

House	House	

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	375343A	2021	GMC	Yukon	50	Trade on New	Yes	\$ 51,999	\$ 51,999	100%	\$1,166	\$0
2	375437A	2021	Toyota	Tacoma	19	Trade on New	Yes	\$ 37,999	\$ 37,999	103%	\$3,477	\$5,953
3	596483A	2016	Audi	A3	11	Trade on New	No	\$ 18,979	\$ 18,979	114%	\$3,935	\$2,267
4	375722A	2022	Ram	2500	10	Trade on New	No	\$ 69,989	\$ 69,989	119%	\$7,944	\$7,945
5	375191A	2021	Chevrolet	Silverado1500	21	Trade on New	Yes	\$ 38,599	\$ 38,599	102%	\$3,616	\$6,383
6	596227C	2020	Jeep	Compass	20	Trade on Used	No	\$ 17,977	\$ 17,977	110%	\$2,421	\$150
7	375129A	2020	Ford	F150	22	Trade on New	No	\$ 37,988	\$ 37,259	108%	\$2,000	\$2,625
8	930939	2021	Jeep	Cherokee	72	Auction/Wholesale	Yes	\$ 24,299	\$ 24,299	95%	(\$3,739)	\$2,439
9	930925A	2018	Chevrolet	Silverado1500	24	Trade on Used	No	\$ 29,977	\$ 29,977	103%	\$1,593	\$4,042
10	375558A	2022	Ford	Explorer	7	Trade on New	Yes	\$ 34,999	\$ 34,999	102%	\$1,675	\$4,023
11	596436A	2021	Volkswagen	Atlas	11	Trade on New	No	\$ 24,677	\$ 24,677	103%	\$2,816	\$3,099
12	930839	2021	Ram	1500	37	Auction/Wholesale	No	\$ 30,677	\$ 30,677	106%	\$6,501	\$983
13	375424A	2019	Ford	F250	31	Trade on New	No	\$ 31,966	\$ 31,966	106%	\$3,842	\$2,231
14	931164	2019	Subaru	Crosstrek	25	Auction/Wholesale	No	\$ 24,988	\$ 24,488	126%	\$1,407	\$2,346
15	931118A	2020	Honda	Ridgeline	10	Trade on Used	Yes	\$ 30,599	\$ 30,599	104%	\$3,264	\$1,100
16	375407A	2020	Ford	Escape	80	Trade on New	No	\$ 14,965	\$ 14,965	93%	\$304	\$0
17	375163A	2022	Chevrolet	Spark	48	Trade on New	Yes	\$ 15,599	\$ 14,999	96%	\$3,482	\$213
18	931208	2020	Cadillac	XT4	14	Auction/Wholesale	No	\$ 23,388	\$ 23,388	98%	\$0	\$307
19	930887	2022	Ford	Escape	85	Auction/Wholesale	Yes	\$ 19,999	\$ 19,999	95%	(\$1,712)	\$1,908
20	375405A	2017	Volkswagen	Golf	29	Trade on New	No	\$ 17,370	\$ 16,904	95%	\$2,209	\$0
21	612457A	2024	Ford	F450	12	Trade on New	Yes	\$ 63,999	\$ 61,000	92%	\$6,410	\$0
22	931204	2021	Buick	Encore	17	Auction/Wholesale	Yes	\$ 23,299	\$ 23,299	97%	\$2,320	\$3,470
23	931135	2019	Ram	1500	30	Auction/Wholesale	No	\$ 28,466	\$ 28,466	109%	(\$218)	\$2,316
24	931234	2023	Ford	F150	10	Street/Curb Buy	Yes	\$ 52,499	\$ 50,308	105%	\$3,000	\$858
25	931260	2013	Audi	Allroad	8	Street/Curb Buy	No	\$ 16,965	\$ 13,680	114%	\$5,270	\$0
26	374538A	2018	Ford	F150	52	Trade on New	No	\$ 26,266	\$ 25,925	102%	(\$1,570)	\$1,970
27	612140A	2023	Toyota	Tacoma	56	Trade on New	Yes	\$ 42,499	\$ 42,499	98%	\$2,005	\$5,708
28	931168	2014	Cadillac	ATS	31	Street/Curb Buy	No	\$ 15,366	\$ 15,366	117%	\$4,704	\$1,250
29	118983A	2023	Toyota	Highlander	31	Trade on New	Yes	\$ 39,899	\$ 39,899	98%	\$311	\$0

