

Desk Manager(s)	Finance Manager(s)
Rob Utinske	Tyler Hendricks
	Trent Rousey

Pre-Work VO1 Week 4 Pre-Owned

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). Auction/Wholesale includes rental companies. 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.)



ACADEMY

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	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
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	DA5011	2016	Chevrolet	Impala	13	Trade on New	No	\$ 23,970	\$ 24,970	115%	\$2,655	\$700	Adam Koehler	Rob Utinske	Tyler Hendricks	Yes	\$1,000
2	DA9102	2009	Hyundai	Santa Fe	3	Trade on Used	No	\$ 7,900	\$ 6,050	84%	\$250	\$1,303	Adam Koehler	Rob Utinske	Tyler Hendricks	No	
3	DA8770	2009	Toyota	Camry	1	Trade on Used	No	\$ 6,000	\$ 6,000	110%	\$1,900	\$0	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
4	CA8952	2013	Ford	Fusion	21	Trade on New	No	\$ 13,495	\$ 13,995	107%	\$2,576	\$2,339	Trent Rousey	Rob Utinske	Tyler Hendricks	Yes	\$500
5	DA5933	2008	Ford	Taurus	5	Trade on Used	No	\$ 7,999	\$ 5,550	76%	\$1,708	\$0	House	Rob Utinske	Tyler Hendricks	Yes	\$1,000
6	DP4575	2016	Honda	CRV	114	Auction/Wholesale	No	\$ 20,345	\$ 20,345	93%	\$655	\$2,944	Eric Courtney	Rob Utinske	Tyler Hendricks	No	
7	DP8954	2014	Chevrolet	Impala	29	Auction/Wholesale	No	\$ 13,971	\$ 14,213	105%	\$2,295	\$1,297	Adam Koehler	Rob Utinske	Tyler Hendricks	No	
8	DP5214	2018	Ford	Escape	51	Auction/Wholesale	No	\$ 18,900	\$ 18,900	99%	\$3,129	\$545	Adam Koehler	Rob Utinske	Tyler Hendricks	Yes	\$0
9	DA3386	2013	GMC	Sierra	86	Trade on New	No	\$ 15,295	\$ 15,295	77%	\$2,694	\$1,438	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
10	DP5052	2017	Ford	F250	27	Auction/Wholesale	No	\$ 56,900	\$ 55,921	108%	\$2,029	\$626	House	Rob Utinske	Tyler Hendricks	Yes	\$0
11	FP9150	2016	Ford	Fusion	50	Auction/Wholesale	No	\$ 18,950	\$ 18,950	99%	\$2,813	\$1,600	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$0
12	DA4762	2011	GMC	Sierra	17	Trade on New	No	\$ 21,900	\$ 19,982	109%	\$2,450	\$992	Trent Rousey	Rob Utinske	Tyler Hendricks	Yes	\$0
13	DA6619	2010	Jeep	Wrangler	13	Trade on Used	No	\$ 21,900	\$ 20,881	99%	\$4,514	\$207	Sam Short	Rob Utinske	Tyler Hendricks	Yes	\$0
14	DA9302	2012	Ford	Focus	2	Trade on Used	No	\$ 6,900	\$ 6,900	72%	\$1,352	\$863	Trent Rousey	Rob Utinske	Tyler Hendricks	Yes	\$0
15	DA7979	2017	Ford	Fusion	3	Trade on New	No	\$ 11,250	\$ 11,250	116%	\$2,419	\$751	Trent Rousey	Rob Utinske	Tyler Hendricks	No	
16	DA6874	2007	Pontiac	Grand Prix	1	Trade on New	No	\$ 4,300	\$ 4,300	111%	\$1,450	\$0	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
17	DP8778	2017	Ford	Fusion	13	Auction/Wholesale	No	\$ 17,900	\$ 17,900	108%	\$2,586	\$940	Adam Koehler	Rob Utinske	Tyler Hendricks	Yes	\$0
18	DA9287	2017	Ford	F250	46	Trade on New	No	\$ 57,900	\$ 55,247	105%	\$2,538	\$0	Adam Koehler	Rob Utinske	Tyler Hendricks	Yes	\$0
19	SP7812	2016	Chevrolet	Equinox	86	Auction/Wholesale	No	\$ 14,995	\$ 14,995	83%	\$2,500	\$3,161	Adam Koehler	Rob Utinske	Tyler Hendricks	No	
