

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 Net	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	N367632A	2020	Ram	1500	14	Trade on Net	Yes	\$ 30,609	\$ 32,496	97%	\$3,882	\$1,957
2	P11929	2018	Ram	2500	13	Feet/Curb B	Yes	\$ 46,901	\$ 47,088	97%	\$5,814	\$2,611
3	P11898	2006	Nissan	350Z	9	Feet/Curb B	No	\$ 13,291	\$ 13,117	105%	\$2,021	\$0
4	P11772	2013	Audi	A7	23	Feet/Curb B	No	\$ 17,798	\$ 16,563	98%	\$2,629	\$0
5	N309025A	2016	GMC	ACADIA	44	Trade on Net	No	\$ 12,220	\$ 14,360	83%	\$978	\$0
6	N250075A	2020	Honda	ACCORD	17	Trade on Net	No	\$ 20,991	\$ 21,931	96%	\$121	\$1,138
7	G11849	2022	Honda	ACCORD	13	tion/Whole	No	\$ 23,991	\$ 24,180	96%	(\$2,803)	\$1,240
8	G11848	2019	Honda	ACCORD	20	tion/Whole	No	\$ 26,990	\$ 28,188	99%	\$193	\$5,071
9	PI11842	2023	Nissan	ALTIMA	1	tion/Whole	No	\$ 22,991	\$ 23,723	96%	\$1,316	\$523
10	P11963	2014	Nissan	ALTIMA	11	Feet/Curb B	No	\$ 11,991	\$ 11,800	104%	\$6,091	
11	N578302A	2017	Nissan	ALTIMA	9	Trade on Net	No	\$ 10,491	\$ 11,553	102%	\$4,540	\$305
12	N360936A	2015	Nissan	ALTIMA	10	Trade on Net	No	\$ 9,291	\$ 9,350	45%	\$2,772	\$1,211
13	G11938	2020	Nissan	ALTIMA	15	tion/Whole	No	\$ 15,677	\$ 16,655	99%	(\$1,452)	\$1,908
14	G11935	2020	NISSAN	ALTIMA	17	tion/Whole	No	\$ 18,970	\$ 19,158	99%	(\$2,695)	\$3,712
15	G11933	2021	NISSAN	ALTIMA	24	tion/Whole	No	\$ 17,564	\$ 17,498	88%	(\$2,291)	\$0
16	G11916	2021	NISSAN	ALTIMA	10	Feet (Enterp	Yes	\$ 20,773	\$ 20,889	102%	(\$169)	\$2,882
17	G11884	2022	NISSAN	ALTIMA	8	Feet (Enterp	No	\$ 19,991	\$ 19,478	99%	(\$1,528)	\$1,740
18	G11816	2022	NISSAN	ALTIMA	29	Feet (Enterp	No	\$ 18,356	\$ 18,545	92%	(\$2,168)	\$577
19	N415309A	2020	NISSAN	ARMADA	9	Trade on Net	Yes	\$ 29,991	\$ 31,478	98%	\$4,064	\$1,681
20	SF122809C	2024	Volkswagen	ATLAS CROSS	1	Feet/Curb B	No	\$ 39,501	\$ 39,690	98%	\$450	\$1,807
21	G11947	2022	Chevrolet	BLAZER	18	Feet (Enterp	No	\$ 21,991	\$ 21,878	97%	(\$1,583)	\$823
22	P11817	2015	BMW	428I	13	Feet/Curb B	No	\$ 13,697	\$ 13,886	102%	\$3,799	\$0
23	N359865A	2019	TOYOTA	C-HR	13	Trade on Net	Yes	\$ 20,601	\$ 19,090	101%	(\$315)	\$3,714
24	P11847	2022	CHEVROLET	CAMARO	10	Feet/Curb B	Yes	\$ 47,491	\$ 45,511	99%	\$1,068	\$200
25	P11780	2014	CHEVROLET	CAMARO	50	Feet/Curb B	No	\$ 25,991	\$ 27,274	92%	\$2,472	\$3,245
26	P11923	2015	TOYOTA	CAMRY	22	Feet/Curb B	No	\$ 14,979	\$ 15,560	96%	\$1,682	\$1,099

