

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mason Perryman	Apollo Folks	Patrick Mcgoldrick
Boone McEntire	Chris Johnson	Willis Oothout
Reese McCloud		Jason Kee
		TJ Constintini
		Dezmond Farley
		Anthony Mcfarlin
		Ken Godwin
		Brad Morgan

Pre-Work VO1 Week 4 Pre-Ow

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



Unit #	Stock#	Year	Make	Model	In	Acquisition Source	CP	Price (Time	Transacti	Market %	End	Financ	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowan
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	3R444A	19	RAM	1500	56	Trade on Used	No	\$ 34,856	\$ 34,856	92%	\$4,335	\$3,456	Patrick Mcgoldrick	Mason Perryman	Apollo Folks	Yes	\$3,000
2	3A21815A	20	Ford	Explorer	55	Trade on New	Yes	\$ 29,990	\$ 29,990	95%	(\$798)	\$2,868	Dezmond Farley	Mason Perryman	Apollo Folks	No	
3	3D33627A	22	Nissan	Frontier	64	Trade on New	No	\$ 29,002	\$ 29,002	93%	\$1,533	\$895	Brad Morgan	Mason Perryman	Apollo Folks	No	
4	3B33977A	16	Ford	F-150	7	Trade on New	No	\$ 22,723	\$ 22,723	95%	\$5,662	\$0	Anthony Mcfarlin	Mason Perryman	Apollo Folks	No	
5	3R460	22	Ram	1500	25	Auction/Wholesale	No	\$ 41,717	\$ 41,717	96%	\$1,110	\$0	Willis Oothout	Boone McEntire	Apollo Folks	No	
6	3R429	23	Ford	Bronco	66	Auction/Wholesale	No	\$ 54,611	\$ 51,753	100%	(\$2,857)	\$0	Patrick Mcgoldrick	Boone McEntire	Apollo Folks	No	
7	3A41673A	23	Ford	Explorer	56	Trade on New	No	\$ 49,382	\$ 48,206	96%	(\$174)	\$0	TJ Constantini	Boone McEntire	Apollo Folks	Yes	
8	3E32868A	15	Ford	F-150	5	Trade on New	No	\$ 20,990	\$ 20,990	100%	\$4,506	\$776	Jason Kee	Boone McEntire	Apollo Folks	No	
9	3A94129A	11	Ford	F-150	33	Trade on New	No	\$ 12,490	\$ 12,490	67%	\$4,121	\$1,835	Jason Kee	Boone McEntire	Chris Johnson	Yes	
10	3R428	15	Ford	Mustang	77	Auction/Wholesale	No	\$ 27,275	\$ 27,275	93%	(\$4,024)	\$0	Jason Kee	Boone McEntire	Chris Johnson	No	
11	3r466	21	Ford	F-250	16	Auction/Wholesale	No	\$ 45,990	\$ 45,990	90%	\$1,103	\$5,025	Willis Oothout	Boone McEntire	Chris Johnson	Yes	
12	3R454A	18	Jeep	Wrangler	47	Trade on Used	No	\$ 27,063	\$ 25,977	96%	(\$1,449)	\$0	Brad Morgan	Boone McEntire	Chris Johnson	No	
13	3F14002A	16	Mazda	CX-9	21	Trade on New	No	\$ 14,557	\$ 13,500	80%	\$1,831	\$559	Willis Oothout	Boone McEntire	Apollo Folks	Yes	
14	3E96165A	19	Nissan	ROGUE	30	Trade on New	No	\$ 17,792	\$ 15,818	104%	\$1,117	\$840	Dezmond Farley	Mason Perryman	Chris Johnson	No	
15	3R420	21	Cadillac	Escalade	89	Auction/Wholesale	No	\$ 69,600	\$ 69,600	100%	(\$7,585)	\$8,286	TJ Constantini	Mason Perryman	Apollo Folks	No	
16	3R423	22	Ford	Escape	88	Auction/Wholesale	No	\$ 22,504	\$ 22,504	85%	(\$3,246)	\$2,999	Anthony Mcfarlin	Boone McEntire	Chris Johnson	Yes	
17	3b01240a	20	Ford	Escape	89	Trade on New	Yes	\$ 19,567	\$ 18,067	89%	\$446	\$2,269	TJ Constantini	Mason Perryman	Chris Johnson	No	
18	3R474	20	GMC	Sierra	0	Auction/Wholesale	No	\$ 39,999	\$ 39,999	96%	(\$550)	\$609	Willis Oothout	Boone McEntire	Apollo Folks	Yes	(\$420)
19	3A56992A	15	Subaru	Crosstrek	11	Trade on New	No	\$ 11,985	\$ 11,985	103%	\$515	\$1,929	Jason Kee	Mason Perryman	Chris Johnson	Yes	\$1,400
20	3R422	21	Lincoln	Aviator	91	Auction/Wholesale	No	\$ 39,101	\$ 39,101	84%	(\$5,028)	\$2,886	Dezmond Farley	Mason Perryman	Apollo Folks	Yes	\$1,000
21	3R378B	17	Chevrolet	SILVERADO	44	Trade on Used	No	\$ 22,972	\$ 22,972	95%	\$1,461.63	\$4,381.88	Jason Kee	Mason Perryman	Apollo Folks	No	