20	DA8417	2015	Toyota	Tundra	15	Trade on New	No	\$ 35,900	\$ 39,500	107%	\$2,308	\$3,917	Trent Rousey	Rob Utinske	Tyler Hendricks	Yes	\$0
21	DA9035	2011	Ford	Ranger	27	Trade on New	No	\$ 12,900	\$ 12,200	121%	\$1,573	\$1,826	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
22	DA4827	2012	Honda	CRV	77	Trade on Used	No	\$ 13,999	\$ 13,500	95%	\$1,823	\$0	Trent Rousey	Rob Utinske	Tyler Hendricks	Yes	\$0
23	DA1368	2016	Jeep	Cherokee	231	Auction/Wholesale	No	\$ 19,997	\$ 19,997	79%	\$2,350	\$4,096	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$0
24	DA3385	2015	Ford	F150	139	Trade on New	No	\$ 32,436	\$ 30,500	91%	(\$692)	\$260	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$0
25	DA8345	2016	Ford	Fusion	23	Trade on New	No	\$ 13,999	\$ 13,999	103%	\$3,550	\$697	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$0
26	DP7534	2016	Ford	Explorer	90	Auction/Wholesale	No	\$ 29,997	\$ 29,997	117%	\$865	\$590	Sam Short	Rob Utinske	Tyler Hendricks	Yes	\$0
27	DA1873	2018	Lincoln	MXK	4	Trade on New	No	\$ 40,300	\$ 39,500	112%	\$1,604	\$0	Eric Courtney	Rob Utinske	Tyler Hendricks	Yes	\$0
28	DA3102	2017	Toyota	Sienna	79	Trade on Used	No	\$ 29,971	\$ 28,700	108%	\$1,402	\$0	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
29	SP5025	2017	Chevrolet	Equinox	77	Auction/Wholesale	No	\$ 16,289	\$ 17,100	88%	\$1,959	\$795	Eric Courtney	Rob Utinske	Tyler Hendricks	Yes	\$100
30	DA3770	2016	Ford	Fusion	70	Auction/Wholesale	No	\$ 17,999	\$ 17,999	117%	\$1,927	\$999	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
31	DA7189	2014	Chevrolet	Fusion	56	Trade on Used	No	\$ 12,900	\$ 12,900	110%	\$2,125	\$536	Kelsey Nihiser	Rob Utinske	Tyler Hendricks	No	
32	DP1322	2016	Ford	Fusion	107	Auction/Wholesale	No	\$ 14,997	\$ 14,997	114%	\$1,485	\$2,382	Micah Hale	Rob Utinske	Tyler Hendricks	No	
33	DA6645	2013	Ford	Edge	8	Trade on New	No	\$ 15,900	\$ 14,375	104%	\$1,570	\$0	Sam Short	Rob Utinske	Tyler Hendricks	No	
34	DA0849	2008	Chevrolet	Equinox	3	Trade on Used	No	\$ 3,900	\$ 3,583	77%	\$1,283	\$0	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
35	DP7207	2016	Ford	Edge	36	Auction/Wholesale	No	\$ 23,971	\$ 22,500	101%	\$1,070	\$626	Andrew Gillespe	Rob Utinske	Tyler Hendricks	No	
36	DA9316	2017	Jeep	Gr. Ch. SRT8	37	Trade on New	No	\$ 52,900	\$ 53,900	102%	\$2,027	\$493	Eric Courtney	Rob Utinske	Tyler Hendricks	Yes	\$1,000
37	SA3344	2007	Chevrolet	Silverado	43	Trade on New	No	\$ 9,997	\$ 7,879	85%	\$3,912	\$613	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	(\$2,100)
38	DA4356	2017	Ford	F150	57	Trade on New	No	\$ 43,900	\$ 45,400	111%	\$4,390	\$6,298	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$1,500
39	DA6476	2015	Ford	F150	3	Trade on New	No	\$ 24,900	\$ 24,900	89%	\$2,138	\$1,976	Micah Hale	Rob Utinske	Tyler Hendricks	No	
40	DP0627	2016	Ford	Fusion	24	Auction/Wholesale	No	\$ 16,900	\$ 16,400	110%	\$2,387	\$732	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	(\$500)