27	N117449A	2020	TOYOTA	CAMRY	16	Trade on Ne	No	\$ 18,886	\$ 19,886	98%	(\$1,042)	
28	N115946A	2022	TOYOTA	CAMRY	8	Trade on Ne	Yes	\$ 24,634	\$ 24,823	96%	\$2,217	\$281
29	G11858	2022	TOYOTA	CAMRY	10	tion/Whole	No	\$ 23,991	\$ 27,742	97%	\$2,101	\$5,872
30	G11800	2020	DODGE	CARAVAN	34	feet (Enterp	No	\$ 17,491	\$ 17,977	99%	(\$1,521)	\$0
31	P11976	2013	DODGE	CHARGER	4	feet/Curb B	No	\$ 8,991	\$ 8,991	106%	\$2,624	\$0
32	G11911	2022	DODGE	CHARGER	31	feet (Enterp	No	\$ 29,488	\$ 29,676	100%	(\$412)	\$0
33	N366936A	2023	DODGE	CHARGER	28	Trade on Ne	Yes	\$ 30,391	\$ 32,072	99%	\$5,082	\$0
34	N316395A	2020	TOYOTA	CHR	17	Trade on Ne	Yes	\$ 19,191	\$ 19,380	92%	\$1,195	\$3,490
35	PI11830	2018	HONDA	CIVIC	22	Other	No	\$ 21,775	\$ 21,364	103%	\$1,304	\$348
36	N749392A	2022	HONDA	CIVIC	11	Trade on Ne	Yes	\$ 21,991	\$ 22,180	99%	\$985	\$0
37	G11943	2021	HONDA	CIVIC	11	tion/Whole	No	\$ 22,554	\$ 23,975	97%	(\$396)	\$958
38	G11860	2022	HONDA	CIVIC	13	tion/Whole	No	\$ 24,491	\$ 25,578	99%	(\$938)	\$3,641
39	N382094A	2019	Mercedes-Benz	CLS AMG	29	Trade on Ne	Yes	\$ 48,991	\$ 46,689	102%	\$1,182	\$300
40	G11826A	2022	CHEVROLET	COLORADO	7	Trade on Use	Yes	\$ 28,491	\$ 29,379	102%	\$2,833	\$0
41	G11797	2021	JEEP	COMPASS	27	feet (Enterp	Yes	\$ 18,144	\$ 18,643	101%	(\$133)	
42	P11900	2018	JEEP	COMPASS	35	feet/Curb B	No	\$ 18,209	\$ 18,209	95%	\$929	\$924
43	P11811	2019	TOYOTA	COROLLA	26	feet/Curb B	No	\$ 16,680	\$ 17,018	98%	\$2,311	\$0
44	G11865	2022	TOYOTA	COROLLA	19	tion/Whole	No	\$ 19,461	\$ 19,650	98%	(\$1,460)	\$740
45	G11853	2022	TOYOTA	COROLLA	19	tion/Whole	No	\$ 20,738	\$ 20,927	99%	(\$3,147)	\$1,958
46	G11851	2021	TOYOTA	COROLLA	30	tion/Whole	No	\$ 17,768	\$ 18,987	99%	(\$2,661)	\$3,207
47	G11796	2022	TOYOTA	COROLLA	19	feet (Enterp	No	\$ 19,470	\$ 19,837	103%	(\$801)	\$1,601
48	G11799	2022	TOYOTA	COROLLA	27	feet (Enterp	No	\$ 17,991	\$ 17,991	96%	(\$2,679)	\$202
49	N293904B	2018	HONDA	CRV	22	Trade on Use	No	\$ 18,254	\$ 20,598	97%	\$2,953	\$1,352
50	P11835	2011	CADILLAC	CTS-V	1	feet/Curb B	No	\$ 21,991	\$ 19,585	99%	\$453	\$0
51	P11838	2018	HYUNDAI	ELANTRA	45	feet/Curb B	No	\$ 12,191	\$ 12,391	88%	(\$1,370)	\$1,102
52	N421727A	2018	HYUNDAI	ELANTRA	6	Trade on Ne	No	\$ 13,991	\$ 11,009	103%	\$1,315	\$607
53	P11964	2016	BUICK	ENCORE	5	Other	No	\$ 13,991	\$ 14,180	98%	\$721	\$1,644

