 2,265	\$ 2,252	\$ 2,273
Total Gross (Units & PUVR)	\$ 452,939	\$ 180,136	\$ 272,803
GROI	110%	90%	131%
% with Trade	28%	34%	25%
Avg. Over/Under Allowance	25	11	37



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	126	74
Avg. Days to Sale	23.0	20.5	27.1
Avg. Advertised Price (Time of Sale)	\$ 32,903	\$ 35,812	\$ 27,282
Avg. Transaction Price	\$ 32,403	\$ 35,410	\$ 27,282
Avg. Market Price at 100%	\$ 34,179	\$ 36,648	\$ 29,755
Avg. Price to Market % (Time of Sale)	96%	98%	92%
Avg. Transaction to Market	95%	97%	92%
Avg. Transactional Discount	\$ 500	\$ 402	\$ 668
Avg. Front-End Gross	\$ 1,076	\$ 1,068	\$ 1,091
Avg. Finance Gross	\$ 1,188	\$ 1,207	\$ 1,157
PUVR	\$ 2,265	\$ 2,274	\$ 2,248
Total Gross (Units & PUVR)	\$ 452,939	\$ 286,559	\$ 166,380
GROI	110%	113%	109%
% with Trade	28%	30%	26%
Avg. Over/Under Allowance	25	-27	134



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	126	30
% of Retail Units	100%	63%	15%
% Retailed of Non-New Franchise	37%	42%	53%
Avg. Days to Sale	23.0	21.7	20.1
Avg. Transaction Price	\$ 32,403	\$ 30,574	\$ 25,576
Avg. Transaction to Market %	95%	94%	93%
Avg. Transactional Discount	\$ 500	\$ 555	\$ 564
Avg. Front End Gross	\$ 1,076	\$ 1,345	\$ 861
Avg. Finance Gross	\$ 1,188	\$ 935	\$ 1,364
PUVR	\$ 2,265	\$ 2,280	\$ 2,225
Total Gross (Units & PUVR)	\$ 452,939	\$ 287,297	\$ 66,750
GROI	110%	123%	156%
% with Trade	28%	27%	30%
Avg. Over/Under Allowance	25	22	179



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
11	21	12	0
6%	11%	6%	0%
0%	24%	0%	#DIV/0!
13.9	42.9	16.3	#DIV/0!
\$ 42,159	\$ 39,845	\$ 46,700	#DIV/0!
95%	97%	96%	#DIV/0!
\$ 494	\$ 5	\$ 641	#DIV/0!
\$ 2,663	\$ (2,193)	\$ 3,062	#DIV/0!
\$ 1,852	\$ 2,047	\$ 1,297	#DIV/0!
\$ 4,514	\$ (146)	\$ 4,358	#DIV/0!
\$ 49,656	\$ (3,065)	\$ 52,301	#DIV/0!
277%	-3%	207%	#DIV/0!
18%	29%	50%	#DIV/0!
-1,719	250	165	#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	200	150	32
% of Retail Units	100%	75%	16%
% Retailed of Non-New Franchise	37%	36%	34%
Avg. Days to Sale	23.0	14.4	37.7
Avg. Transaction Price	\$ 32,403	\$ 32,347	\$ 31,762
Avg. Transaction to Market %	95%	96%	91%
Avg. Transactional Discount	\$ 500	\$ 458	\$ 583
Avg. Front End Gross	\$ 1,076	\$ 1,652	\$ (311)
Avg. Finance Gross	\$ 1,188	\$ 1,245	\$ 873
PUVR	\$ 2,265	\$ 2,897	\$ 562
Total Gross (Units & PUVR)	\$ 452,939	\$ 434,605	\$ 17,982
GROI	110%	224%	17%
% with Trade	28%	27%	28%
Avg. Over/Under Allowance	25	22	51



46-60 days	61-90 days	90+ days
15	2	1
8%	1%	1%
53%	0%	100%
53.9	71.0	279.0
\$ 34,152	\$ 33,565	\$ 32,590
90%	90%	96%
\$ 654	\$ 729	\$ 1,408
\$ (1,307)	\$ (1,225)	\$ (552)
\$ 1,508	\$ 176	\$ -
\$ 200	\$ (1,050)	\$ (552)
\$ 3,004	\$ (2,100)	\$ (552)
4%	-16%	-2%
40%	50%	0%
0	0	#DIV/0!