

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
SHAUN MAURER	ZACH KHALIL	NADA CARNEY <small>NADA ACADEMY</small>
TED VAUGHAN	NICHOLAS WEHRER	MATT DIER
JOE ARMIJO	JORDAN JAMES	CHRIS CLIFTON
MICHAEL LAFERRARA		SAM RIOS
		KENNETH WHITAKER
		RYAN FOX
		CHRIS DURAN
		ALEX RODRIGUEZ
		HAL TURLEY
		JOHN ECKMAN
		ANDRE CLARK
		RIDER FUNEZ
		AUSTIN BLACK
		DILLON PERKINS
		FRANKIE WILCOX
		MATT SMERALDI
		CHRIS LEVASSEUR
		NATHANIEL FELL
		AARON WIEKER
		GARRETT LEE
		TOMMIE LEE CONNALLY
		MIKHILE TRACEY
		ISAAC HERNANDEZ
		JOHN BAREFIELD
		ISHMAIL JACKSON
		MIKE BRESHEARS
		JIMMY SHADRICK
		BRAD SWANBERG

New Car Franchise(s)

Dodge

Ram

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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	K009901	2018	Ram	2500	38	Trade on New	Yes	\$ 49,707	\$ 46,750	99%	\$1,982	\$2,428
2	SL142	2018	Dodge	Charger		Trade on Used	No	\$ 25,407	\$ 25,407	95%	\$4,779	\$5,036
3	SL152	2018	Dodge	Challenger	318	Loaner/Rental Fleet	No	\$ 30,984	\$ 30,984	100%	\$3,345	\$1,469
4	R375501	2014	Ram	2500	76	Trade on New	No	\$ 41,912	\$ 41,912	106%	\$2,204	\$200
5	R330802	2015	Ram	2500	211	Trade on Used	No	\$ 43,027	\$ 45,747	99%	\$4,982	\$1,960
6	R308801	2018	Ram	1500	273	Trade on New	No	\$ 31,457	\$ 33,250	102%	\$984	\$200
7	R338101	2008	Ram	2500	8	Trade on New	No	\$ 29,849	\$ 29,707	93%	\$4,900	\$200
8	R351001	2008	Dodge	Caliber	48	Trade on New	No	\$ 11,910	\$ 11,910	129%	\$1,805	\$200
9	J019301	2016	Chevrolet	1500	58	Trade on New	Yes	\$ 31,934	\$ 29,500	103%	\$1,701	\$200
10	P0134	2017	Ram	2500	68	Auction/Wholesale	No	\$ 36,988	\$ 36,545	105%	\$5,163	
11	R320101	2018	Chevrolet	Colorado	184	Trade on New	Yes	\$ 26,762	\$ 26,762	101%	(\$3,868)	\$200
12	D994201	2008	Subaru	WRX	24	Trade on New	No	\$ 18,941	\$ 18,941	97%	\$338	\$200
13	K011501	2011	Dodge	Charger	33	Trade on New	No	\$ 17,444	\$ 16,082	102%	\$1,492	\$1
14	R392901	2019	Ram	1500	86	Trade on New	Yes	\$ 55,912	\$ 55,912	102%	\$7,102	\$5,392
15	R393901	2018	Jeep	Grand Cherokee	80	Trade on New	No	\$ 42,900	\$ 41,500	105%	\$1,056	\$0
16	J017703	2016	Dodge	1500	10	Trade on Used	No	\$ 35,357	\$ 34,991	106%	\$5,596	\$3,848
17	R305901	2017	Ford	Escape	122	Trade on New	Yes	\$ 16,253	\$ 18,991	88%	\$4,360	\$1,828
18	J007502	2015	Chevrolet	Equinox	168	Trade on Used	No	\$ 15,949	\$ 22,991	101%	\$7,227	\$1,805
19	R395901	2014	Toyota	Highlander	15	Trade on New	Yes	\$ 27,352	\$ 26,358	115%	\$1,000	\$1,637
20	R355601	2008	Ram	2500	2	Trade on New	No	\$ 21,988	\$ 21,900	100%	\$5,460	\$879
21	SL171	2018	Dodge	Durango	212	Loaner/Rental Fleet	No	\$ 38,991	\$ 38,991	96%	(\$349)	\$3,010
22	R366402	2008	Ford	F150	16	Trade on Used	No	\$ 16,058	\$ 13,829	102%	\$1,753	\$603