30	406841A	2022	Toyota	RAV4	32	Trade on New	No	\$	31,177	\$	31,000	99%	\$1,594	\$0
31	375540B	2021	Toyota	Highlander	18	Trade on Used	Yes	\$	32,999	\$	32,999	103%	\$7,350	\$0
32	931205	2019	Honda	CRV	21	Street/Curb Buy	No	\$	25,388	\$	25,388	105%	\$4,425	\$351
33	929661	2011	GMC	3500	357	Street/Curb Buy	No	\$	32,988	\$	31,988	73%	(\$1,876)	\$0
34	930998	2021	Subaru	Crosstrek	70	Street/Curb Buy	No	\$	21,966	\$	21,966	100%	\$3,853	\$2,091
35	375677A	2019	Ford	F150	33	Trade on New	No	\$	35,988	\$	35,793	98%	\$2,737	\$2,418
36	931199	2022	Tesla	Model 3	24	Street/Curb Buy	No	\$	28,966	\$	28,966	98%	\$2,766	\$1,774
37	931161	2024	Mazda	CX30	35	Auction/Wholesale	Yes	\$	25,999	\$	25,999	108%	\$511	\$4,030
38	931149	2021	Buick	Encore	36	Auction/Wholesale	No	\$	18,965	\$	18,965	95%	\$0	\$0
39	375191B	2014	Chevrolet	Silverado1500	15	Trade on Used	No	\$	22,966	\$	22,966	116%	\$2,993	\$2,351
40	375528A	2017	Ford	F250	14	Trade on New	No	\$	46,966	\$	46,096	105%	\$2,970	\$1,172
41	930929	2020	Chevrolet	Tahoe	89	Street/Curb Buy	No	\$	27,877	\$	27,877	96%	(\$3,320)	\$4,393
42	118878A	2021	Honda	CRV	98	Trade on New	No	\$	22,977	\$	22,977	96%	\$805	\$2,050
43	119098A	2017	Hyundai	Tucson	16	Trade on New	No	\$	14,477	\$	14,477	105%	\$2,577	\$1,000
44	931005	2018	Volkswagen	Golf	70	Street/Curb Buy	No	\$	26,988	\$	26,988	97%	\$1,259	\$0
45	931000	2020	Ram	2500	73	Street/Curb Buy	No	\$	46,588	\$	46,588	98%	\$1,785	\$2,021
46	118826A	2022	Honda	Pilot	8	Trade on New	Yes	\$	35,999	\$	35,999	101%	\$1,914	\$4,365
47	375486A	2017	Ford	F150	11	Trade on New	No	\$	28,879	\$	28,879	109%	\$6,291	\$2,661
48	930622	2023	Ford	F150	134	Auction/Wholesale	Yes	\$	36,999	\$	36,999	81%	(\$275)	\$4,304
49	374878A	2019	Ford	Escape	47	Trade on New	No	\$	18,388	\$	17,658	101%	\$887	\$946
50	375276A	2021	Ford	F150	50	Trade on New	Yes	\$	37,299	\$	37,299	100%	(\$90)	\$1,456
51	930745	2021	Ford	F150	49	Street/Curb Buy	Yes	\$	37,999	\$	37,999	101%	(\$3,526)	\$3,120
52	931203	2020	Toyota	Corolla	10	Street/Curb Buy	No	\$	24,599	\$	23,619	100%	\$2,999	\$2,334
53	596451A	2020	Volkswagen	Tiguan	4	Trade on New	Yes	\$	22,995	\$	22,995	107%	\$4,634	\$1,100

Scoreboard Totals

% Retailed of Non-Franchise Make	54%
Total # Retail Units	200
Avg. Days to Sale	39.9
Avg. Advertised Price (Time of Sale)	\$ 28,656
Avg. Transaction Price	\$ 28,339
Avg. Market Price at 100%	\$ 27,919
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 317
Avg. Front-End Gross	\$ 1,570
Avg. Finance Gross	\$ 1,616
PUVR	\$ 3,178
Total Gross (Units & PUVR)	\$ 635,601
GROI	101%
% with Trade	32%
Avg. Over/Under Allowance	(\$561)