Scoreboard Totals

% Retailed of Non-Franchise Make	37%
Total # Retail Units	200
Avg. Days to Sale	19.1
Avg. Advertised Price (Time of Sale)	\$ 21,564
Avg. Transaction Price	\$ 22,069
Avg. Market Price at 100%	\$ 22,038
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (504)
Avg. Front-End Gross	\$ 1,009
Avg. Finance Gross	\$ 1,390
PUVR	\$ 2,288
Total Gross (Units & PUVR)	\$ 457,530
GROI	195%
% with Trade	21%
Avg. Over/Under Allowance	(\$139)



Scoreboard

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Desk Manager	Totals	EYAN	KHAN
% Retailed of Non-New Franchise	37%	29%	45%
Total # Retail Units	200	31	74
Avg. Days to Sale	19.1	20.7	19.3
Avg. Advertised Price (Time of Sale)	\$ 21,564	\$ 23,969	\$ 22,040
Avg. Transaction Price	\$ 22,069	\$ 24,537	\$ 22,785
Avg. Market Price at 100%	\$ 22,038	\$ 24,403	\$ 22,562
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	100%	101%	101%
Avg. Transactional Discount	\$ (504)	\$ (567)	\$ (745)
Avg. Front-End Gross	\$ 1,009	\$ 1,148	\$ 713
Avg. Finance Gross	\$ 1,390	\$ 1,619	\$ 1,528
PUVR	\$ 2,288	\$ 2,767	\$ 2,242
Total Gross (Units & PUVR)	\$ 457,530	\$ 85,779	\$ 165,878
GROI	195%	196%	184%
% with Trade	21%	32%	16%
Avg. Over/Under Allowance	-139	135	141



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

ANGELA	ANDRE	JJ	EDDIE
27%	38%	31%	22%
15	40	29	9
18.1	18.7	18.6	20.2
\$ 16,432	\$ 22,319	\$ 21,844	\$ 14,171
\$ 16,771	\$ 22,646	\$ 22,203	\$ 14,431
\$ 16,979	\$ 22,809	\$ 22,548	\$ 15,088
97%	98%	97%	94%
99%	99%	98%	96%
\$ (339)	\$ (327)	\$ (358)	\$ (260)
\$ 618	\$ 1,151	\$ 1,544	\$ 1,471
\$ -	\$ 1,375	\$ 1,051	\$ 952
\$ 618	\$ 2,526	\$ 2,596	\$ 2,211
\$ 9,277	\$ 101,043	\$ 75,272	\$ 19,900
73%	214%	226%	273%
13%	23%	17%	22%
-1,300	-503	-600	500

EYAN	KHAN	ANGELA	JJ
29%	45%	27%	31%
31	74	15	29
20.7	19.3	18.1	18.6
\$ 23,969	\$ 22,040	\$ 16,432	\$ 21,844
\$ 24,537	\$ 22,785	\$ 16,771	\$ 22,203
\$ 24,403	\$ 22,562	\$ 16,979	\$ 22,548
98%	98%	97%	97%
101%	101%	99%	98%
\$ (567)	\$ (745)	\$ (339)	\$ (358)
\$ 1,148	\$ 713	\$ 618	\$ 1,544
\$ 1,619	\$ 1,528	\$ -	\$ 1,051
\$ 2,767	\$ 2,242	\$ 618	\$ 2,596
\$ 85,779	\$ 165,878	\$ 9,277	\$ 75,272
196%	184%	73%	226%
32%	16%	13%	17%
135	141	-1,300	-600

ANDRE	
	38%
	40
	18.7
\$	22,319
\$	22,646
\$	22,809
	98%
	99%
\$	(327)
\$	1,151
\$	1,375
\$	2,526
\$	101,043
	214%
	23%
	-503