23	R363001	2013	Toyota	Tacoma	35	Trade on New	No	\$ 22,204	\$ 21,240	101%	\$249	\$200
24	R391601	2011	Nissan	Pathfinder	42	Trade on New	No	\$ 10,933	\$ 10,933	106%	\$2,995	\$200
25	R306704	2014	Hyundai	Elantra	40	Trade on Used	Yes	\$ 12,416	\$ 11,086	105%	(\$312)	\$1,196
26	R365801	2009	Ford	F350	47	Trade on New	No	\$ 33,363	\$ 33,524	104%	\$4,691	\$200
27	R312901	2008	Ford	Escape	2	Trade on New	No	\$ 3,988	\$ 3,988	100%	(\$300)	\$0
28	K018401	2012	Jeep	Wrangler	10	Trade on New	No	\$ 32,274	\$ 32,274	110%	\$4,817	\$2,285
29	P0141	2015	Lexus	IS350	45	Auction/Wholesale	Yes	\$ 25,606	\$ 25,606	104%	\$697	\$921
30	K010201	2017	Dodge	Charger	20	Trade on New	Yes	\$ 44,262	\$ 43,990	112%	\$4,632	\$2,607
31	R395201	2017	Chevrolet	Colorado	19	Trade on New	Yes	\$ 26,672	\$ 26,672	105%	\$1,878	\$200
32	R324002	2005	Dodge	Viper	53	Trade on Used	No	\$ 48,339	\$ 47,000	105%	\$542	\$1,039
33	R367901	2018	Ram	1500	28	Trade on New	Yes	\$ 38,923	\$ 37,000	101%	\$987	\$200
34	SL158	2018	Ram	1500	273	Loaner/Rental Fleet	No	\$ 28,291	\$ 25,720	111%	(\$2,110)	\$200
35	R352802	2015	Lexus	GX460	34	Trade on Used	Yes	\$ 36,394	\$ 33,500	100%	\$1,917	\$241
36	R390402	2015	Chrysler	200	18	Trade on Used	Yes	\$ 13,054	\$ 13,500	103%	\$3,174	\$100
37	R353802	2013	Hyundai	Santa Fe	63	Trade on Used	Yes	\$ 13,898	\$ 14,499	99%	\$1,046	\$1,034
38	R385405	2018	Ram	Promaster	81	Trade on New	No	\$ 22,412	\$ 20,000	104%	\$667	\$562
39	SL149	2018	Ram	Promaster	320	Loaner/Rental Fleet	No	\$ 21,080	\$ 20,000	104%	\$1,129	\$645
40	R348701	2015	Dodge	Charger	113	Trade on New	No	\$ 19,988	\$ 18,988	124%	\$2,298	\$3,922
41	R383701	2017	Ram	1500	61	Trade on New	Yes	\$ 41,725	\$ 41,725	104%	\$5,301	\$200
42	R280902	2015	Ford	Edge	218	Trade on Used	Yes	\$ 17,991	\$ 17,991	89%	(\$1,483)	\$200
43	P0121	2018	Dodge	Grand Caravan	164	Auction/Wholesale	Yes	\$ 22,238	\$ 22,238	106%	\$144	\$409
44	R353102	2014	Mini	Countrymen	15	Trade on Used	No	\$ 14,138	\$ 14,499	100%	\$3,932	\$405
45	R408801	2016	Ram	1500	16	Trade on New	Yes	\$ 27,243	\$ 27,343	104%	\$4,397	\$3,917
46	p0167	2018	Buick	Envision	1	Auction/Wholesale	No	\$ 31,080	\$ 31,080	101%	\$305	\$1
47	R351201	2017	Honda	Ridgeline	12	Trade on New	Yes	\$ 34,350	\$ 32,320	101%	\$2,453	\$772
48	D985703	2014	Toyota	Rav4	121	Trade on Used	Yes	\$ 19,169	\$ 17,237	90%	(\$1,508)	\$494
49	D515901	2016	Dodge	Dart	9	Trade on New	No	\$ 15,988	\$ 14,220	134%	\$2,062	\$224
50	R338602	2015	Ram	1500	31	Trade on Used	No	\$ 25,314	\$ 23,991	105%	\$5,268	\$1,600
51	D995201	2016	Ram	1500	54	Trade on New	Yes	\$ 29,476	\$ 29,476	106%	\$2,998	\$200
52	R369401	2017	Ram	1500	59	Trade on New	Yes	\$ 38,035	\$ 38,035	100%	\$2,254	\$200
53	R310203	2014	Dodge	Durango	84	Trade on Used	Yes	\$ 18,924	\$ 18,924	100%	\$3,664	\$200