Scoreboard

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Desk Manager	Totals	David Noto	Joe Doucette
% Retailed of Non-New Franchise	54%	50%	68%
Total # Retail Units	200	2	57
Avg. Days to Sale	39.9	39.5	36.7
Avg. Advertised Price (Time of Sale)	\$ 28,656	\$ 39,483	\$ 25,309
Avg. Transaction Price	\$ 28,339	\$ 38,779	\$ 25,107
Avg. Market Price at 100%	\$ 27,919	\$ 39,363	\$ 24,696
Avg. Price to Market % (Time of Sale)	103%	100%	102%
Avg. Transaction to Market	102%	99%	102%
Avg. Transactional Discount	\$ 317	\$ 704	\$ 202
Avg. Front-End Gross	\$ 1,570	\$ 2,265	\$ 1,306
Avg. Finance Gross	\$ 1,616	\$ 1,109	\$ 1,437
PUVR	\$ 3,178	\$ 3,374	\$ 2,718
Total Gross (Units & PUVR)	\$ 635,601	\$ 6,748	\$ 154,929
GROI	101%	79%	106%
% with Trade	32%	50%	33%
Avg. Over/Under Allowance	-561	#DIV/0!	-450



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Joe Cyr	Jay Ditullio	Otis Soohey	Kerry Galeaz
64%	59%	14%	0%
42	17	7	2
39.3	33.4	32.6	86.0
\$ 25,441	\$ 31,872	\$ 37,894	\$ 37,238
\$ 25,200	\$ 31,564	\$ 36,880	\$ 37,238
\$ 25,395	\$ 31,160	\$ 37,322	\$ 39,657
100%	102%	102%	94%
99%	101%	99%	94%
\$ 241	\$ 307	\$ 1,014	\$ -
\$ 1,635	\$ 1,778	\$ 752	\$ (1,400)
\$ 1,538	\$ 2,113	\$ 1,373	\$ 1,439
\$ 3,173	\$ 3,891	\$ 2,125	\$ 39
\$ 133,258	\$ 66,152	\$ 14,873	\$ 78
115%	133%	64%	0%
24%	18%	100%	0%
-833	-675	-1,675	#DIV/0!

Jared Slauenwhite	Roger Oliver	Jake Albon	Chris Hart
32%	29%	50%	40%
22	17	4	5
45.5	54.9	23.0	23.8
\$ 33,479	\$ 35,721	\$ 27,311	\$ 34,471
\$ 33,232	\$ 35,386	\$ 26,886	\$ 33,315
\$ 33,970	\$ 34,951	\$ 26,184	\$ 33,096
99%	102%	104%	104%
98%	101%	103%	101%
\$ 247	\$ 335	\$ 425	\$ 1,156
\$ 1,477	\$ 1,309	\$ 2,317	\$ 2,500
\$ 2,121	\$ 1,644	\$ 2,006	\$ 2,470
\$ 3,598	\$ 2,952	\$ 4,323	\$ 4,970
\$ 79,148	\$ 50,192	\$ 17,292	\$ 24,852
86%	55%	252%	226%
32%	65%	0%	0%
67	-150	#DIV/0!	#DIV/0!

Rob Roy	
	61%
	23
	44.7
\$	23,399
\$	23,117
\$	23,044
	102%
	100%
\$	282
\$	2,225
\$	1,342
\$	3,567
\$	82,036
	124%
	17%
	-450

Scoreboard

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Sales Consultant	Totals	Mark St.Germain	Mark Alaimo
% Retailed of Non-New Franchise	54%	54%	83%
Total # Retail Units	200	24	18
Avg. Days to Sale	39.9	41.7	35.1
Avg. Advertised Price (Time of Sale)	\$ 28,656	\$ 25,696	\$ 27,948
Avg. Transaction Price	\$ 28,339	\$ 25,385	\$ 27,836
Avg. Market Price at 100%	\$ 27,919	\$ 25,211	\$ 27,111
Avg. Price to Market % (Time of Sale)	103%	102%	103%
Avg. Transaction to Market	102%	101%	103%
Avg. Transactional Discount	\$ 317	\$ 311	\$ 112
Avg. Front-End Gross	\$ 1,570	\$ 1,255	\$ 2,140
Avg. Finance Gross	\$ 1,616	\$ 924	\$ 2,141
PUVR	\$ 3,178	\$ 2,141	\$ 4,280
Total Gross (Units & PUVR)	\$ 635,601	\$ 51,386	\$ 77,047
GROI	101%	73%	158%
% with Trade	32%	38%	17%
Avg. Over/Under Allowance	-561	-770	#DIV/0!