41	DA0924	2015	Dodge	Durango	2	Trade on Used	No	\$ 29,500	\$ 29,820	92%	\$1,720	\$423	Eric Courtney	Rob Utinske	Tyler Hendricks	Yes	\$500
42	DA8658	2003	Ford	F150	9	Trade on New	No	\$ 5,500	\$ 5,800	103%	\$2,869	\$505	Eric Courtney	Rob Utinske	Tyler Hendricks	No	
43	DA1240	2018	Ford	F150	6	Trade on Used	No	\$ 36,850	\$ 36,850	110%	\$2,831	\$2,097	Adam Koehler	Rob Utinske	Tyler Hendricks	Yes	
44	DA5977	2014	Ford	Escape	6	Trade on Used	No	\$ 12,900	\$ 12,735	100%	\$3,135	\$0	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
45	DA9672	2014	Ford	F150	2	Trade on Used	No	\$ 22,900	\$ 23,400	102%	\$4,300	\$415	Eric Courtney	Rob Utinske	Tyler Hendricks	Yes	\$500
46	DA6112	2018	Jeep	Wrangler	39	Trade on New	No	\$ 29,900	\$ 28,735	92%	\$1,315	\$0	Sam Short	Rob Utinske	Tyler Hendricks	No	
47	SP9881	2016	Chevrolet	Equinox	86	Auction/Wholesale	No	\$ 16,023	\$ 16,023	87%	\$1,150	\$639	Eric Courtney	Rob Utinske	Tyler Hendricks	No	
48	FA9424	2014	Buick	Murano	64	Trade on Used	No	\$ 17,400	\$ 16,900	103%	\$2,429	\$4,117	Eric Courtney	Rob Utinske	Tyler Hendricks	No	
49	DA5020	2013	Jeep	Wrangler	63	Trade on Used	No	\$ 15,000	\$ 15,000	66%	(\$774)	\$0	Matt Wildman	Rob Utinske	Tyler Hendricks	No	
50	DA2990	2008	Chevrolet	Tahoe	2	Trade on New	No	\$ 15,900	\$ 15,900	95%	\$2,665	\$406	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$0
51	DA0432	2012	Jeep	Wrangler	54	Trade on Used	No	\$ 18,597	\$ 18,700	88%	\$1,573	\$0	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$500
52	SP7394	2017	Chevrolet	Cruze	89	Auction/Wholesale	No	\$ 14,152	\$ 14,352	85%	\$1,350	\$2,833	Matt Wildman	Rob Utinske	Tyler Hendricks	Yes	\$200
53	DA3571	2013	Jeep	Wrangler	42	Trade on Used	No	\$ 19,999	\$ 19,999	90%	\$3,504	\$2,123	Adam Koehler	Rob Utinske	Tyler Hendricks	No	
54	DP2950	2017	Kia	Optima	139	Auction/Wholesale	No	\$ 15,999	\$ 15,721	85%	(\$184)	\$0	Kelsey Nihiser	Rob Utinske	Tyler Hendricks	Yes	(\$125)
55	DP9928	2015	Dodge	Journey	51	Auction/Wholesale	No	\$ 15,800	\$ 13,953	98%	\$152	\$2,363	Trent Rousey	Rob Utinske	Tyler Hendricks	Yes	(\$1,847)
56	DA2669	2014	Ford	Focus	3	Trade on Used	No	\$ 5,990	\$ 5,900	68%	\$1,007	\$0	House	Rob Utinske	Tyler Hendricks	No	
57	SA6521	2017	Ford	F150	3	Trade on New	No	\$ 27,900	\$ 27,850	113%	\$7,756	\$217	Adam Koehler	Rob Utinske	Tyler Hendricks	Yes	(\$50)
58	SA5611	2018	Chevrolet	Equinox	100	Trade on New	No	\$ 18,818	\$ 18,818	89%	\$2,150	\$2,204	Trent Rousey	Rob Utinske	Tyler Hendricks	Yes	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	51%
Total # Retail Units	97
Avg. Days to Sale	46.3
Avg. Advertised Price (Time of Sale)	\$ 20,905
Avg. Transaction Price	\$ 20,725
Avg. Market Price at 100%	\$ 21,202
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 175
Avg. Front-End Gross	\$ 2,106
Avg. Finance Gross	\$ 1,066
PUVR	\$ 3,188
Total Gross (Units & PUVR)	\$ 309,224
GROI	120%
% with Trade	55%
Avg. Over/Under Allowance	\$172