Scoreboard Totals

% Retailed of Non-Franchise Make	45%
Total # Retail Units	85
Avg. Days to Sale	73.7
Avg. Advertised Price (Time of Sale)	\$ 27,661
Avg. Transaction Price	\$ 27,490
Avg. Market Price at 100%	\$ 26,760
Avg. Price to Market % (Time of Sale)	103%
Avg. Transaction to Market	103%
Avg. Transactional Discount	\$ 140
Avg. Front-End Gross	\$ 2,105
Avg. Finance Gross	\$ 1,254
PUVR	\$ 3,253
Total Gross (Units & PUVR)	\$ 276,481
GROI	58%
% with Trade	35%
Avg. Over/Under Allowance	\$41



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Scoreboard

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Desk Manager	Totals	MICHAEL LAFERRARA	SHAUN MAURER
% Retailed of Non-New Franchise	45%	0%	43%
Total # Retail Units	85	5	21
Avg. Days to Sale	73.7	78.2	90.3
Avg. Advertised Price (Time of Sale)	\$ 27,661	\$ 39,751	\$ 25,529
Avg. Transaction Price	\$ 27,490	\$ 40,395	\$ 25,052
Avg. Market Price at 100%	\$ 26,760	\$ 39,152	\$ 24,834
Avg. Price to Market % (Time of Sale)	103%	102%	103%
Avg. Transaction to Market	103%	103%	101%
Avg. Transactional Discount	\$ 140	\$ (644)	\$ 477
Avg. Front-End Gross	\$ 2,105	\$ 3,553	\$ 1,153
Avg. Finance Gross	\$ 1,254	\$ 2,663	\$ 980
PUVR	\$ 3,253	\$ 6,216	\$ 2,133
Total Gross (Units & PUVR)	\$ 276,481	\$ 31,078	\$ 44,800
GROI	58%	71%	34%
% with Trade	35%	40%	33%
Avg. Over/Under Allowance	41	-675	83



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JOE ARMIJO	TED VAUGHAN			
59%	40%	#DIV/0!	#DIV/0!	#DIV/0!
29	30	0	0	0
58.9	75.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,410	\$ 30,280	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,794	\$ 29,650	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,605	\$ 28,514	#DIV/0!	#DIV/0!	#DIV/0!
103%	106%	#DIV/0!	#DIV/0!	#DIV/0!
105%	104%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (398)	\$ 550	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,572	\$ 2,078	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,283	\$ 1,179	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,642	\$ 3,177	#DIV/0!	#DIV/0!	#DIV/0!
\$ 105,610	\$ 95,307	#DIV/0!	#DIV/0!	#DIV/0!
90%	51%	#DIV/0!	#DIV/0!	#DIV/0!
38%	33%	#DIV/0!	#DIV/0!	#DIV/0!
-200	271	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	ANDREW CARNEY	AARON WIEKER
% Retailed of Non-New Franchise	45%	20%	33%
Total # Retail Units	85	5	6
Avg. Days to Sale	73.7	142.4	8.8
Avg. Advertised Price (Time of Sale)	\$ 27,661	\$ 23,757	\$ 29,743
Avg. Transaction Price	\$ 27,490	\$ 23,614	\$ 29,658
Avg. Market Price at 100%	\$ 26,760	\$ 24,134	\$ 29,557
Avg. Price to Market % (Time of Sale)	103%	98%	101%
Avg. Transaction to Market	103%	98%	100%
Avg. Transactional Discount	\$ 140	\$ 143	\$ 85
Avg. Front-End Gross	\$ 2,105	\$ 1,592	\$ 2,564
Avg. Finance Gross	\$ 1,254	\$ 892	\$ 1,142
PUVR	\$ 3,253	\$ 2,483	\$ 3,706
Total Gross (Units & PUVR)	\$ 276,481	\$ 12,417	\$ 22,236
GROI	58%	27%	509%
% with Trade	35%	0%	17%
Avg. Over/Under Allowance	41	#DIV/0!	0