22	3C67728A	21	Chevrolet	5500HD	106	Trade on New	No	\$ 54,990	\$ 53,000	0%	\$9,292.34	\$1,957.50	Patrick Mcgoldrick	Mason Perryman	Apollo Folks	No	
23	3B00104A	22	Ford	ESCAPE	49	Trade on New	No	\$ 24,243	\$ 24,243	93%	\$4,715.89	\$0.00	Willis Oothout	Boone McEntire	Chris Johnson	No	
24	3E51203B	34	Nissan	ROGUE	34	Trade on New	No	\$ 10,990	\$ 10,690	95%	\$3,995.49	\$1,674.10	Willis Oothout	Boone McEntire	Chris Johnson	Yes	
25	3R431	21	RAM	1500	79	Auction/Wholesale	No	\$ 36,653	\$ 36,252	89%	-\$5,901.00	\$0.00	Willis Oothout	Boone McEntire	Apollo Folks	No	
26	3D25301B	23	Chevrolet	COLORADO	73	Trade on New	No	\$ 37,951	\$ 37,268	96%	-\$327.00	\$0.00	TJ Constantini	Boone McEntire	Chris Johnson	No	
27	3A13164A	19	KIA	SORENTO	81	Trade on New	No	\$ 15,999	\$ 15,400	92%	\$777.57	\$441.72	Patrick Mcgoldrick	Mason Perryman	Apollo Folks	No	
28	3E27501Z	17	FORD	F-250	17	Trade on New	No	\$ 54,990	\$ 54,990	104%	\$795.68	\$1,925.49	Ken Godwin	Mason Perryman	Apollo Folks	Yes	\$717
29	3R435A	18	KIA	OPTIMA	18	Trade on Used	No	\$ -	\$ 5,829	90%	-\$57.77	\$0.00	Ken Godwin	Mason Perryman	Chris Johnson	No	
30	3R468	22	DODGE	CHARGER	25	Auction/Wholesale	No	\$ 26,490	\$ 26,490	101%	\$316.72	\$2,125.99	Dezmond Farley	Mason Perryman	Apollo Folks	No	
31	3R472	21	KIA	FORTE	16	Auction/Wholesale	No	\$ 17,819	\$ 17,819	101%	\$2,489.69	\$1,781.16	Jason Kee	Mason Perryman	Chris Johnson	No	
32	3F17726A	19	GMC	DENALI	19	Trade on New	No	\$ 26,810	\$ 22,285	101%	\$5,016.50	\$397.00	Patrick Mcgoldrick	Mason Perryman	Apollo Folks	No	
33	3R408B	18	FORD	EXPLORER	31	Trade on Used	No	\$ 19,290	\$ 17,800	90%	\$4,595.00	\$0.00	Dezmond Farley	Boone McEntire	Chris Johnson	No	
34	3E63732Z	20	KIA	SPORTAGE	77	Trade on Used	No	\$ 14,045	\$ 12,568	93%	\$70.03	\$862.92	Dezmond Farley	Mason Perryman	Chris Johnson	Yes	
35	3R434A	16	JEEP	WRANGLER	35	Trade on Used	No	\$ 29,990	\$ 27,990	103%	\$2,927.19	\$2,703.14	Willis Oothout	Boone McEntire	Apollo Folks	No	
36	3E27501A	24	FORD	F-350	23	Trade on New	No	\$ 59,990	\$ 59,990	100%	\$2,180.73	\$6,227.80	Ken Godwin	Boone McEntire	Apollo Folks	No	
37	3D29581X	3	FORD	EXPLORER	55	Trade on Used	No	\$ 5,999	\$ 5,999	131%	\$3,308.50	\$0.00	Dezmond Farley	Boone McEntire	Chris Johnson	No	
38	3R427A	46	FORD	F-450	46	Trade on Used	Yes	\$ 86,736	\$ 83,736	96%	\$4,255.49	\$3,763.22	TJ Constantini	Boone McEntire	Apollo Folks	No	
39	3R452	21	FORD	F-150	77	Auction/Wholesale	Yes	\$ 34,900	\$ 34,800	99%	-\$1,700.94	\$2,202.84	Dezmond Farley	Mason Perryman	Apollo Folks	No	
40	3A55642A	24	TOYOTA	RAV4	56	Trade on New	No	\$ 30,546	\$ 3,000	96%	\$1,669.88	\$0.00	Patrick Mcgoldrick	Mason Perryman	Apollo Folks	No	
41	3A13136A	21	FORD	RANGER	16	Trade on New	No	\$ 27,998	\$ 23,000	104%	\$3,141.93	\$2,669.32	Jason Kee	Boone McEntire	Apollo Folks	No	
42	3R398	23	NISSAN	ROGUE	144	Auction/Wholesale	No	\$ 26,900	\$ 26,900	98%	-\$5,009.00	\$0.00	Jason Kee	Mason Perryman	Apollo Folks	No	
43	3R482	19	FORD	F-150	1	Auction/Wholesale	No	\$ 41,549	\$ 41,549	95%	\$0.00	\$3,329.42	Anthony Mcfarlin	Mason Perryman	Apollo Folks	No	
44	3A82866A	23	MINI	COUNTRYMAN	20	Trade on New	No	\$ 32,186	\$ 31,315	98%	\$2,439.20	\$0.00	Dezmond Farley	Mason Perryman	Apollo Folks	No	
45	3A41673B	18	FORD	EXPLORER	22	Trade on Used	Yes	\$ 28,980	\$ 27,603	110%	\$703.88	\$1,316.00	Ken Godwin	Boone McEntire	Apollo Folks	Yes	