Scoreboard

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Sales Consultant	Totals	Hong Liao	Seth
% Retailed of Non-New Franchise	37%	#DIV/0!	45%
Total # Retail Units	200	0	11
Avg. Days to Sale	19.1	#DIV/0!	18.0
Avg. Advertised Price (Time of Sale)	\$ 21,564	#DIV/0!	\$ 26,986
Avg. Transaction Price	\$ 22,069	#DIV/0!	\$ 27,053
Avg. Market Price at 100%	\$ 22,038	#DIV/0!	\$ 27,459
Avg. Price to Market % (Time of Sale)	98%	#DIV/0!	98%
Avg. Transaction to Market	100%	#DIV/0!	99%
Avg. Transactional Discount	\$ (504)	#DIV/0!	\$ (67)
Avg. Front-End Gross	\$ 1,009	#DIV/0!	\$ 1,830
Avg. Finance Gross	\$ 1,390	#DIV/0!	\$ 1,651
PUVR	\$ 2,288	#DIV/0!	\$ 3,481
Total Gross (Units & PUVR)	\$ 457,530	#DIV/0!	\$ 38,296
GROI	195%	#DIV/0!	257%
% with Trade	21%	#DIV/0!	18%
Avg. Over/Under Allowance	-139	#DIV/0!	2,238



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Julio	Shane	JFLO	LOU
50%	36%	55%	39%
6	22	20	18
18.0	21.0	13.5	21.5
\$ 21,786	\$ 21,233	\$ 22,669	\$ 20,391
\$ 21,962	\$ 21,509	\$ 22,579	\$ 20,821
\$ 22,034	\$ 21,614	\$ 23,117	\$ 20,828
99%	98%	98%	98%
100%	100%	98%	100%
\$ (176)	\$ (277)	\$ 90	\$ (430)
\$ 584	\$ 546	\$ 1,051	\$ 649
\$ 1,590	\$ 1,127	\$ 1,626	\$ 1,004
\$ 1,644	\$ 1,570	\$ 2,596	\$ 1,542
\$ 9,862	\$ 34,550	\$ 51,913	\$ 27,752
150%	125%	308%	124%
0%	23%	20%	11%
-500	242	-1,277	-1,683

Jaelin	Yogin	Vu	David
41%	33%	42%	33%
17	9	12	9
18.2	19.7	19.3	24.1
\$ 19,882	\$ 20,543	\$ 23,953	\$ 20,910
\$ 20,637	\$ 20,899	\$ 24,492	\$ 21,551
\$ 20,199	\$ 21,140	\$ 24,568	\$ 21,574
98%	97%	97%	97%
102%	99%	100%	100%
\$ (755)	\$ (356)	\$ (539)	\$ (641)
\$ 837	\$ 1,116	\$ 279	\$ 1,608
\$ 1,199	\$ 1,661	\$ 1,823	\$ 1,944
\$ 1,965	\$ 2,777	\$ 1,798	\$ 3,336
\$ 33,404	\$ 24,993	\$ 21,577	\$ 30,024
189%	243%	137%	231%
41%	22%	33%	11%
126	555	-424	138

Hari	Hong	Monwell	LORENZO S
9%	38%	0%	40%
11	8	7	10
19.0	16.5	21.6	28.0
\$ 16,918	\$ 25,824	\$ 16,407	\$ 20,319
\$ 17,239	\$ 26,460	\$ 16,136	\$ 21,850
\$ 17,216	\$ 26,491	\$ 18,937	\$ 20,953
98%	97%	87%	97%
100%	100%	85%	104%
\$ (321)	\$ (636)	\$ 271	\$ (1,531)
\$ 690	\$ 933	\$ (124)	\$ 1,322
\$ 321	\$ 1,876	\$ 938	\$ 1,239
\$ 982	\$ 2,809	\$ 680	\$ 2,437
\$ 10,801	\$ 22,472	\$ 4,757	\$ 24,374
108%	232%	70%	143%
9%	25%	14%	20%
0	-625	-150	-1,300

Kayloni	Caleb	Hong	Seth
75%	0%	38%	45%
4	2	8	11
16.0	22.0	16.5	18.0
\$ 23,929	\$ 15,191	\$ 25,824	\$ 26,986
\$ 28,236	\$ 15,677	\$ 26,460	\$ 27,053
\$ 23,691	\$ 15,394	\$ 26,491	\$ 27,459
101%	99%	97%	98%
119%	102%	100%	99%
\$ (4,306)	\$ (486)	\$ (636)	\$ (67)
\$ 32	\$ 8	\$ 933	\$ 1,830
\$ 941	\$ 434	\$ 1,876	\$ 1,651
\$ 973	\$ 442	\$ 2,809	\$ 3,481
\$ 3,893	\$ 883	\$ 22,472	\$ 38,296
78%	46%	232%	257%
50%	0%	25%	18%
425	#DIV/0!	-625	2,238

