

Desk Manager	Finance Manager
Ronnie Myers	Shawn Andrus
Jeffrey Cook	Terry Barden, Jr
Sales Manager House	Brandon Blackmon
	Jason Boe
	FI Manager House
	Roberto Gonzalez
	Russell Hossain
	James Palasota
	Doohuyn Song
	David Tedesco
	Unkknown


Sales Consultant	New Car Franchise(s)
Kenneth Albrecht	
Angelina Arriola	
Harold Bennett	Toyota
Alan Boutwell	Toyota
Alex Brown	Toyota
Bruce Clark	Toyota
Brandon Cook	Toyota
Brandon Dacus	Toyota
Default Salesperson	Toyota
Rosavelt Duffie, Jr.	Toyota
Sheldon Fischer	Toyota
Reginald Franklin	Toyota
Cole Frezza	Toyota
Rogers Gaines, Jr.	Toyota
Daniyy'El Gonzalez	Toyota
Roque Gonzalez	Toyota
Michael Higgins	Toyota
Robert Hoilman	Toyota
Faisel Hossain	Toyota
George Khumarov	Toyota
Diandou Li	Toyota
Christophe Liu	Toyota
Xavier Marmolejo	Toyota
Thomas Mathew	Toyota
Brian Maydwell	Toyota
Joshua Mayo	Toyota
Collin McAdams	Toyota
Eric McBain	Toyota
Jack Mitchell	Toyota
Abraham E. Mora	Toyota
Sandy Adel Sami Morcos	Toyota
Scott Morgan	Toyota
Mystery Sales Person	Toyota
Caleb Okeke	Toyota
Antonio Rabon	Toyota
Jordan Rebelos	Toyota
Anthony Roberts	Toyota
David Shegda	Toyota
Billy Smith	Toyota
Ann Stone	Toyota
Unknown	Toyota
Conrad Verver, Jr	Toyota
Aaron Wagner	Toyota
Michael Warren	Toyota
Elvin Webb	Toyota