Scoreboard Totals

% Retailed of Non-Franchise Make	49%
Total # Retail Units	89
Avg. Days to Sale	47.8
Avg. Advertised Price (Time of Sale)	\$ 32,316
Avg. Transaction Price	\$ 31,504
Avg. Market Price at 100%	\$ 33,343
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 918
Avg. Front-End Gross	\$ 1,125
Avg. Finance Gross	\$ 1,970
PUVR	\$ 2,966
Total Gross (Units & PUVR)	\$ 263,987
GROI	71%
% with Trade	31%
Avg. Over/Under Allowance	\$680



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Boone McEntire	Mason Perryman
% Retailed of Non-New Franchise	49%	35%	61%
Total # Retail Units	89	43	44
Avg. Days to Sale	47.8	0%	47.8
Avg. Advertised Price (Time of Sale)	\$ 32,316	\$ 35,526	\$ 29,492
Avg. Transaction Price	\$ 31,504	\$ 34,669	\$ 28,642
Avg. Market Price at 100%	\$ 33,343	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 918	\$ 857	\$ 1,001
Avg. Front-End Gross	\$ 1,125	\$ 987	\$ 1,312
Avg. Finance Gross	\$ 1,970	\$ 1,996	\$ 1,981
PUVR	\$ 2,966	\$ 2,844	\$ 3,172
Total Gross (Units & PUVR)	\$ 263,987	\$ 122,289	\$ 139,546
GROI	71%	#DIV/0!	83%
% with Trade	31%	35%	27%
Avg. Over/Under Allowance	680	300	1,320



