

Desk Manager(s)	Finance Manager(s)
John DaSilva	Tony Czarnecki
Luke Zepnick	Justin Schutt
Dave Mertens	Bill Sullivan
Aaron Winker	Victor Siehr
Mark Babiarez	
Josh Wehrenberg	

Sales Consultant(s)	New Car Franchise(s)
Brad Terrell	Volkswagen
Clayton Radant	Chevrolet
Shaylynn Fernandez	
Kelli Konecny	
Chris Krause	
Dan Murphy	
Ryan Brennan	
Joe Rose	
Joel Griffith	
Brett Nelson	
Brandon Murray	
Austin Steffens	
Alec Vinger	
Andrew Gotstein	
Jeremy Kotecki	
Dennis Johnsen	
Bob Bittner	
Dave Vandersteeg	
Jeff LaShock	
Christi Ellis	
Linda Bramer	
Todd Marquardt	
Sal Robles	
Michael Trigueros	



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
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	A030711	2018	Dodge	Grand Caravan	64	Auction/Wholesale	No	\$ 21,995	\$ 19,100	108%	(\$262)	\$2,087
2	A031153T	2015	Chevrolet	Trax	20	Other	No	\$ 13,977	\$ 12,972	101%	(\$277)	\$2,476
3	A030864	2013	Volkswagen	Passat	50	Auction/Wholesale	No	\$ 14,772	\$ 13,763	117%	\$538	\$0
4	A031007	2013	Volkswagen	Passat	38	Auction/Wholesale	No	\$ 10,000	\$ 9,735	118%	\$948	\$900
5	A031209	2018	GMC	Sierra	11	Auction/Wholesale	Yes	\$ 27,995	\$ 24,721	111%	\$1,978	\$0
6	A031183	2017	Chevrolet	Impala	17	Auction/Wholesale	Yes	\$ 17,850	\$ 17,678	107%	\$2,283	\$0
7	A031005	2012	Volkswagen	Jetta	38	Auction/Wholesale	No	\$ 12,202	\$ 12,000	108%	\$1,107	\$0
8	A030029A	2011	Chevrolet	Cruze	22	Trade on New	No	\$ 7,898	\$ 7,898	122%	\$2,551	\$0
9	A028662B	2010	Hyundai	Tucson	34	Trade on Used	No	\$ 8,994	\$ 8,029	103%	\$500	\$0
10	A031142	2016	Chevrolet	Traverse	22	Auction/Wholesale	Yes	\$ 25,000	\$ 23,587	113%	\$1,993	\$1,584
11	A030436B	2013	Chevrolet	Silverado 2500	46	Trade on Used		\$ 31,499	\$ 31,499	101%	\$4,543	\$0
12	A031135	2017	Chevrolet	Impala	26	Auction/Wholesale	Yes	\$ 16,996	\$ 16,996	103%	\$436	\$0
13	A031003A	2016	Chevrolet	Malibu	16	Trade on New	Yes	\$ 15,000	\$ 14,163	99%	\$1,693	\$911
14	A031031A	2012	Jeep	Patriot	37	Trade on New	No	\$ 8,298	\$ 7,500	115%	\$2,375	\$470
15	A030648A	2015	Nissan	Pathfinder	11	Trade on New	No	\$ 25,000	\$ 24,900	111%	\$6,249	\$1,461
16	A030923A	2014	Chevrolet	Malibu	7	Trade on Used	Yes	\$ 13,888	\$ 13,888	100%	\$2,090	\$1,698
17	A031268	2015	Chevrolet	Cruze	11	Auction/Wholesale	Yes	\$ 11,877	\$ 11,877	109%	\$2,080	\$1,008
18	A029844B	2013	Chevrolet	Equinox	8	Trade on Used	No	\$ 14,995	\$ 14,995	101%	\$4,221	\$1,257
19	A030168A	2013	Dodge	Avenger	29	Trade on New	No	\$ 10,000	\$ 9,900	111%	\$2,049	\$595
20	A027988A	2014	Chevrolet	Traverse	14	Trade on New	No	\$ 15,782	\$ 15,782	107%	\$3,550	\$145
21	A031079T	2016	Chevrolet	Cruze	33	Other	Yes	\$ 13,762	\$ 12,288	97%	\$2	\$594
22	A030535B	2009	Chevrolet	Equinox	8	Trade on Used	No	\$ 8,995	\$ 8,495	125%	\$2,921	\$0
23	A030939A	2014	Chevrolet	Captiva	13	Trade on New	No	\$ 10,947	\$ 8,996	105%	\$1,935	\$0
24	A030971A	2011	Chevrolet	Equinox	43	Trade on Used	No	\$ 12,676	\$ 12,452	112%	\$453	\$0
25	A031081	2013	Volkswagen	Passat	34	Auction/Wholesale	No	\$ 13,889	\$ 13,400	111%	\$1,111	\$753
26	A029730B	2014	Chevrolet	Captiva	8	Trade on Used	Yes	\$ 10,990	\$ 10,990	105%	\$2,562	\$1,339
27	A030881A	2010	Chevrolet	Traverse	56	Trade on Used	No	\$ 11,996	\$ 10,500	117%	\$173	\$1,106
28	A030672A	2015	Ford	Explorer	36	Trade on Used	No	\$ 20,000	\$ 19,900	99%	\$2,853	\$0
29	A031299	2018	GMC	Sierra	8	Auction/Wholesale	Yes	\$ 24,700	\$ 24,700	101%	\$3,056	\$0
30	A031057A	2009	Chevrolet	Cobalt	18	Trade on Used	No	\$ 6,943	\$ 6,242	122%	\$1,081	\$0
31	A030986A	2014	Chevrolet	Silverado	17	Trade on New	No	\$ 24,993	\$ 24,993	109%	\$4,630	\$2,089
32	A031036B	2013	Chevrolet	Silverado	32	Trade on New	No	\$ 23,994	\$ 23,494	106%	\$2,836	\$200
33	A030865	2017	Chevrolet	Cruze	58	Auction/Wholesale	Yes	\$ 14,541	\$ 13,984	94%	(\$567)	\$1,971
34	A031018	2017	Chevrolet	Silverado	44	Auction/Wholesale	Yes	\$ 31,805	\$ 31,500	101%	\$2,073	\$0
35	A030835A	2017	Chrysler	Pacifica	8	Trade on New	No	\$ 21,696	\$ 21,696	101%	\$3,636	\$349
36	A030971A	2011	Chevrolet	Equinox	43	Trade on New	No	\$ 12,676	\$ 12,452	112%	\$453	\$0