#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	2017	Toyota	Rav 4	11	Trade on New	Yes	\$ 17,900	\$ 23,660	101%	\$1,063	\$947
2	2015	Ford	Escape	81	Trade on New	No	\$ 11,592	\$ 12,629	80%	(\$1,740)	\$0
3	2013	Hyundai	Accent	41	Trade on New	No	\$ 7,023	\$ 5,738	94%	(\$355)	\$182
4	2018	Toyota	Camry	76	Loaner/Rental Fleet	Yes	\$ 17,720	\$ 21,678	102%	(\$3,661)	\$2,132
5	2014	Dodge	Charger	75	Trade on Used	No	\$ 9,218	\$ 10,218	85%	(\$1,056)	\$0
6	2018	Toyota	Camry	51	Loaner/Rental Fleet	Yes	\$ 17,193	\$ 16,387	86%	(\$496)	\$0
7	2014	Cadillac	ATS	41	Trade on New	No	\$ 14,987	\$ 21,275	91%	(\$2,959)	\$2,103
8	2015	Toyota	Tacoma	41	Trade on New	No	\$ 21,699	\$ 28,115	95%	(\$744)	\$4,331
9	2015	Toyota	Rav 4	41	Trade on New	Yes	\$ 16,900	\$ 21,096	96%	\$216	\$1,542
10	2013	Volkswagen	Jetta	104	Trade on New	No	\$ 8,860	\$ 14,220	87%	(\$7,570)	\$1,879
11	2015	Toyota	Highlander	25	Trade on New	No	\$ 22,747	\$ 24,859	94%	(\$176)	\$2,464
12	2016	Mazda	Mazda 3	83	Auction/Wholesale	No	\$ 11,999	\$ 6,877	86%	(\$1,488)	\$56
13	2014	Audi	S4 Qiuattro	95	Trade on Used	No	\$ 27,671	\$ 28,671	99%	(\$914)	\$0
14	2014	Ram	1500	15	Trade on New	No	\$ 31,699	\$ 37,084	95%	\$829	\$5,205
15	2014	Ford	F150	86	Trade on New	No	\$ 16,690	\$ 20,352	74%	(\$531)	\$547
16	2016	Toyota	Corolla	41	Trade on New	Yes	\$ 13,500	\$ 8,755	97%	(\$2,669)	\$625
17	2014	Ford	Fusion	54	Trade on New	No	\$ 11,051	\$ 13,199	86%	(\$772)	\$1,027
18	2018	Dodge	Grand Caravan	35	Auction/Wholesale	No	\$ 19,900	\$ 17,320	88%	\$983	\$150
19	2016	Toyota	Corolla	16	Trade on New	Yes	\$ 14,945	\$ 18,732	102%	(\$70)	\$1,339
20	2015	Nissan	Juke	61	Other	No	\$ 12,768	\$ 15,838	87%	\$543	\$726
21	2013	Chevrolet	Equinox	40	Trade on New	No	\$ 6,900	\$ 6,000	71%	(\$279)	\$0
22	2006	Toyota	4Runner	68	Trade on New	No	\$ 6,900	\$ 5,900	58%	(\$2,064)	\$0
23	2015	Toyota	Sienna	76	Trade on New	No	\$ 21,999	\$ 18,498	85%	(\$3,880)	\$680
24	2015	Toyota	Avalon	41	Trade on New	No	\$ 17,791	\$ 15,426	92%	(\$873)	\$200
25	2015	Toyota	Camry	79	Trade on New	No	\$ 18,991	\$ 18,858	118%	(\$2,091)	\$560
26	2015	Ford	Explorer	31	Trade on Used	No	\$ 20,418	\$ 21,112	97%	\$858	\$1,005
27	2017	Toyota	Tundra	37	Auction/Wholesale	Yes	\$ 35,112	\$ 23,729	103%	\$425	\$100
28	2015	Toyota	Corolla	94	Trade on New	Yes	\$ 11,594	\$ 18,719	85%	(\$2,183)	\$1,456
29	2016	Toyota	Corolla	40	Trade on Used	No	\$ 1,800	\$ 15,985	79%	(\$78)	\$1,375
30	2013	Toyota	4Runner	29	Trade on Used	No	\$ 28,990	\$ 27,242	89%	(\$281)	\$1,033
31	2015	Chevrolet	Silverado	21	Trade on Used	No	\$ 25,991	\$ 29,645	107%	\$2,303	\$3,453
32	2016	Toyota	Corolla	4	Trade on New	Yes	\$ 16,569	\$ 18,700	101%	\$106	\$0
33	2016	Toyota	Highlander	50	Trade on New	Yes	\$ 27,467	\$ 21,923	91%	\$443	\$0
34	2011	Toyota	Camry	5	Trade on New	No	\$ 10,473	\$ 13,570	102%	\$2,491	\$0
35	2015	Toyota	Camry	43	Trade on New	No	\$ 18,278	\$ 14,228	96%	\$3,059	\$944
36	2016	Toyota	Camry	106	Trade on New	No	\$ 14,987	\$ 20,230	86%	\$1,118	\$618
37	2016	Toyota	4Runner	18	Trade on New	Yes	\$ 30,987	\$ 29,966	98%	\$685	\$950
38	2016	Toyota	Highlander	38	Trade on New	Yes	\$ 24,898	\$ 26,600	100%	(\$21)	\$0
39	2013	Ford	F150	79	Trade on New	No	\$ 23,800	\$ 24,000	80%	(\$1,939)	\$0
40	2016	Honda	Accord	86	Trade on New	No	\$ 17,125	\$ 17,855	89%	(\$4,240)	\$276
41	2016	Toyota	Highlander	9	Trade on New	No	\$ 31,814	\$ 32,999	95%	\$180	\$0
42	2016	Toyota	Tundra	6	Trade on New	No	\$ 32,536	\$ 36,050	102%	\$2,282	\$1,479
43	2015	Toyota	Prius	25	Trade on Used	No	\$ 17,503	\$ 21,834	101%	\$1,172	\$2,861
44	2014	Nissan	Maxima	95	Trade on Used	No	\$ 9,643	\$ 10,900	87%	\$2,791	\$1