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

Reese McCloud			
100%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
47.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,436	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,006	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,330	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 431	#DIV/0!	#DIV/0!	#DIV/0!
\$ (25)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,204	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,179	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,357	#DIV/0!	#DIV/0!	#DIV/0!
36%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
-500	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Patrick Mcgoldrick	Willis Oothout	Jason Kee
% Retailed of Non-New Franchise	49%	47%	65%	38%
Total # Retail Units	89	15	17	13
Avg. Days to Sale	47.8	58.9	41.5	37.7
Avg. Advertised Price (Time of Sale)	\$ 32,316	\$ 38,087	\$ 35,248	\$ 23,875
Avg. Transaction Price	\$ 31,504	\$ 34,902	\$ 34,911	\$ 23,497
Avg. Market Price at 100%	\$ 33,343	#DIV/0!	#DIV/0!	\$ 24,639
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!	97%
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!	95%
Avg. Transactional Discount	\$ 918	\$ 3,184	\$ 336	\$ 452
Avg. Front-End Gross	\$ 1,125	\$ 1,502	\$ 1,686	\$ 1,086
Avg. Finance Gross	\$ 1,970	\$ 1,775	\$ 1,569	\$ 1,807
PUVR	\$ 2,966	\$ 3,277	\$ 3,255	\$ 2,438
Total Gross (Units & PUVR)	\$ 263,987	\$ 49,148	\$ 55,331	\$ 31,699
GROI	71%	57%	81%	99%
% with Trade	31%	27%	47%	23%
Avg. Over/Under Allowance	680	1,000	20	710



Select your staff member for each column.)

TJ Constintini	Dezmond Farley	Anthony Mcfarlin	Ken Godwin	Brad Morgan	
40%	50%	50%	50%	43%	#DIV/0!
5	16	10	6	7	0
70.6	52.3	34.9	26.0	69.7	#DIV/0!
\$ 52,647	\$ 24,775	\$ 28,876	\$ 32,914	\$ 35,621	#DIV/0!
\$ 51,375	\$ 24,137	\$ 28,402	\$ 33,645	\$ 34,919	#DIV/0!
\$ 54,581	\$ 25,556	\$ 28,785	\$ 32,853	\$ 36,622	#DIV/0!
96%	97%	100%	100%	97%	#DIV/0!
94%	94%	99%	102%	95%	#DIV/0!
\$ 1,272	\$ 638	\$ 474	\$ (731)	\$ 702	#DIV/0!
\$ (677)	\$ 300	\$ 2,297	\$ 1,091	\$ 553	#DIV/0!
\$ 3,579	\$ 1,536	\$ 2,393	\$ 2,850	\$ 2,491	#DIV/0!
\$ 2,187	\$ 1,836	\$ 4,451	\$ 3,941	\$ 2,688	#DIV/0!
\$ 10,933	\$ 29,376	\$ 44,512	\$ 23,645	\$ 18,816	#DIV/0!
22%	52%	162%	162%	40%	#DIV/0!
20%	13%	60%	50%	14%	#DIV/0!
#DIV/0!	1,000	1,000	1,009	1,000	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Walker Strong		Apollo Folks
% Retailed of Non-New Franchise	49%	#DIV/0!	#DIV/0!	47%
Total # Retail Units	89	0	0	49
Avg. Days to Sale	47.8	#DIV/0!	#DIV/0!	42.6
Avg. Advertised Price (Time of Sale)	\$ 32,316	#DIV/0!	#DIV/0!	\$ 35,700
Avg. Transaction Price	\$ 31,504	#DIV/0!	#DIV/0!	\$ 34,395
Avg. Market Price at 100%	\$ 33,343	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 918	#DIV/0!	#DIV/0!	\$ 1,304
Avg. Front-End Gross	\$ 1,125	#DIV/0!	#DIV/0!	\$ 1,147
Avg. Finance Gross	\$ 1,970	#DIV/0!	#DIV/0!	\$ 2,103
PUVR	\$ 2,966	#DIV/0!	#DIV/0!	\$ 3,165
Total Gross (Units & PUVR)	\$ 263,987	#DIV/0!	#DIV/0!	\$ 155,063
GROI	71%	#DIV/0!	#DIV/0!	78%
% with Trade	31%	#DIV/0!	#DIV/0!	0%
Avg. Over/Under Allowance	680	#DIV/0!	#DIV/0!	959



Select your staff member for each column.)