37	A029121A	2015	Chevrolet	Equinox	60	Trade on New	No	\$	12,994	\$	12,994	99%	\$1,425	\$1,022
38	A031134	2017	Chevrolet	Impala	31	Auction/Wholesale	Yes	\$	17,850	\$	16,700	108%	\$111	\$0
39	A030362A	2009	Chevrolet	Silverado	77	Trade on Used	No	\$	10,799	\$	10,607	75%	(\$1,903)	\$116
40	A030408A	2011	Chevrolet	Camaro	82	Trade on New	No	\$	13,988	\$	12,868	102%	\$81	\$0
41	A030084A	2012	Toyota	Prius	61	Trade on Used	No	\$	7,994	\$	7,152	106%	\$1,093	\$2,250
42	A031020	2016	Chevrolet	Equinox	47	Auction/Wholesale	Yes	\$	19,494	\$	18,500	102%	\$349	\$2,001
43	A028249A	2016	Chevrolet	Malibu	10	Trade on New	No	\$	15,000	\$	14,900	110%	\$3,728	\$909
44	A030654	2015	GMC	Terrain	82	Auction/Wholesale	Yes	\$	15,387	\$	14,900	102%	(\$1,205)	\$0
45	A030635	2019	Volkswagen	Jetta	83	Auction/Wholesale	Yes	\$	15,000	\$	14,900	89%	\$473	\$400
46	A031019	2007	Chevrolet	Corvette	47	Street/Curb Buy	No	\$	25,000	\$	24,900	99%	\$4,112	\$2,193
47	A031143	2017	Chevrolet	Equinox	33	Auction/Wholesale	Yes	\$	16,963			103%		
48	A030667	2016	Chevrolet	Equinox	82	Auction/Wholesale	Yes	\$	17,500	\$	17,500	93%	(\$973)	\$0
49	A031232	2016	Jeep	Cherokee	20	Auction/Wholesale	No	\$	22,995	\$	21,564	114%	\$2,292	\$1,827
50	A031055	2017	Chevrolet	Cruze	41	Auction/Wholesale	Yes	\$	15,000	\$	14,650	104%	\$1,748	\$1,765
51	A030863A	2015	Volkswagen	Passat	25	Trade on New	Yes	\$	14,843	\$	14,843	104%	\$3,215	\$1,295
52	A031182	2017	Chevrolet	Impala	30	Auction/Wholesale	Yes	\$	17,850	\$	17,850	107%	\$134	\$2,751
53	A030484A	2012	Volkswagen	Tiguan	52	Trade on New	No	\$	10,694	\$	10,450	119%	\$4,560	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	197
Avg. Days to Sale	36.2
Avg. Advertised Price (Time of Sale)	\$ 17,299
Avg. Transaction Price	\$ 16,803
Avg. Market Price at 100%	\$ 16,801
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 526
Avg. Front-End Gross	\$ 1,661
Avg. Finance Gross	\$ 939
PUVR	\$ 2,597
Total Gross (Units & PUVR)	\$ 511,582
GROI	154%
% with Trade	38%
Avg. Over/Under Allowance	(\$36)