45	2014	Toyota	Tundra	36	Trade on Used	No	\$ 29,235	\$ 38,434	95%	\$4,504	\$2,147
46	2016	Toyota	Highlander	11	Auction/Wholesale	No	\$ 29,671	\$ 40,050		(\$3,204)	\$5,980
47	2018	Toyota	Rav 4	29	Loaner/Rental Fleet	Yes	\$ 21,987	\$ 27,047	99%	\$2,766	\$1,987
48	2015	Jeep	Grand Cherokee	84	Trade on New	No	\$ 19,968	\$ 20,195	95%	(\$2,182)	\$0
49	2015	Toyota	Avalon	10	Trade on New	No	\$ 21,308	\$ 23,990	102%	(\$44)	\$2,856
50	2016	Honda	Accord	54	Trade on Used	No	\$ 18,987	\$ 25,995	89%	(\$1,220)	\$1,040
51	2017	Mazda	CX5	31	Auction/Wholesale	No	\$ 24,987	\$ 36,950		\$608	\$0
52	2008	Toyota	4Runner	52	Trade on Used	No	\$ 12,987	\$ 11,236		(\$739)	\$100
53	2016	Toyota	4Runner	18	Trade on New	No	\$ 31,335	\$ 37,672	102%	\$4,164	\$2,120

## Scoreboard Totals

% Retailed of Non-New Franchise	44%
Total # Retail Units	104
Average Days to Sale	47.4
Average Advertised Price (Time of Sale)	\$ 18,111
Average Transaction Price	\$ 20,181
Average Market Price at 100%	\$ 19,644
Average Price to Market % (Time of Sale)	92%
Average Transaction to Market	103%
Average Transactional Discount	\$ (2,247)
Average Front End Gross	\$ (199)
Average Finance Gross	\$ 1,013
PUVR	\$ 849
Total Gross (Units & PUVR)	\$ 88,295
GROI	32%



EMY

Scoreboard		
Desk Manager	Totals	Jeffrey Cook
% Retailed of Non-New Franchise	44%	39%
Total # Retail Units	104	38
Average Days to Sale	47.4	46.6
Average Advertised Price (Time of Sale)	\$ 18,111	\$ 18,469
Average Transaction Price	\$ 20,181	\$ 18,839
Average Market Price at 100%	\$ 19,644	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (2,247)	\$ (201)
Average Front End Gross	\$ (199)	\$ (435)
Average Finance Gross	\$ 1,013	\$ 793
PUVR	\$ 849	\$ 358
Total Gross (Units & PUVR)	\$ 88,295	\$ 13,605
GROI	32%	15%



Ronnie Myers	Sales Manager House	Unknown
47%	50%	#DIV/0!
64	2	0
47.9	46.5	#DIV/0!
\$ 17,801	\$ 21,095	#DIV/0!
\$ 20,898	\$ 26,000	#DIV/0!
#DIV/0!	\$ 22,915	#DIV/0!
#DIV/0!	92%	#DIV/0!
#DIV/0!	113%	#DIV/0!
\$ (3,457)	\$ 336	#DIV/0!
\$ 11	\$ (2,453)	#DIV/0!
\$ 1,175	\$ -	#DIV/0!
\$ 1,189	\$ (1,912)	#DIV/0!
\$ 76,093	\$ (3,824)	#DIV/0!
43%	-57%	#DIV/0!







Scoreboard		
Sales Consultant	Totals	Kenneth Albrecht
% Retailed of Non-New Franchise	44%	0%
Total # Retail Units	104	1
Average Days to Sale	47.4	71.0
Average Advertised Price (Time of Sale)	\$ 18,111	\$ 16,990
Average Transaction Price	\$ 20,181	\$ 15,471
Average Market Price at 100%	\$ 19,644	\$ 17,515
Average Price to Market % (Time of Sale)	92%	97%
Average Transaction to Market %	103%	88%
Average Transactional Discount	\$ (2,247)	\$ 1,519
Average Front End Gross	\$ (199)	\$ (2,718)
Average Finance Gross	\$ 1,013	\$ 1
PUVR	\$ 849	\$ (2,717)
Total Gross (Units & PUVR)	\$ 88,295	\$ (2,717)
GROI	32%	-89%