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ALEX RODRIGUEZ	AUSTIN BLACK	BRAD SWANBERG	CHRIS CLIFTON
75%	100%	0%	40%
4	1	3	5
30.3	35.0	37.3	53.0
\$ 22,738	\$ 22,204	\$ 34,385	\$ 33,658
\$ 23,438	\$ 21,240	\$ 33,629	\$ 32,481
\$ 21,498	\$ 21,984	\$ 33,320	\$ 28,236
106%	101%	103%	119%
109%	97%	101%	115%
\$ (700)	\$ 964	\$ 755	\$ 733
\$ 3,462	\$ 249	\$ 3,516	\$ 1,904
\$ 175	\$ 200	\$ 2,059	\$ 1,302
\$ 3,637	\$ 449	\$ 4,888	\$ 2,905
\$ 14,549	\$ 449	\$ 14,664	\$ 14,524
185%	22%	140%	61%
25%	0%	0%	20%
-500	#DIV/0!	0	-250

CHRIS DURAN	CHRIS LEVASSEUR	DILLON PERKINS	FRANKIE WILCOX	GARRETT LEE
100%	67%	0%	67%	100%
1	3	1	6	1
6.0	55.7	273.0	80.7	11.0
\$ 31,226	\$ 22,022	\$ 31,457	\$ 32,935	\$ 23,094
\$ 31,226	\$ 20,557	\$ 33,250	\$ 32,846	\$ 23,094
\$ 31,226	\$ 21,850	\$ 30,840	\$ 32,239	\$ 21,583
100%	101%	102%	102%	107%
100%	94%	108%	102%	107%
\$ -	\$ 1,466	\$ (1,793)	\$ 89	\$ -
\$ 788	\$ 2,111	\$ 984	\$ 3,504	\$ 1,194
\$ 2,668	\$ 945	\$ 200	\$ 1,433	\$ 200
\$ 3,456	\$ 3,056	\$ 1,184	\$ 4,936	\$ 1,394
\$ 3,456	\$ 9,167	\$ 1,184	\$ 29,618	\$ 1,394
664%	96%	5%	67%	198%
100%	0%	100%	33%	100%
0	0	-1,500	275	0

HAL TURLEY	ISHMAIL JACKSON	ISAAC HERNANDEZ	JIMMY SHADRICK	JOHN BAREFIELD
#DIV/0!	0%	75%	0%	0%
0	1	4	3	2
#DIV/0!	52.0	84.0	82.3	43.0
#DIV/0!	\$ 37,698	\$ 25,845	\$ 29,861	\$ 48,009
#DIV/0!	\$ 43,990	\$ 29,243	\$ 29,744	\$ 48,009
#DIV/0!	\$ 35,903	\$ 25,675	\$ 28,804	\$ 43,733
#DIV/0!	105%	101%	104%	110%
#DIV/0!	123%	114%	103%	110%
#DIV/0!	\$ (6,292)	\$ (3,399)	\$ 117	\$ -
#DIV/0!	\$ 7,508	\$ 3,784	\$ 1,162	\$ 2,599
#DIV/0!	\$ 2,894	\$ 1,780	\$ 686	\$ 2,048
#DIV/0!	\$ 10,402	\$ 5,564	\$ 1,848	\$ 4,647
#DIV/0!	\$ 10,402	\$ 22,255	\$ 5,543	\$ 9,294
#DIV/0!	164%	82%	27%	81%
#DIV/0!	0%	100%	0%	100%
#DIV/0!	#DIV/0!	0	0	0

JOHN ECKMAN	MIKE BRESHEARS	MIKHILE TRACEY	MATT SMERALDI	NATHANIEL FELL
86%	20%	60%	#DIV/0!	67%
7	5	5	0	3
78.6	66.2	19.8	#DIV/0!	118.3
\$ 23,616	\$ 29,191	\$ 25,729	#DIV/0!	\$ 17,213
\$ 23,608	\$ 28,555	\$ 24,396	#DIV/0!	\$ 15,913
\$ 23,042	\$ 28,923	\$ 23,507	#DIV/0!	\$ 15,875
102%	101%	109%	#DIV/0!	108%
102%	99%	104%	#DIV/0!	100%
\$ 8	\$ 636	\$ 1,667	#DIV/0!	\$ 1,300
\$ 638	\$ 2,790	\$ 548	#DIV/0!	\$ 191
\$ 820	\$ 1,661	\$ 2,119	#DIV/0!	\$ 532
\$ 1,458	\$ 4,451	\$ 880	#DIV/0!	\$ 723
\$ 10,206	\$ 22,254	\$ 4,398	#DIV/0!	\$ 2,169
28%	85%	66%	#DIV/0!	14%
57%	40%	20%	#DIV/0!	0%
-125	0	0	#DIV/0!	0