Julio	Shane	JFLO	LOU
50%	36%	55%	39%
6	22	20	18
18.0	21.0	13.5	21.5
\$ 21,786	\$ 21,233	\$ 22,669	\$ 20,391
\$ 21,962	\$ 21,509	\$ 22,579	\$ 20,821
\$ 22,034	\$ 21,614	\$ 23,117	\$ 20,828
99%	98%	98%	98%
100%	100%	98%	100%
\$ (176)	\$ (277)	\$ 90	\$ (430)
\$ 584	\$ 546	\$ 1,051	\$ 649
\$ 1,590	\$ 1,127	\$ 1,626	\$ 1,004
\$ 1,644	\$ 1,570	\$ 2,596	\$ 1,542
\$ 9,862	\$ 34,550	\$ 51,913	\$ 27,752
150%	125%	308%	124%
0%	23%	20%	11%
-500	242	-1,277	-1,683

Jaelin	Yogin	Vu	David
41%	33%	42%	33%
17	9	12	9
18.2	19.7	19.3	24.1
\$ 19,882	\$ 20,543	\$ 23,953	\$ 20,910
\$ 20,637	\$ 20,899	\$ 24,492	\$ 21,551
\$ 20,199	\$ 21,140	\$ 24,568	\$ 21,574
98%	97%	97%	97%
102%	99%	100%	100%
\$ (755)	\$ (356)	\$ (539)	\$ (641)
\$ 837	\$ 1,116	\$ 279	\$ 1,608
\$ 1,199	\$ 1,661	\$ 1,823	\$ 1,944
\$ 1,965	\$ 2,777	\$ 1,798	\$ 3,336
\$ 33,404	\$ 24,993	\$ 21,577	\$ 30,024
189%	243%	137%	231%
41%	22%	33%	11%
126	555	-424	138

Hari	Monwell	LORENZO S	Kayloni
9%	0%	40%	75%
11	7	10	4
19.0	21.6	28.0	16.0
\$ 16,918	\$ 16,407	\$ 20,319	\$ 23,929
\$ 17,239	\$ 16,136	\$ 21,850	\$ 28,236
\$ 17,216	\$ 18,937	\$ 20,953	\$ 23,691
98%	87%	97%	101%
100%	85%	104%	119%
\$ (321)	\$ 271	\$ (1,531)	\$ (4,306)
\$ 690	\$ (124)	\$ 1,322	\$ 32
\$ 321	\$ 938	\$ 1,239	\$ 941
\$ 982	\$ 680	\$ 2,437	\$ 973
\$ 10,801	\$ 4,757	\$ 24,374	\$ 3,893
108%	70%	143%	78%
9%	14%	20%	50%
0	-150	-1,300	425

Caleb	Cameron	EDDIE	
0%	25%	42%	#DIV/0!
2	16	12	0
22.0	18.9	17.7	#DIV/0!
\$ 15,191	\$ 20,911	\$ 25,503	#DIV/0!
\$ 15,677	\$ 21,127	\$ 26,693	#DIV/0!
\$ 15,394	\$ 21,728	\$ 26,123	#DIV/0!
99%	96%	98%	#DIV/0!
102%	97%	102%	#DIV/0!
\$ (486)	\$ (216)	\$ (1,190)	#DIV/0!
\$ 8	\$ 1,414	\$ 2,531	#DIV/0!
\$ 434	\$ 1,173	\$ 2,838	#DIV/0!
\$ 442	\$ 2,440	\$ 5,369	#DIV/0!
\$ 883	\$ 39,040	\$ 64,427	#DIV/0!
46%	220%	410%	#DIV/0!
0%	19%	25%	#DIV/0!
#DIV/0!	17	477	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Angela	Julio
% Retailed of Non-New Franchise	37%	25%	38%
Total # Retail Units	200	16	56
Avg. Days to Sale	19.1	17.3	19.7
Avg. Advertised Price (Time of Sale)	\$ 21,564	\$ 16,279	\$ 24,798
Avg. Transaction Price	\$ 22,069	\$ 16,597	\$ 25,821
Avg. Market Price at 100%	\$ 22,038	\$ 16,801	\$ 25,333
Avg. Price to Market % (Time of Sale)	98%	97%	98%
Avg. Transaction to Market	100%	99%	102%
Avg. Transactional Discount	\$ (504)	\$ (318)	\$ (1,023)
Avg. Front-End Gross	\$ 1,009	\$ 629	\$ 1,080
Avg. Finance Gross	\$ 1,390	\$ 287	\$ 1,724
PUVR	\$ 2,288	\$ 665	\$ 2,804
Total Gross (Units & PUVR)	\$ 457,530	\$ 10,643	\$ 157,032
GROI	195%	83%	198%
% with Trade	21%	13%	20%
Avg. Over/Under Allowance	-139	-1,300	90