Harold Bennett	Alex Brown	Bruce Clark
55%	100%	33%
20	2	3
39.0	34.5	46.0
\$ 17,746	\$ 9,337	\$ 23,113
\$ 19,956	\$ 11,814	\$ 22,979
#DIV/0!	\$ 9,580	\$ 25,821
#DIV/0!	97%	90%
#DIV/0!	123%	89%
\$ (2,022)	\$ (2,478)	\$ 134
\$ 240	\$ 406	\$ (416)
\$ 963	\$ 324	\$ 971
\$ 1,203	\$ 730	\$ 554
\$ 24,061	\$ 1,460	\$ 1,663
56%	64%	19%

Default Salesperson	Rosavelt Duffie, Jr.	Cole Frezza
50%	0%	59%
4	3	17
56.8	52.7	49.5
\$ 16,598	\$ 18,521	\$ 18,426
\$ 19,020	\$ 21,603	\$ 21,483
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,422)	\$ (3,082)	\$ (3,182)
\$ (1,169)	\$ (2,453)	\$ (99)
\$ 1,056	\$ 2,180	\$ 592
\$ (113)	\$ (273)	\$ 493
\$ (453)	\$ (819)	\$ 8,378
-4%	-9%	17%

Diandou Li	Xavier Marmolejo	Thomas Mathew
36%	0%	0%
14	5	2
47.4	31.6	67.5
\$ 17,497	\$ 18,684	\$ 16,647
\$ 18,043	\$ 26,969	\$ 23,417
#DIV/0!	\$ 19,042	\$ 18,241
#DIV/0!	98%	91%
#DIV/0!	142%	128%
\$ (546)	\$ (8,285)	\$ (6,771)
\$ (58)	\$ 2,249	\$ (1,463)
\$ 663	\$ 2,697	\$ 2,894
\$ 605	\$ 4,945	\$ 1,430
\$ 8,473	\$ 24,727	\$ 2,861
25%	209%	33%

Brian Maydwell	Joshua Mayo	Collin McAdams
33%	0%	0%
3	3	1
71.3	23.0	43.0
\$ 16,578	\$ 16,889	\$ 7,800
\$ 17,322	\$ 15,829	\$ 6,191
\$ 18,526	\$ 17,670	#DIV/0!
89%	96%	#DIV/0!
94%	90%	#DIV/0!
\$ (744)	\$ 1,060	\$ 1,609
\$ (182)	\$ 1,039	\$ 51
\$ 1,046	\$ 697	\$ -
\$ 864	\$ 1,736	\$ 51
\$ 2,592	\$ 5,209	\$ 51
25%	172%	7%

Caleb Okeke	Jordan Rebelos	Billy Smith
67%	50%	0%
3	2	2
38.7	72.5	22.5
\$ 19,813	\$ 11,180	\$ 21,987
\$ 22,787	\$ 11,487	\$ 27,047
\$ 21,183	\$ 12,051	#DIV/0!
94%	93%	#DIV/0!
108%	95%	#DIV/0!
\$ (2,974)	\$ (307)	\$ (16,053)
\$ (802)	\$ (5,120)	\$ 2,316
\$ 2,436	\$ 1,252	\$ 1,987
\$ 1,634	\$ (3,868)	\$ 4,303
\$ 4,902	\$ (7,735)	\$ 8,606
67%	-167%	255%

Conrad Verver, Jr	Aaron Wagner	Michael Warren
50%	100%	50%
2	1	2
85.0	29.0	46.5
\$ 24,179	\$ 24,900	\$ 21,095
\$ 25,008	\$ 26,500	\$ 26,000
\$ 28,446	\$ 27,978	\$ 22,915
85%	89%	92%
88%	95%	113%
\$ (829)	\$ (1,600)	\$ 336
\$ (3,780)	\$ (317)	\$ (2,453)
\$ 1,638	\$ -	\$ -
\$ (2,142)	\$ (317)	\$ (1,912)
\$ (4,284)	\$ (317)	\$ (3,824)
-36%	-15%	-57%