RIDER FUNEZ	RYAN FOX	SAM RIOS	TOMMIE LEE CONNALLY	KENNETH WHITAKER
60%	50%	25%	0%	50%
5	2	4	4	2
100.8	64.5	34.5	115.3	166.5
\$ 22,881	\$ 18,023	\$ 33,819	\$ 23,533	\$ 29,080
\$ 22,528	\$ 16,409	\$ 32,600	\$ 22,638	\$ 28,114
\$ 21,096	\$ 15,931	\$ 32,633	\$ 22,906	\$ 30,957
108%	113%	104%	103%	94%
107%	103%	100%	99%	91%
\$ 354	\$ 1,615	\$ 1,218	\$ 895	\$ 966
\$ 1,491	\$ 2,026	\$ 3,075	\$ 1,990	\$ (929)
\$ 1,587	\$ 2,263	\$ 965	\$ 802	\$ 1,752
\$ 3,079	\$ 4,288	\$ 4,040	\$ 2,792	\$ 824
\$ 15,393	\$ 8,576	\$ 16,160	\$ 11,169	\$ 1,647
49%	146%	129%	39%	6%
40%	50%	75%	50%	50%
375	3,000	0	0	#DIV/0!

Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	JORDAN JAMES	
% Retailed of Non-New Franchise	45%	38%	
Total # Retail Units	85	29	
Avg. Days to Sale	73.7	71.3	
Avg. Advertised Price (Time of Sale)	\$ 27,661	\$ 29,078	
Avg. Transaction Price	\$ 27,490	\$ 29,315	
Avg. Market Price at 100%	\$ 26,760	\$ 28,166	
Avg. Price to Market % (Time of Sale)	103%	103%	
Avg. Transaction to Market	103%	104%	
Avg. Transactional Discount	\$ 140	\$ (245)	
Avg. Front-End Gross	\$ 2,105	\$ 2,256	
Avg. Finance Gross	\$ 1,254	\$ 1,195	
PUVR	\$ 3,253	\$ 3,224	
Total Gross (Units & PUVR)	\$ 276,481	\$ 93,484	
GROI	58%	56%	
% with Trade	35%	0%	
Avg. Over/Under Allowance	41	-188	



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ZACH KHALIL	NICHOLAS WEHRER	
50%	47%	#DIV/0!
26	30	0
79.1	71.1	#DIV/0!
\$ 28,073	\$ 25,934	#DIV/0!
\$ 28,030	\$ 25,256	#DIV/0!
\$ 27,389	\$ 24,288	#DIV/0!
102%	107%	#DIV/0!
102%	104%	#DIV/0!
\$ 43	\$ 599	#DIV/0!
\$ 2,207	\$ 1,870	#DIV/0!
\$ 1,113	\$ 1,439	#DIV/0!
\$ 3,320	\$ 3,221	#DIV/0!
\$ 86,307	\$ 96,630	#DIV/0!
54%	65%	#DIV/0!
0%	0%	#DIV/0!
-18	214	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	85	40
Avg. Days to Sale	73.7	62.3
Avg. Advertised Price (Time of Sale)	\$ 27,661	\$ 28,239
Avg. Transaction Price	\$ 27,490	\$ 28,099
Avg. Market Price at 100%	\$ 26,760	\$ 26,973
Avg. Price to Market % (Time of Sale)	103%	105%
Avg. Transaction to Market	103%	104%
Avg. Transactional Discount	\$ 140	\$ 68
Avg. Front-End Gross	\$ 2,105	\$ 1,765
Avg. Finance Gross	\$ 1,254	\$ 1,344
PUVR	\$ 3,253	\$ 3,075
Total Gross (Units & PUVR)	\$ 276,481	\$ 123,010
GROI	58%	63%
% with Trade	35%	22%
Avg. Over/Under Allowance	41	-33

No	
	45
	84.0
\$	26,948
\$	26,948
\$	26,209
	103%
	103%
\$	204
\$	2,407
\$	1,172
\$	3,410
\$	153,451
	54%
	19%
	107