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Reid Pelkey	Brittany Deans	Peter Bradshaw	Clay Urquhart
68%	81%	54%	80%
22	16	13	15
33.7	58.3	47.9	36.8
\$ 27,155	\$ 25,619	\$ 30,448	\$ 26,949
\$ 26,804	\$ 25,526	\$ 29,934	\$ 26,872
\$ 26,567	\$ 26,809	\$ 30,979	\$ 25,941
102%	96%	98%	104%
101%	95%	97%	104%
\$ 351	\$ 93	\$ 514	\$ 77
\$ 1,662	\$ 1,348	\$ 993	\$ 1,079
\$ 1,788	\$ 1,819	\$ 1,482	\$ 1,686
\$ 3,450	\$ 3,167	\$ 2,475	\$ 2,765
\$ 75,906	\$ 50,673	\$ 32,169	\$ 41,475
137%	77%	62%	101%
41%	13%	8%	33%
-633	-425	#DIV/0!	-500

Alex Barry	Rick Clark	Alex Marsh	Alexis Loring
36%	60%	50%	25%
11	20	2	4
31.2	27.7	11.5	62.3
\$ 19,662	\$ 24,085	\$ 24,497	\$ 30,866
\$ 19,503	\$ 23,760	\$ 24,256	\$ 30,616
\$ 19,134	\$ 23,148	\$ 22,671	\$ 32,318
103%	104%	108%	96%
102%	103%	107%	95%
\$ 159	\$ 325	\$ 241	\$ 250
\$ 1,754	\$ 2,245	\$ 2,692	\$ (221)
\$ 974	\$ 1,420	\$ 550	\$ 1,789
\$ 2,729	\$ 3,665	\$ 3,242	\$ 1,568
\$ 30,015	\$ 73,293	\$ 6,484	\$ 6,270
162%	200%	418%	30%
18%	25%	50%	75%
-500	-1,000	#DIV/0!	-500

Nate Morris	Staci Lizzote	Rhett Mcdonald	Travis Butts
20%	33%	63%	0%
5	3	8	5
54.6	117.7	31.3	38.0
\$ 27,395	\$ 46,280	\$ 28,308	\$ 47,257
\$ 27,175	\$ 46,280	\$ 28,116	\$ 47,257
\$ 27,064	\$ 40,765	\$ 27,731	\$ 46,262
101%	114%	102%	102%
100%	114%	101%	102%
\$ 220	\$ -	\$ 192	\$ -
\$ 2,176	\$ (1,727)	\$ 1,927	\$ 2,181
\$ 1,926	\$ 734	\$ 1,736	\$ 2,513
\$ 4,103	\$ (993)	\$ 3,663	\$ 4,694
\$ 20,513	\$ (2,978)	\$ 29,300	\$ 23,469
100%	-7%	150%	94%
60%	67%	38%	20%
#DIV/0!	#DIV/0!	467	-500

Tyler Nevells	Craig Cattelle	Joey Hubbell	Sam Drew
30%	0%	33%	14%
10	1	3	7
17.6	29.0	81.7	53.7
\$ 36,430	\$ 33,477	\$ 28,784	\$ 29,088
\$ 35,224	\$ 33,477	\$ 28,583	\$ 28,728
\$ 36,537	\$ 32,189	\$ 32,441	\$ 29,358
100%	104%	89%	99%
96%	104%	88%	98%
\$ 1,206	\$ -	\$ 202	\$ 360
\$ 2,503	\$ 2,919	\$ 609	\$ 457
\$ 2,230	\$ 1,733	\$ 2,017	\$ 1,155
\$ 4,733	\$ 4,652	\$ 2,626	\$ 1,612
\$ 47,326	\$ 4,652	\$ 7,878	\$ 11,281
275%	173%	40%	38%
40%	0%	0%	43%
-1,675	#DIV/0!	#DIV/0!	-500