Elvin Webb		
33%	#DIV/0!	#DIV/0!
3	0	0
31.0	#DIV/0!	#DIV/0!
\$ 22,476	#DIV/0!	#DIV/0!
\$ 26,186	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,709)	#DIV/0!	#DIV/0!
\$ 2,792	#DIV/0!	#DIV/0!
\$ 1,762	#DIV/0!	#DIV/0!
\$ 4,554	#DIV/0!	#DIV/0!
\$ 13,663	#DIV/0!	#DIV/0!
202%	#DIV/0!	#DIV/0!



























Scoreboard		
Finance Manager	Totals	Terry Barden, Jr
% Retailed of Non-New Franchise	44%	60%
Total # Retail Units	104	10
Average Days to Sale	47.4	55.9
Average Advertised Price (Time of Sale)	\$ 18,111	\$ 16,526
Average Transaction Price	\$ 20,181	\$ 16,707
Average Market Price at 100%	\$ 19,644	\$ 17,445
Average Price to Market % (Time of Sale)	92%	95%
Average Transaction to Market %	103%	96%
Average Transactional Discount	\$ (2,247)	\$ (182)
Average Front End Gross	\$ (199)	\$ (746)
Average Finance Gross	\$ 1,013	\$ 286
PUVR	\$ 849	\$ (461)
Total Gross (Units & PUVR)	\$ 88,295	\$ (4,608)
GROI	32%	-18%



Brandon Blackmon	FI Manager House	Roberto Gonzalez
40%	50%	63%
5	2	27
54.0	46.5	54.0
\$ 12,341	\$ 21,095	\$ 16,809
\$ 12,484	\$ 26,000	\$ 20,471
#DIV/0!	\$ 22,915	#DIV/0!
#DIV/0!	92%	#DIV/0!
#DIV/0!	113%	#DIV/0!
\$ 81	\$ 336	\$ (3,662)
\$ (714)	\$ (2,453)	\$ (298)
\$ 20	\$ -	\$ 1,347
\$ (694)	\$ (1,912)	\$ 1,049
\$ (3,470)	\$ (3,824)	\$ 28,321
-37%	-57%	34%

Russell Hossain	James Palasota	Doohuyn Song
0%	41%	28%
1	27	18
43.0	43.0	48.9
\$ 7,800	\$ 18,282	\$ 21,720
\$ 6,191	\$ 20,852	\$ 23,386
#DIV/0!	#DIV/0!	\$ 23,138
#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	101%
\$ 1,609	\$ (3,247)	\$ (1,723)
\$ 51	\$ 32	\$ (1)
\$ -	\$ 1,080	\$ 1,594
\$ 51	\$ 1,113	\$ 1,627
\$ 51	\$ 30,045	\$ 29,281
7%	45%	51%

David Tedesco		
29%	#DIV/0!	#DIV/0!
14	0	0
33.1	#DIV/0!	#DIV/0!
\$ 19,170	#DIV/0!	#DIV/0!
\$ 20,247	#DIV/0!	#DIV/0!
\$ 20,595	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ (717)	#DIV/0!	#DIV/0!
\$ 168	#DIV/0!	#DIV/0!
\$ 584	#DIV/0!	#DIV/0!
\$ 751	#DIV/0!	#DIV/0!
\$ 10,517	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!

## Scoreboard

CPO	Totals	Yes
Total # Retail Units	104	24
Average Days to Sale	47.4	39.1
Average Advertised Price (Time of Sale)	\$ 18,111	\$ 20,515
Average Transaction Price	\$ 20,181	\$ 21,757
Average Market Price at 100%	\$ 19,644	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (2,247)	\$ (1,937)
Average Front End Gross	\$ (199)	\$ 434
Average Finance Gross	\$ 1,013	\$ 987
PUVR	\$ 849	\$ 1,421
Total Gross (Units & PUVR)	\$ 88,295	\$ 34,111
GROI	32%	60%