Scoreboard*(Click on the blue head*

Desk Manager	Totals	
% Retailed of Non-New Franchise	51%	#DIV/0!
Total # Retail Units	97	0
Avg. Days to Sale	46.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,905	#DIV/0!
Avg. Transaction Price	\$ 20,725	#DIV/0!
Avg. Market Price at 100%	\$ 21,202	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!
Avg. Transactional Discount	\$ 175	#DIV/0!
Avg. Front-End Gross	\$ 2,106	#DIV/0!
Avg. Finance Gross	\$ 1,066	#DIV/0!
PUVR	\$ 3,188	#DIV/0!
Total Gross (Units & PUVR)	\$ 309,224	#DIV/0!
GROI	120%	#DIV/0!
% with Trade	55%	#DIV/0!
Avg. Over/Under Allowance	\$172	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown menu)

Sales Consultant	Totals	Matt Wildman	Eric Courtney
% Retailed of Non-New Franchise	51%	45%	59%
Total # Retail Units	97	31	17
Avg. Days to Sale	46.3	47.8	46.9
Avg. Advertised Price (Time of Sale)	\$ 20,905	\$ 18,163	\$ 25,180
Avg. Transaction Price	\$ 20,725	\$ 17,852	\$ 25,425
Avg. Market Price at 100%	\$ 21,202	\$ 18,908	\$ 25,248
Avg. Price to Market % (Time of Sale)	99%	96%	100%
Avg. Transaction to Market	98%	94%	101%
Avg. Transactional Discount	\$ 175	\$ 312	\$ (245)
Avg. Front-End Gross	\$ 2,106	\$ 1,990	\$ 2,475
Avg. Finance Gross	\$ 1,066	\$ 1,025	\$ 1,213
PUVR	\$ 3,188	\$ 3,016	\$ 3,688
Total Gross (Units & PUVR)	\$ 309,224	\$ 93,488	\$ 62,688
GROI	120%	127%	111%
% with Trade	55%	48%	59%
Avg. Over/Under Allowance	\$172	10667%	52000%