Alan Macaulay	Tim Seymour		
38%	0%	#DIV/0!	#DIV/0!
8	5	0	0
40.6	22.6	#DIV/0!	#DIV/0!
\$ 34,053	\$ 46,986	#DIV/0!	#DIV/0!
\$ 33,486	\$ 46,018	#DIV/0!	#DIV/0!
\$ 34,592	\$ 44,513	#DIV/0!	#DIV/0!
98%	106%	#DIV/0!	#DIV/0!
97%	103%	#DIV/0!	#DIV/0!
\$ 567	\$ 968	#DIV/0!	#DIV/0!
\$ 1,197	\$ 2,980	#DIV/0!	#DIV/0!
\$ 2,555	\$ 904	#DIV/0!	#DIV/0!
\$ 3,753	\$ 3,884	#DIV/0!	#DIV/0!
\$ 30,021	\$ 19,421	#DIV/0!	#DIV/0!
99%	134%	#DIV/0!	#DIV/0!
38%	80%	#DIV/0!	#DIV/0!
-300	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Jay Ditullio	Joe Cyr
% Retailed of Non-New Franchise	54%	66%	60%
Total # Retail Units	200	114	25
Avg. Days to Sale	39.9	36.0	36.9
Avg. Advertised Price (Time of Sale)	\$ 28,656	\$ 25,975	\$ 26,470
Avg. Transaction Price	\$ 28,339	\$ 25,746	\$ 26,171
Avg. Market Price at 100%	\$ 27,919	\$ 25,351	\$ 26,557
Avg. Price to Market % (Time of Sale)	103%	102%	100%
Avg. Transaction to Market	102%	102%	99%
Avg. Transactional Discount	\$ 317	\$ 228	\$ 299
Avg. Front-End Gross	\$ 1,570	\$ 1,597	\$ 1,840
Avg. Finance Gross	\$ 1,616	\$ 1,553	\$ 1,537
PUVR	\$ 3,178	\$ 3,136	\$ 3,376
Total Gross (Units & PUVR)	\$ 635,601	\$ 357,472	\$ 84,407
GROI	101%	122%	126%
% with Trade	32%	26%	28%
Avg. Over/Under Allowance	-561	-655	-700



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Dan Maldonado	Jake Albon	Chris Hart	
37%	29%	20%	#DIV/0!
19	17	20	0
53.8	43.1	38.4	#DIV/0!
\$ 33,783	\$ 32,819	\$ 36,617	#DIV/0!
\$ 33,362	\$ 32,626	\$ 35,896	#DIV/0!
\$ 32,966	\$ 33,253	\$ 36,532	#DIV/0!
102%	99%	100%	#DIV/0!
101%	98%	98%	#DIV/0!
\$ 421	\$ 194	\$ 721	#DIV/0!
\$ 1,271	\$ 1,828	\$ 1,172	#DIV/0!
\$ 2,423	\$ 2,087	\$ 1,177	#DIV/0!
\$ 3,694	\$ 3,915	\$ 2,350	#DIV/0!
\$ 70,183	\$ 66,561	\$ 46,992	#DIV/0!
74%	100%	61%	#DIV/0!
37%	53%	45%	#DIV/0!
250	-100	-1,283	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	75	125
Avg. Days to Sale	39.9	42.6	38.3
Avg. Advertised Price (Time of Sale)	\$ 28,656	\$ 34,809	\$ 24,642
Avg. Transaction Price	\$ 28,339	\$ 34,500	\$ 24,642
Avg. Market Price at 100%	\$ 27,919	\$ 34,949	\$ 24,285
Avg. Price to Market % (Time of Sale)	103%	100%	101%
Avg. Transaction to Market	102%	99%	101%
Avg. Transactional Discount	\$ 317	\$ 310	\$ 322
Avg. Front-End Gross	\$ 1,570	\$ 1,062	\$ 1,875
Avg. Finance Gross	\$ 1,616	\$ 2,113	\$ 1,322
PUVR	\$ 3,178	\$ 3,146	\$ 3,197
Total Gross (Units & PUVR)	\$ 635,601	\$ 235,965	\$ 399,636
GROI	101%	77%	122%
% with Trade	32%	43%	25%
Avg. Over/Under Allowance	-561	-345	-777