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	John DaSilva	
% Retailed of Non-New Franchise	32%	100%	
Total # Retail Units	197	2	
Avg. Days to Sale	36.2	31.0	
Avg. Advertised Price (Time of Sale)	\$ 17,299	\$ 29,388	
Avg. Transaction Price	\$ 16,803	\$ 29,388	
Avg. Market Price at 100%	\$ 16,801	\$ 29,025	
Avg. Price to Market % (Time of Sale)	103%	101%	
Avg. Transaction to Market	100%	101%	
Avg. Transactional Discount	\$ 526	\$ -	
Avg. Front-End Gross	\$ 1,661	\$ 1,424	
Avg. Finance Gross	\$ 939	\$ 1,603	
PUVR	\$ 2,597	\$ 3,027	
Total Gross (Units & PUVR)	\$ 511,582	\$ 6,053	
GROI	154%	120%	
% with Trade	38%	50%	
Avg. Over/Under Allowance	(\$36)	0%	



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Aaron Winker	Dave Mertens	Mark Babiarz
30%	36%	0%
103	81	8
32.4	39.6	50.6
\$ 17,583	\$ 16,998	\$ 13,941
\$ 17,134	\$ 16,456	\$ 13,536
\$ 17,282	\$ 16,860	\$ 14,095
102%	101%	99%
99%	98%	96%
\$ 533	\$ 507	\$ 405
\$ 1,839	\$ 1,567	\$ 905
\$ 986	\$ 937	\$ 262
\$ 2,806	\$ 2,517	\$ 1,167
\$ 289,026	\$ 203,876	\$ 9,335
182%	139%	61%
30%	51%	25%
-11971%	1307%	25000%

number for each column.)

Josh Wehrenberg	Luke Zepnick	
33%	#DIV/0!	#DIV/0!
3	0	0
36.7	#DIV/0!	#DIV/0!
\$ 16,589	#DIV/0!	#DIV/0!
\$ 15,106	#DIV/0!	#DIV/0!
\$ 15,365	#DIV/0!	#DIV/0!
108%	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ 1,483	#DIV/0!	#DIV/0!
\$ 304	#DIV/0!	#DIV/0!
\$ 783	#DIV/0!	#DIV/0!
\$ 1,087	#DIV/0!	#DIV/0!
\$ 3,262	#DIV/0!	#DIV/0!
71%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Sales Consultant	Totals	Brad Terrell	
% Retailed of Non-New Franchise	32%	0%	
Total # Retail Units	197	6	
Avg. Days to Sale	36.2	39.3	
Avg. Advertised Price (Time of Sale)	\$ 17,299	\$ 14,414	
Avg. Transaction Price	\$ 16,803	\$ 13,894	
Avg. Market Price at 100%	\$ 16,801	\$ 14,057	
Avg. Price to Market % (Time of Sale)	103%	103%	
Avg. Transaction to Market	100%	99%	
Avg. Transactional Discount	\$ 526	\$ 520	
Avg. Front-End Gross	\$ 1,661	\$ 1,485	
Avg. Finance Gross	\$ 939	\$ 438	
PUVR	\$ 2,597	\$ 1,924	
Total Gross (Units & PUVR)	\$ 511,582	\$ 11,542	
GROI	154%	127%	
% with Trade	38%	0%	
Avg. Over/Under Allowance	(\$36)	#DIV/0!	