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Dylan	Cynthia	Eddie	Angela
39%	31%	25%	25%
59	32	8	16
19.6	17.5	16.6	17.3
\$ 20,913	\$ 21,016	\$ 15,665	\$ 16,279
\$ 21,228	\$ 21,256	\$ 15,825	\$ 16,597
\$ 21,610	\$ 21,423	\$ 16,498	\$ 16,801
97%	98%	95%	97%
98%	99%	96%	99%
\$ (315)	\$ (239)	\$ (160)	\$ (318)
\$ 1,421	\$ 378	\$ 944	\$ 629
\$ 1,259	\$ 1,069	\$ 1,097	\$ 287
\$ 2,680	\$ 1,446	\$ 1,904	\$ 665
\$ 158,117	\$ 46,283	\$ 15,230	\$ 10,643
232%	140%	261%	83%
17%	34%	13%	13%
-708	-35	1,000	-1,300

Julio	Dylan	Cynthia	AUSTIN
38%	39%	31%	52%
56	59	32	23
19.7	19.6	17.5	21.2
\$ 24,798	\$ 20,913	\$ 21,016	\$ 22,958
\$ 25,821	\$ 21,228	\$ 21,256	\$ 23,420
\$ 25,333	\$ 21,610	\$ 21,423	\$ 23,213
98%	97%	98%	99%
102%	98%	99%	101%
\$ (1,023)	\$ (315)	\$ (239)	\$ (462)
\$ 1,080	\$ 1,421	\$ 378	\$ 964
\$ 1,724	\$ 1,259	\$ 1,069	\$ 1,781
\$ 2,804	\$ 2,680	\$ 1,446	\$ 2,745
\$ 157,032	\$ 158,117	\$ 46,283	\$ 63,134
198%	232%	140%	199%
20%	17%	34%	17%
90	-708	-35	88

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	78	121
Avg. Days to Sale	19.1	19.6	18.8
Avg. Advertised Price (Time of Sale)	\$ 21,564	\$ 26,189	\$ 18,876
Avg. Transaction Price	\$ 22,069	\$ 26,994	\$ 18,876
Avg. Market Price at 100%	\$ 22,038	\$ 26,614	\$ 19,165
Avg. Price to Market % (Time of Sale)	98%	98%	98%
Avg. Transaction to Market	100%	101%	98%
Avg. Transactional Discount	\$ (504)	\$ (805)	\$ (319)
Avg. Front-End Gross	\$ 1,009	\$ 1,774	\$ 527
Avg. Finance Gross	\$ 1,390	\$ 1,757	\$ 1,132
PUVR	\$ 2,288	\$ 3,441	\$ 1,547
Total Gross (Units & PUVR)	\$ 457,530	\$ 268,368	\$ 187,177
GROI	195%	235%	157%
% with Trade	21%	21%	21%
Avg. Over/Under Allowance	-139	-357	9



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	126	74
Avg. Days to Sale	19.1	17.8	21.3
Avg. Advertised Price (Time of Sale)	\$ 21,564	\$ 20,610	\$ 23,845
Avg. Transaction Price	\$ 22,069	\$ 21,026	\$ 23,845
Avg. Market Price at 100%	\$ 22,038	\$ 21,039	\$ 23,925
Avg. Price to Market % (Time of Sale)	98%	98%	100%
Avg. Transaction to Market	100%	100%	100%
Avg. Transactional Discount	\$ (504)	\$ (416)	\$ (655)
Avg. Front-End Gross	\$ 1,009	\$ 1,229	\$ 635
Avg. Finance Gross	\$ 1,390	\$ 1,201	\$ 1,690
PUVR	\$ 2,288	\$ 2,306	\$ 2,256
Total Gross (Units & PUVR)	\$ 457,530	\$ 290,599	\$ 166,931
GROI	195%	221%	160%
% with Trade	21%	18%	24%
Avg. Over/Under Allowance	-139	-149	-128