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	92	108
Avg. Days to Sale	39.9	44.3	36.1
Avg. Advertised Price (Time of Sale)	\$ 28,656	\$ 32,180	\$ 25,390
Avg. Transaction Price	\$ 28,339	\$ 31,801	\$ 25,390
Avg. Market Price at 100%	\$ 27,919	\$ 31,715	\$ 25,362
Avg. Price to Market % (Time of Sale)	103%	101%	100%
Avg. Transaction to Market	102%	100%	100%
Avg. Transactional Discount	\$ 317	\$ 379	\$ 265
Avg. Front-End Gross	\$ 1,570	\$ 1,777	\$ 1,394
Avg. Finance Gross	\$ 1,616	\$ 1,661	\$ 1,577
PUVR	\$ 3,178	\$ 3,438	\$ 2,956
Total Gross (Units & PUVR)	\$ 635,601	\$ 316,306	\$ 319,295
GROI	101%	88%	116%
% with Trade	32%	34%	30%
Avg. Over/Under Allowance	-561	-705	-418



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	90	32
% of Retail Units	100%	45%	16%
% Retailed of Non-New Franchise	54%	43%	66%
Avg. Days to Sale	39.9	33.7	33.9
Avg. Transaction Price	\$ 28,339	\$ 29,542	\$ 24,456
Avg. Transaction to Market %	102%	101%	105%
Avg. Transactional Discount	\$ 317	\$ 346	\$ 166
Avg. Front End Gross	\$ 1,570	\$ 2,233	\$ 2,244
Avg. Finance Gross	\$ 1,616	\$ 1,788	\$ 1,464
PUVR	\$ 3,178	\$ 4,021	\$ 3,663
Total Gross (Units & PUVR)	\$ 635,601	\$ 361,892	\$ 117,205
GROI	101%	145%	159%
% with Trade	32%	30%	28%
Avg. Over/Under Allowance	-561	-612	-500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
39	35	0	0
20%	18%	0%	0%
59%	63%	#DIV/0!	#DIV/0!
50.5	52.9	#DIV/0!	#DIV/0!
\$ 29,262	\$ 29,642	#DIV/0!	#DIV/0!
100%	101%	#DIV/0!	#DIV/0!
\$ 350	\$ 337	#DIV/0!	#DIV/0!
\$ 1,193	\$ (331)	#DIV/0!	#DIV/0!
\$ 1,150	\$ 1,888	#DIV/0!	#DIV/0!
\$ 2,343	\$ 1,558	#DIV/0!	#DIV/0!
\$ 91,391	\$ 54,516	#DIV/0!	#DIV/0!
57%	36%	#DIV/0!	#DIV/0!
26%	46%	#DIV/0!	#DIV/0!
-233	-675	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	4
0%	0%	2%
#DIV/0!	#DIV/0!	75%
#DIV/0!	#DIV/0!	9.8
#DIV/0!	#DIV/0!	\$ 11,925
#DIV/0!	#DIV/0!	113%
#DIV/0!	#DIV/0!	\$ 392
#DIV/0!	#DIV/0!	\$ 1,586
#DIV/0!	#DIV/0!	\$ 1,063
#DIV/0!	#DIV/0!	\$ 2,649
#DIV/0!	#DIV/0!	\$ 10,597
#DIV/0!	#DIV/0!	820%
#DIV/0!	#DIV/0!	25%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	103	29
% of Retail Units	100%	52%	14%
% Retailed of Non-New Franchise	54%	58%	59%
Avg. Days to Sale	39.9	16.3	35.7
Avg. Transaction Price	\$ 28,339	\$ 27,997	\$ 27,873
Avg. Transaction to Market %	102%	103%	104%
Avg. Transactional Discount	\$ 317	\$ 470	\$ 161
Avg. Front End Gross	\$ 1,570	\$ 2,519	\$ 2,302
Avg. Finance Gross	\$ 1,616	\$ 1,671	\$ 1,594
PUVR	\$ 3,178	\$ 4,190	\$ 3,896
Total Gross (Units & PUVR)	\$ 635,601	\$ 431,576	\$ 112,970
GROI	101%	331%	141%
% with Trade	32%	32%	24%
Avg. Over/Under Allowance	-561	-475	-588



46-60 days	61-90 days	90+ days
30	26	12
15%	13%	6%
60%	31%	42%
52.6	75.6	143.7
\$ 28,592	\$ 28,284	\$ 31,886
99%	97%	95%
\$ 172	\$ 154	\$ 104
\$ 393	\$ (352)	\$ (1,236)
\$ 1,388	\$ 1,638	\$ 1,720
\$ 1,781	\$ 1,285	\$ 484
\$ 53,425	\$ 33,417	\$ 5,807
43%	22%	4%
27%	38%	42%
-713	-600	#DIV/0!