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Alec Vinger	Bob Bittner	Dave Vandersteeg
0%	35%	45%
1	48	22
32.0	36.7	30.8
\$ 23,994	\$ 18,062	\$ 17,928
\$ 23,494	\$ 17,607	\$ 17,865
\$ 22,636	\$ 17,688	\$ 18,194
106%	102%	99%
104%	100%	98%
\$ 500	\$ 402	\$ 488
\$ 2,836	\$ 1,482	\$ 1,624
\$ 200	\$ 1,000	\$ 922
\$ 3,036	\$ 2,496	\$ 2,546
\$ 3,036	\$ 119,817	\$ 56,006
145%	139%	166%
100%	33%	32%
0%	-19831%	6250%

number for each column.)

Shaylynn Fernandez	Clayton Radant	Christi Ellis
0%	0%	24%
1	2	17
16.0	63.5	42.1
\$ 10,577	\$ 10,621	\$ 17,692
\$ 9,980	\$ 10,272	\$ 17,183
\$ 10,684	\$ 10,457	\$ 17,231
99%	102%	103%
93%	98%	100%
\$ 597	\$ 349	\$ 555
\$ 1,693	\$ 308	\$ 1,642
\$ 786	\$ -	\$ 1,239
\$ 2,479	\$ 308	\$ 2,881
\$ 2,479	\$ 616	\$ 48,984
559%	17%	144%
100%	50%	41%
50000%	0%	-14286%

Kelli Konecny	Chris Krause	Dan Murphy
0%	33%	100%
2	6	2
67.0	15.2	48.5
\$ 13,494	\$ 22,395	\$ 24,303
\$ 13,444	\$ 21,279	\$ 22,305
\$ 13,550	\$ 21,130	\$ 23,796
100%	106%	102%
99%	101%	94%
\$ 50	\$ 1,116	\$ 1,998
\$ 774	\$ 2,156	\$ 59
\$ 200	\$ 399	\$ -
\$ 974	\$ 2,554	\$ 59
\$ 1,948	\$ 15,326	\$ 117
39%	285%	2%
0%	50%	50%
#DIV/0!	16667%	-44100%

Joe Rose	Ryan Brennan	Joel Griffith
14%	#DIV/0!	0%
7	0	1
31.6	#DIV/0!	65.0
\$ 17,801	#DIV/0!	\$ 15,961
\$ 17,134	#DIV/0!	\$ 15,500
\$ 16,348	#DIV/0!	\$ 15,961
109%	#DIV/0!	100%
105%	#DIV/0!	97%
\$ 667	#DIV/0!	\$ 461
\$ 1,970	#DIV/0!	\$ 122
\$ 480	#DIV/0!	\$ 2,545
\$ 2,451	#DIV/0!	\$ 2,667
\$ 17,155	#DIV/0!	\$ 2,667
163%	#DIV/0!	95%
29%	#DIV/0!	100%
35000%	#DIV/0!	#DIV/0!

Michael Trigueros	Sal Robles	Todd Marquardt
27%	44%	55%
11	9	11
40.5	36.7	43.2
\$ 15,395	\$ 18,183	\$ 17,238
\$ 14,755	\$ 17,919	\$ 16,805
\$ 15,359	\$ 18,285	\$ 17,087
100%	99%	101%
96%	98%	98%
\$ 641	\$ 264	\$ 433
\$ 1,947	\$ 2,363	\$ 1,769
\$ 615	\$ 1,217	\$ 855
\$ 2,562	\$ 3,581	\$ 2,625
\$ 28,182	\$ 32,225	\$ 28,872
155%	196%	130%
45%	44%	45%
4500%	37500%	18000%

Christi Ellis	Jeff LaShock	Brandon Murray
24%	22%	0%
17	18	1
42.1	36.3	47.0
\$ 17,692	\$ 17,804	\$ 25,000
\$ 17,183	\$ 17,240	\$ 24,900
\$ 17,231	\$ 17,457	\$ 25,253
103%	102%	99%
100%	99%	99%
\$ 555	\$ 564	\$ 100
\$ 1,642	\$ 1,507	\$ 4,112
\$ 1,239	\$ 1,321	\$ 2,193
\$ 2,881	\$ 2,828	\$ 6,305
\$ 48,984	\$ 50,906	\$ 6,305
144%	163%	194%
41%	50%	0%
-14286%	-22222%	#DIV/0!