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

Adam Koehler	Micah Hale	Trent Rousey	House
40%	25%	73%	25%
15	4	11	4
39.6	51.8	60.6	14.0
\$ 22,543	\$ 27,924	\$ 17,899	\$ 22,448
\$ 22,182	\$ 27,924	\$ 17,843	\$ 21,568
\$ 23,468	\$ 26,739	\$ 18,220	\$ 23,032
96%	104%	98%	97%
95%	104%	98%	94%
\$ 351	\$ -	\$ 56	\$ 879
\$ 2,546	\$ 2,361	\$ 1,471	\$ 1,206
\$ 1,114	\$ 1,598	\$ 1,460	\$ 157
\$ 3,845	\$ 3,959	\$ 2,931	\$ 1,363
\$ 57,680	\$ 15,835	\$ 32,244	\$ 5,452
158%	99%	98%	163%
60%	50%	82%	50%
500%	0%	-14411%	50000%

Sam Short	Kelsey Nihiser	Mason Hemingway		
33%	67%	100%	#DIV/0!	#DIV/0!
6	3	1	0	0
57.7	68.0	2.0	#DIV/0!	#DIV/0!
\$ 22,837	\$ 12,963	\$ 20,350	#DIV/0!	#DIV/0!
\$ 22,219	\$ 13,207	\$ 20,350	#DIV/0!	#DIV/0!
\$ 23,047	\$ 12,826	\$ 20,149	#DIV/0!	#DIV/0!
99%	101%	101%	#DIV/0!	#DIV/0!
96%	103%	101%	#DIV/0!	#DIV/0!
\$ 618	\$ (244)	\$ -	#DIV/0!	#DIV/0!
\$ 1,789	\$ 1,928	\$ 1,854	#DIV/0!	#DIV/0!
\$ 713	\$ 1,163	\$ 210	#DIV/0!	#DIV/0!
\$ 2,502	\$ 3,092	\$ 2,064	#DIV/0!	#DIV/0!
\$ 15,013	\$ 9,275	\$ 2,064	#DIV/0!	#DIV/0!
70%	124%	1826%	#DIV/0!	#DIV/0!
33%	67%	0%	#DIV/0!	#DIV/0!
0%	18750%	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown menu)

Finance Manager	Totals	Tyler Hendricks	Trent Rousey
% Retailed of Non-New Franchise	51%	51%	#DIV/0!
Total # Retail Units	97	97	0
Avg. Days to Sale	46.3	46.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 20,905	\$ 20,905	#DIV/0!
Avg. Transaction Price	\$ 20,725	\$ 20,725	#DIV/0!
Avg. Market Price at 100%	\$ 21,202	\$ 21,199	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	99%	#DIV/0!
Avg. Transaction to Market	98%	98%	#DIV/0!
Avg. Transactional Discount	\$ 175	\$ 175	#DIV/0!
Avg. Front-End Gross	\$ 2,106	\$ 2,106	#DIV/0!
Avg. Finance Gross	\$ 1,066	\$ 1,066	#DIV/0!
PUVR	\$ 3,188	\$ 3,188	#DIV/0!
Total Gross (Units & PUVR)	\$ 309,224	\$ 309,224	#DIV/0!
GROI	120%	120%	#DIV/0!
% with Trade	55%	0%	#DIV/0!
Avg. Over/Under Allowance	\$172	17150%	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	97	0	97
Avg. Days to Sale	46.3	#DIV/0!	46.3
Avg. Advertised Price (Time of Sale)	\$ 20,905	#DIV/0!	\$ 20,725
Avg. Transaction Price	\$ 20,725	#DIV/0!	\$ 20,725
Avg. Market Price at 100%	\$ 21,202	#DIV/0!	\$ 21,199
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 175	#DIV/0!	\$ 175
Avg. Front-End Gross	\$ 2,106	#DIV/0!	\$ 2,106
Avg. Finance Gross	\$ 1,066	#DIV/0!	\$ 1,066
PUVR	\$ 3,188	#DIV/0!	\$ 3,188
Total Gross (Units & PUVR)	\$ 309,224	#DIV/0!	\$ 309,224
GROI	120%	#DIV/0!	120%
% with Trade	55%	#DIV/0!	114%
Avg. Over/Under Allowance	\$172	#DIV/0!	17150%



Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	97	46
Avg. Days to Sale	46.3	39.3
Avg. Advertised Price (Time of Sale)	\$ 20,905	\$ 21,868
Avg. Transaction Price	\$ 20,725	\$ 21,619
Avg. Market Price at 100%	\$ 21,202	\$ 21,580
Avg. Price to Market % (Time of Sale)	99%	101%
Avg. Transaction to Market	98%	100%
Avg. Transactional Discount	\$ 175	\$ 249
Avg. Front-End Gross	\$ 2,106	\$ 2,403
Avg. Finance Gross	\$ 1,066	\$ 1,144
PUVR	\$ 3,188	\$ 3,547
Total Gross (Units & PUVR)	\$ 309,224	\$ 163,140
GROI	120%	150%
% with Trade	55%	0%
Avg. Over/Under Allowance	\$172	24560%

No	
	49
	54.4
\$	20,098
\$	20,098
\$	20,841
	96%
	96%
\$	106
\$	1,855
\$	997
\$	2,851
\$	139,708
	94%
	108%
	6838%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	97	35
% of Retail Units	100%	36%
% Retailed of Non-New Franchise	51%	46%
Avg. Days to Sale	46.3	35.9
Avg. Transaction Price	\$ 20,725	\$ 24,398
Avg. Transaction to Market %	98%	100%
Avg. Transactional Discount	\$ 175	\$ 208
Avg. Front End Gross	\$ 2,106	\$ 2,555
Avg. Finance Gross	\$ 1,066	\$ 1,201
PUVR	\$ 3,188	\$ 3,768
Total Gross (Units & PUVR)	\$ 309,224	\$ 131,873
GROI	120%	155%
% with Trade	55%	63%
Avg. Over/Under Allowance	\$172	25000%



Trade on Used	Street/Curb buy	Auction/wholesale
30	0	32
31%	0%	33%
57%	#DIV/0!	50%
30.0	#DIV/0!	73.0
\$ 17,106	#DIV/0!	\$ 20,100
96%	#DIV/0!	96%
\$ 103	#DIV/0!	\$ 206
\$ 2,215	#DIV/0!	\$ 1,514
\$ 915	#DIV/0!	\$ 1,061
\$ 3,184	#DIV/0!	\$ 2,575
\$ 95,528	#DIV/0!	\$ 82,399
224%	#DIV/0!	63%
47%	#DIV/0!	53%
39154%	#DIV/0!	-9835%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	97	47
% of Retail Units	100%	48%
% Retailed of Non-New Franchise	51%	38%
Avg. Days to Sale	46.3	10.6
Avg. Transaction Price	\$ 20,725	\$ 18,294
Avg. Transaction to Market %	98%	100%
Avg. Transactional Discount	\$ 175	\$ 116
Avg. Front End Gross	\$ 2,106	\$ 2,444
Avg. Finance Gross	\$ 1,066	\$ 883
PUVR	\$ 3,188	\$ 3,327
Total Gross (Units & PUVR)	\$ 309,224	\$ 156,365
GROI	120%	617%
% with Trade	55%	49%
Avg. Over/Under Allowance	\$172	36136%



31-45 days	46-60 days	61-90 days	90+ days
9	9	19	13
9%	9%	20%	13%
78%	56%	58%	62%
38.9	51.6	76.6	132.5
\$ 30,919	\$ 23,559	\$ 21,339	\$ 19,595
93%	100%	95%	91%
\$ 212	\$ 413	\$ 108	\$ 290
\$ 2,790	\$ 2,238	\$ 1,734	\$ 864
\$ 1,203	\$ 1,260	\$ 1,144	\$ 1,389
\$ 3,993	\$ 3,498	\$ 2,878	\$ 2,253
\$ 35,937	\$ 31,481	\$ 54,682	\$ 29,290
120%	104%	63%	31%
56%	78%	53%	62%
28000%	-4957%	4000%	-6063%