Chris Johnson					
53%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
40	0	0	0	0	0
54.0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,171	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,872	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 432	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,097	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,805	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,717	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 108,675	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
65%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
524	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	89	10	79
Avg. Days to Sale	47.8	57.4	46.5
Avg. Advertised Price (Time of Sale)	\$ 32,316	\$ 38,409	\$ 30,707
Avg. Transaction Price	\$ 31,504	\$ 37,727	\$ 30,707
Avg. Market Price at 100%	\$ 33,343	\$ 39,475	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	#DIV/0!
Avg. Transaction to Market	94%	96%	#DIV/0!
Avg. Transactional Discount	\$ 918	\$ 682	\$ 948
Avg. Front-End Gross	\$ 1,125	\$ (558)	\$ 1,338
Avg. Finance Gross	\$ 1,970	\$ 2,890	\$ 1,847
PUVR	\$ 2,966	\$ 2,332	\$ 3,047
Total Gross (Units & PUVR)	\$ 263,987	\$ 23,322	\$ 240,747
GROI	71%	39%	77%
% with Trade	31%	20%	33%
Avg. Over/Under Allowance	680	500	694



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	89	45	44
Avg. Days to Sale	47.8	46.7	48.8
Avg. Advertised Price (Time of Sale)	\$ 32,316	\$ 36,817	\$ 26,499
Avg. Transaction Price	\$ 31,504	\$ 36,510	\$ 26,499
Avg. Market Price at 100%	\$ 33,343	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 918	\$ 621	\$ 1,214
Avg. Front-End Gross	\$ 1,125	\$ 1,319	\$ 927
Avg. Finance Gross	\$ 1,970	\$ 2,377	\$ 1,572
PUVR	\$ 2,966	\$ 3,469	\$ 2,463
Total Gross (Units & PUVR)	\$ 263,987	\$ 156,105	\$ 108,385
GROI	71%	73%	69%
% with Trade	31%	33%	30%
Avg. Over/Under Allowance	680	391	969



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	89	39	19
% of Retail Units	100%	44%	21%
% Retailed of Non-New Franchise	49%	54%	58%
Avg. Days to Sale	47.8	38.9	46.7
Avg. Transaction Price	\$ 31,504	\$ 26,082	\$ 23,840
Avg. Transaction to Market %	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 918	\$ 1,552	\$ 523
Avg. Front End Gross	\$ 1,125	\$ 2,435	\$ 2,042
Avg. Finance Gross	\$ 1,970	\$ 1,699	\$ 1,820
PUVR	\$ 2,966	\$ 4,047	\$ 3,612
Total Gross (Units & PUVR)	\$ 263,987	\$ 157,821	\$ 68,626
GROI	71%	144%	117%
% with Trade	31%	28%	32%
Avg. Over/Under Allowance	680	656	2,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	31	0	0
0%	35%	0%	0%
#DIV/0!	39%	#DIV/0!	#DIV/0!
#DIV/0!	60.0	#DIV/0!	#DIV/0!
#DIV/0!	\$ 42,776	#DIV/0!	#DIV/0!
#DIV/0!	98%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 348	#DIV/0!	#DIV/0!
#DIV/0!	\$ (1,086)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,395	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,232	#DIV/0!	#DIV/0!
#DIV/0!	\$ 38,186	#DIV/0!	#DIV/0!
#DIV/0!	17%	#DIV/0!	#DIV/0!
#DIV/0!	35%	#DIV/0!	#DIV/0!
#DIV/0!	263	#DIV/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	89	33	12
% of Retail Units	100%	37%	13%
% Retailed of Non-New Franchise	49%	45%	75%
Avg. Days to Sale	47.8	16.6	35.4
Avg. Transaction Price	\$ 31,504	\$ 30,140	\$ 26,320
Avg. Transaction to Market %	94%	#DIV/0!	92%
Avg. Transactional Discount	\$ 918	\$ 572	\$ 709
Avg. Front End Gross	\$ 1,125	\$ 2,630	\$ 2,861
Avg. Finance Gross	\$ 1,970	\$ 1,810	\$ 2,551
PUVR	\$ 2,966	\$ 4,440	\$ 5,411
Total Gross (Units & PUVR)	\$ 263,987	\$ 146,519	\$ 64,934
GROI	71%	319%	209%
% with Trade	31%	27%	50%
Avg. Over/Under Allowance	680	409	1,300



46-60 days	61-90 days	90+ days
12	20	10
13%	22%	11%
33%	50%	50%
51.9	75.0	110.8
\$ 38,297	\$ 32,172	\$ 32,655
#DIV/0!	93%	#DIV/0!
\$ 3,064	\$ 710	\$ 248
\$ 1,316	\$ (1,413)	\$ (874)
\$ 2,102	\$ 2,008	\$ 1,914
\$ 3,418	\$ 595	\$ 1,040
\$ 41,020	\$ 11,906	\$ 10,401
62%	9%	10%
33%	20%	40%
1,750	250	750