Dennis Johnsen	Andrew Gotstein	Austin Steffens
18%	0%	#DIV/0!
11	1	0
37.5	7.0	#DIV/0!
\$ 13,490	\$ 8,995	#DIV/0!
\$ 12,993	\$ 7,350	#DIV/0!
\$ 13,741	\$ 5,918	#DIV/0!
98%	152%	#DIV/0!
95%	124%	#DIV/0!
\$ 497	\$ 1,645	#DIV/0!
\$ 1,952	\$ 2,537	#DIV/0!
\$ 665	\$ 1,022	#DIV/0!
\$ 2,617	\$ 3,559	#DIV/0!
\$ 28,785	\$ 3,559	#DIV/0!
194%	2490%	#DIV/0!
18%	0%	#DIV/0!
25000%	#DIV/0!	#DIV/0!

Brett Nelson		
50%	#DIV/0!	#DIV/0!
2	0	0
26.5	#DIV/0!	#DIV/0!
\$ 19,335	#DIV/0!	#DIV/0!
\$ 18,620	#DIV/0!	#DIV/0!
\$ 18,002	#DIV/0!	#DIV/0!
107%	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!
\$ 716	#DIV/0!	#DIV/0!
\$ 2,548	#DIV/0!	#DIV/0!
\$ 2,315	#DIV/0!	#DIV/0!
\$ 4,863	#DIV/0!	#DIV/0!
\$ 9,725	#DIV/0!	#DIV/0!
355%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Tony Czarnecki	
% Retailed of Non-New Franchise	32%	0%	
Total # Retail Units	197	1	
Avg. Days to Sale	36.2	6.0	
Avg. Advertised Price (Time of Sale)	\$ 17,299	\$ 26,995	
Avg. Transaction Price	\$ 16,803	\$ 24,987	
Avg. Market Price at 100%	\$ 16,801	\$ 26,728	
Avg. Price to Market % (Time of Sale)	103%	101%	
Avg. Transaction to Market	100%	93%	
Avg. Transactional Discount	\$ 526	\$ 2,008	
Avg. Front-End Gross	\$ 1,661	\$ 2,129	
Avg. Finance Gross	\$ 939	\$ -	
PUVR	\$ 2,597	\$ 2,129	
Total Gross (Units & PUVR)	\$ 511,582	\$ 2,129	
GROI	154%	511%	
% with Trade	38%	0%	
Avg. Over/Under Allowance	(\$36)	0%	



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Justin Schutt	Bill Sullivan	Victor Siehr
35%	32%	29%
66	79	51
38.7	35.3	34.9
\$ 17,298	\$ 16,530	\$ 18,302
\$ 16,808	\$ 16,038	\$ 17,806
\$ 17,283	\$ 16,211	\$ 17,948
100%	102%	102%
97%	99%	99%
\$ 575	\$ 487	\$ 496
\$ 1,650	\$ 1,582	\$ 1,788
\$ 1,064	\$ 707	\$ 1,152
\$ 2,737	\$ 2,280	\$ 2,918
\$ 180,610	\$ 180,153	\$ 148,793
152%	145%	169%
0%	0%	0%
-3200%	-4356%	-3275%

Scoreboard

CPO	Totals	Yes
Total # Retail Units	197	68
Avg. Days to Sale	36.2	38.6
Avg. Advertised Price (Time of Sale)	\$ 17,299	\$ 20,989
Avg. Transaction Price	\$ 16,803	\$ 20,611
Avg. Market Price at 100%	\$ 16,801	\$ 20,835
Avg. Price to Market % (Time of Sale)	103%	101%
Avg. Transaction to Market	100%	99%
Avg. Transactional Discount	\$ 526	\$ 438
Avg. Front-End Gross	\$ 1,661	\$ 1,471
Avg. Finance Gross	\$ 939	\$ 1,249
PUVR	\$ 2,597	\$ 2,720
Total Gross (Units & PUVR)	\$ 511,582	\$ 184,988
GROI	154%	123%
% with Trade	38%	75%
Avg. Over/Under Allowance	(\$36)	-10493%