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	85	45
Avg. Days to Sale	73.7	85.5
Avg. Advertised Price (Time of Sale)	\$ 27,661	\$ 31,845
Avg. Transaction Price	\$ 27,490	\$ 31,787
Avg. Market Price at 100%	\$ 26,760	\$ 30,715
Avg. Price to Market % (Time of Sale)	103%	104%
Avg. Transaction to Market	103%	103%
Avg. Transactional Discount	\$ 140	\$ 59
Avg. Front-End Gross	\$ 2,105	\$ 2,696
Avg. Finance Gross	\$ 1,254	\$ 1,495
PUVR	\$ 3,253	\$ 4,158
Total Gross (Units & PUVR)	\$ 276,481	\$ 187,107
GROI	58%	55%
% with Trade	35%	31%
Avg. Over/Under Allowance	41	-10

No	
	38
	60.6
\$	21,949
\$	21,949
\$	21,657
	101%
	101%
\$	236
\$	1,338
\$	843
\$	2,181
\$	82,869
	59%
	42%
	135

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	85	55
% of Retail Units	100%	65%
% Retailed of Non-New Franchise	45%	42%
Avg. Days to Sale	73.7	58.1
Avg. Transaction Price	\$ 27,490	\$ 27,812
Avg. Transaction to Market %	103%	103%
Avg. Transactional Discount	\$ 140	\$ 520
Avg. Front End Gross	\$ 2,105	\$ 1,949
Avg. Finance Gross	\$ 1,254	\$ 1,253
PUVR	\$ 3,253	\$ 3,180
Total Gross (Units & PUVR)	\$ 276,481	\$ 174,926
GROI	58%	71%
% with Trade	35%	40%
Avg. Over/Under Allowance	41	95



Trade on Used	Street/Curb buy	Auction/wholesale
19	0	6
22%	0%	7%
63%	#DIV/0!	50%
67.4	#DIV/0!	52.7
\$ 24,411	#DIV/0!	\$ 32,493
103%	#DIV/0!	106%
\$ (467)	#DIV/0!	\$ (994)
\$ 2,877	#DIV/0!	\$ 1,607
\$ 1,224	#DIV/0!	\$ 1,140
\$ 3,783	#DIV/0!	\$ 2,558
\$ 71,877	#DIV/0!	\$ 15,345
83%	#DIV/0!	54%
32%	#DIV/0!	17%
-84	#DIV/0!	0

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
5	0	0
6%	0%	0%
0%	#DIV/0!	#DIV/0!
292.8	#DIV/0!	#DIV/0!
\$ 29,639	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!
\$ (425)	#DIV/0!	#DIV/0!
\$ 1,477	#DIV/0!	#DIV/0!
\$ 1,481	#DIV/0!	#DIV/0!
\$ 2,958	#DIV/0!	#DIV/0!
\$ 14,791	#DIV/0!	#DIV/0!
12%	#DIV/0!	#DIV/0!
20%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	85	32
% of Retail Units	100%	38%
% Retailed of Non-New Franchise	45%	50%
Avg. Days to Sale	73.7	12.9
Avg. Transaction Price	\$ 27,490	\$ 26,929
Avg. Transaction to Market %	103%	102%
Avg. Transactional Discount	\$ 140	\$ 775
Avg. Front End Gross	\$ 2,105	\$ 2,281
Avg. Finance Gross	\$ 1,254	\$ 1,176
PUVR	\$ 3,253	\$ 3,458
Total Gross (Units & PUVR)	\$ 276,481	\$ 110,640
GROI	58%	358%
% with Trade	35%	28%
Avg. Over/Under Allowance	41	0



31-45 days	46-60 days	61-90 days	90+ days
11	8	13	20
13%	9%	15%	24%
64%	25%	31%	45%
36.9	53.6	75.8	197.7
\$ 26,512	\$ 32,761	\$ 31,315	\$ 24,433
104%	108%	101%	104%
\$ 136	\$ (335)	\$ 475	\$ (903)
\$ 1,719	\$ 2,775	\$ 2,470	\$ 1,395
\$ 1,022	\$ 757	\$ 1,241	\$ 1,522
\$ 2,741	\$ 3,532	\$ 3,710	\$ 2,917
\$ 30,151	\$ 28,259	\$ 48,233	\$ 58,344
101%	72%	56%	22%
27%	25%	38%	50%
-63	500	-200	119