No	
	80
	49.9
\$	19,696
\$	19,696
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(2,340)
\$	(389)
\$	1,021
\$	673
\$	53,833
	25%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	104	56
Average Days to Sale	47.4	39.0
Average Advertised Price (Time of Sale)	\$ 18,111	\$ 19,400
Average Transaction Price	\$ 20,181	\$ 21,556
Average Market Price at 100%	\$ 19,644	#DIV/0!
Average Price to Market % (Time of Sale)	92%	#DIV/0!
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (2,247)	\$ (2,511)
Average Front End Gross	\$ (199)	\$ 247
Average Finance Gross	\$ 1,013	\$ 1,212
PUVR	\$ 849	\$ 1,550
Total Gross (Units & PUVR)	\$ 88,295	\$ 86,802
GROI	32%	66%

No	
	46
	57.7
\$	18,655
\$	18,655
	#DIV/0!
	#DIV/0!
	#DIV/0!
\$	(1,937)
\$	(737)
\$	794
\$	57
\$	2,625
	2%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	104	59
% of Retail Units	100%	57%
% Retailed of Off-Brand	44%	34%
Average Days to Sale	47.4	44.4
Average Transaction Price	\$ 20,181	\$ 19,721
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (2,247)	\$ (2,420)
Average Front End Gross	\$ (199)	\$ (246)
Average Finance Gross	\$ 1,013	\$ 948
PUVR	\$ 849	\$ 762
Total Gross (Units & PUVR)	\$ 88,295	\$ 44,941
GROI	32%	31%



Trade on Used	Street/Curb buy	Auction/wholesale
19	0	16
18%	0%	15%
58%	#DIV/0!	81%
43.3	#DIV/0!	60.9
\$ 19,679	#DIV/0!	\$ 20,439
#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,896)	#DIV/0!	\$ (1,072)
\$ 638	#DIV/0!	\$ (1,155)
\$ 1,044	#DIV/0!	\$ 967
\$ 1,682	#DIV/0!	\$ (188)
\$ 31,961	#DIV/0!	\$ (3,005)
71%	#DIV/0!	-5%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
8	0	0
8%	0%	0%
0%	#DIV/0!	#DIV/0!
51.4	#DIV/0!	#DIV/0!
\$ 25,514	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,980)	#DIV/0!	#DIV/0!
\$ 96	#DIV/0!	#DIV/0!
\$ 1,668	#DIV/0!	#DIV/0!
\$ 1,764	#DIV/0!	#DIV/0!
\$ 14,113	#DIV/0!	#DIV/0!
48%	#DIV/0!	#DIV/0!

Other	
	2
	2%
	100%
	50.0
\$	14,655
	98%
\$	(1,800)
\$	(308)
\$	363
\$	55
\$	110
	3%

## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	104	33
% of Retail Units	100%	32%
% Retailed of Off-Brand	44%	800%
Average Days to Sale	47.4	17.7
Average Transaction Price	\$ 20,181	\$ 23,318
Average Transaction to Market %	103%	#DIV/0!
Average Transactional Discount	\$ (2,247)	\$ (3,612)
Average Front End Gross	\$ (199)	\$ 1,321
Average Finance Gross	\$ 1,013	\$ 1,410
PUVR	\$ 849	\$ 2,731
Total Gross (Units & PUVR)	\$ 88,295	\$ 90,107
GROI	32%	238%



31-45 days	46-60 days	61-90 days	90+ days
28	13	22	8
27%	13%	21%	8%
1300%	700%	1200%	600%
39.0	54.2	75.9	109.5
\$ 19,556	\$ 18,005	\$ 17,322	\$ 20,671
#DIV/0!	#DIV/0!	#DIV/0!	111%
\$ (2,575)	\$ (841)	\$ (28)	\$ (3,832)
\$ 312	\$ (980)	\$ (1,827)	\$ (2,513)
\$ 965	\$ 672	\$ 596	\$ 1,243
\$ 1,277	\$ (308)	\$ (1,231)	\$ (1,271)
\$ 35,756	\$ (4,005)	\$ (27,074)	\$ (10,165)
60%	-11%	-34%	-20%