No	
	128
	34.8
\$	14,678
\$	14,678
\$	14,928
	98%
	98%
\$	578
\$	1,739
\$	780
\$	2,515
\$	321,929
	177%
	129%
	1075%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	197	128
Avg. Days to Sale	36.2	38.7
Avg. Advertised Price (Time of Sale)	\$ 17,299	\$ 17,085
Avg. Transaction Price	\$ 16,803	\$ 16,730
Avg. Market Price at 100%	\$ 16,801	\$ 16,850
Avg. Price to Market % (Time of Sale)	103%	101%
Avg. Transaction to Market	100%	99%
Avg. Transactional Discount	\$ 526	\$ 420
Avg. Front-End Gross	\$ 1,661	\$ 1,625
Avg. Finance Gross	\$ 939	\$ 960
PUVR	\$ 2,597	\$ 2,577
Total Gross (Units & PUVR)	\$ 511,582	\$ 329,864
GROI	154%	143%
% with Trade	38%	23%
Avg. Over/Under Allowance	(\$36)	5%

No	
	63
	31.9
\$	16,708
\$	16,708
\$	17,303
	97%
	97%
\$	719
\$	1,708
\$	896
\$	2,590
\$	163,181
	175%
	71%
	-8373%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	197	77
% of Retail Units	100%	39%
% Retailed of Non-New Franchise	32%	39%
Avg. Days to Sale	36.2	32.1
Avg. Transaction Price	\$ 16,803	\$ 19,010
Avg. Transaction to Market %	100%	97%
Avg. Transactional Discount	\$ 526	\$ 566
Avg. Front End Gross	\$ 1,661	\$ 2,122
Avg. Finance Gross	\$ 939	\$ 1,172
PUVR	\$ 2,597	\$ 3,279
Total Gross (Units & PUVR)	\$ 511,582	\$ 252,461
GROI	154%	193%
% with Trade	38%	32%
Avg. Over/Under Allowance	(\$36)	-4792%



Trade on Used	Street/Curb buy	Auction/wholesale
44	1	68
22%	1%	35%
34%	0%	19%
32.0	47.0	43.9
\$ 11,957	\$ 24,900	\$ 17,327
101%	99%	97%
\$ 476	\$ 100	\$ 469
\$ 2,038	\$ 4,112	\$ 972
\$ 754	\$ 2,193	\$ 768
\$ 2,775	\$ 6,305	\$ 1,738
\$ 122,091	\$ 6,305	\$ 118,182
261%	194%	82%
41%	0%	40%
9167%	#DIV/0!	-9764%

Other	
	7
	4%
	71%
	30.3
\$	17,127
	95%
\$	1,083
\$	545
\$	1,042
\$	1,485
\$	10,396
	103%
	71%
	-8820%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	197	97
% of Retail Units	100%	49%
% Retailed of Non-New Franchise	32%	36%
Avg. Days to Sale	36.2	15.7
Avg. Transaction Price	\$ 16,803	\$ 17,572
Avg. Transaction to Market %	100%	102%
Avg. Transactional Discount	\$ 526	\$ 660
Avg. Front End Gross	\$ 1,661	\$ 2,318
Avg. Finance Gross	\$ 939	\$ 1,026
PUVR	\$ 2,597	\$ 3,344
Total Gross (Units & PUVR)	\$ 511,582	\$ 324,347
GROI	154%	437%
% with Trade	38%	42%
Avg. Over/Under Allowance	(\$36)	-5769%



31-45 days	46-60 days	61-90 days	90+ days
35	27	36	2
18%	14%	18%	1%
43%	7%	28%	50%
37.0	52.3	75.2	96.0
\$ 15,728	\$ 17,395	\$ 15,627	\$ 11,322
96%	100%	89%	87%
\$ 501	\$ 323	\$ 359	\$ 265
\$ 1,669	\$ 1,562	\$ 7	\$ 1,150
\$ 684	\$ 1,042	\$ 863	\$ 1,190
\$ 2,352	\$ 2,605	\$ 869	\$ 2,339
\$ 82,331	\$ 70,322	\$ 31,288	\$ 4,678
145%	103%	27%	77%
34%	37%	33%	0%
-7800%	9250%	-2191%	#DIV/0!