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	72	15
% of Retail Units	100%	36%	8%
% Retailed of Non-New Franchise	37%	24%	33%
Avg. Days to Sale	19.1	17.9	16.8
Avg. Transaction Price	\$ 22,069	\$ 20,650	\$ 24,874
Avg. Transaction to Market %	100%	100%	98%
Avg. Transactional Discount	\$ (504)	\$ (509)	\$ (549)
Avg. Front End Gross	\$ 1,009	\$ 1,857	\$ 2,593
Avg. Finance Gross	\$ 1,390	\$ 1,240	\$ 1,702
PUVR	\$ 2,288	\$ 2,960	\$ 4,068
Total Gross (Units & PUVR)	\$ 457,530	\$ 213,105	\$ 61,027
GROI	195%	289%	350%
% with Trade	21%	22%	20%
Avg. Over/Under Allowance	-139	-520	436



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
48	24	0	0
24%	12%	0%	0%
48%	54%	#DIV/0!	#DIV/0!
18.1	19.9	#DIV/0!	#DIV/0!
\$ 22,697	\$ 22,895	#DIV/0!	#DIV/0!
101%	101%	#DIV/0!	#DIV/0!
\$ (336)	\$ (601)	#DIV/0!	#DIV/0!
\$ 1,773	\$ (1,462)	#DIV/0!	#DIV/0!
\$ 1,119	\$ 1,811	#DIV/0!	#DIV/0!
\$ 2,799	\$ 349	#DIV/0!	#DIV/0!
\$ 134,346	\$ 8,373	#DIV/0!	#DIV/0!
245%	28%	#DIV/0!	#DIV/0!
23%	25%	#DIV/0!	#DIV/0!
82	102	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	35	6
0%	18%	3%
#DIV/0!	34%	67%
#DIV/0!	23.3	21.0
#DIV/0!	\$ 22,304	\$ 22,376
#DIV/0!	101%	101%
#DIV/0!	\$ (674)	\$ (308)
#DIV/0!	\$ (778)	\$ 1,064
#DIV/0!	\$ 1,413	\$ 2,481
#DIV/0!	\$ 555	\$ 3,545
#DIV/0!	\$ 19,411	\$ 21,268
#DIV/0!	38%	272%
#DIV/0!	14%	0%
#DIV/0!	-243	275

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	166	25
% of Retail Units	100%	83%	13%
% Retailed of Non-New Franchise	37%	37%	32%
Avg. Days to Sale	19.1	14.8	36.4
Avg. Transaction Price	\$ 22,069	\$ 21,875	\$ 21,323
Avg. Transaction to Market %	100%	101%	99%
Avg. Transactional Discount	\$ (504)	\$ (418)	\$ (604)
Avg. Front End Gross	\$ 1,009	\$ 1,198	\$ (29)
Avg. Finance Gross	\$ 1,390	\$ 1,339	\$ 1,279
PUVR	\$ 2,288	\$ 2,537	\$ 1,250
Total Gross (Units & PUVR)	\$ 457,530	\$ 421,154	\$ 31,249
GROI	195%	283%	58%
% with Trade	21%	20%	16%
Avg. Over/Under Allowance	-139	21	-183



46-60 days	61-90 days	90+ days
6	2	0
3%	1%	0%
50%	100%	#DIV/0!
51.8	66.5	#DIV/0!
\$ 27,646	\$ 31,958	#DIV/0!
99%	99%	#DIV/0!
\$ (1,722)	\$ (2,467)	#DIV/0!
\$ 410	\$ (276)	#DIV/0!
\$ 2,615	\$ 3,250	#DIV/0!
\$ 3,024	\$ 2,974	#DIV/0!
\$ 18,145	\$ 5,947	#DIV/0!
76%	50%	#DIV/0!
67%	0%	#DIV/0!
-1,356	#DIV/0!	#DIV/0!