

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	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	PB20098A	2018	FORD	F-150	23	Trade on Used	NO	\$ 32,995	\$ 32,645	104%	\$3,899	\$1,853	Tom Ochoa	Rabih Hajazi	James Barton	No	\$0
2	PB20082A	2019	DODGE	CHARGER	51	Trade on Used	Yes	\$ 26,997	\$ 25,297	107%	\$3,444	\$3,605	Gabriel Aldrete	Rabih Hajazi	James Barton	NO	\$0
3	PB20088A	2017	HYUNDAI	SANTA FE	55	Trade on Used	NO	\$ 19,995	\$ 19,650	95%	\$1,015	\$0	Gabriel Aldrete	Steve Photopulo	James Barton	NO	\$0
4	9054229A	2016	RAM	3500	2	Trade on New	NO	\$ 50,495	\$ 50,495	102%	\$6,580	\$2,660	Luis Campos	Steve Photopulo	Fred Jamilli	No	\$0
5	9048036A	2017	DODGE	CHARGER	35	Trade on New	YES	\$ 22,995	\$ 2,245	108%	\$955	\$2,469	Chris Schroeder	Steve Photopulo	Fred Jamilli	NO	\$0
6	RB20085	2019	DODGE	CARAVAN	24	Auction/Wholesale	YES	\$ 20,995	\$ 18,450	94%	(\$193)	\$2,490	Johnna Carter	Rabih Hajazi	Fred Jamilli	NO	\$0
7	9066065A	2018	BMW	X3	64	Trade on New	NO	\$ 26,995	\$ 25,984	92%	(\$1,039)	\$2,551	Chris Schroeder	Steve Photopulo	Fred Jamilli	NO	\$0
8	9062022A	2018	HONDA	ACCORD	67	Trade on New	NO	\$ 26,990	\$ 22,490	90%	(\$1,303)	\$2,590	Keely Damico	Rabih Hajazi	Fred Jamilli	YES	\$0
9	9054184A	2018	RAM	1500	14	Trade on New	YES	\$ 34,998	\$ 34,998	100%	\$4,146	\$2,490	Keely Damico	Rabih Hajazi	Fred Jamilli	No	\$0
10	PB20104	2018	NISSAN	SENTRA	23	Auction/Wholesale	NO	\$ 12,998	\$ 11,980	94%	(\$1,369)	\$0	Yoseph Ali	Rabih Hajazi	Fred Jamilli	NO	\$0
11	9054122A	2017	RAM	1500	32	Trade on New	YES	\$ 28,995	\$ 28,400	102%	\$3,440	\$2,050	Chris Schroeder	Steve Photopulo	Fred Jamilli	Yes	\$0
12	RB20078	2017	FORD	MUSTANG	59	Auction/Wholesale	No	\$ 22,998	\$ 20,694	99%	(\$500)	\$1,071	Rigoberto Bedolla	Rabih Hajazi	James Barton	NO	\$0
13	RB20082	2020	RAM	1500	12	Auction/Wholesale	YES	\$ 36,995	\$ 36,709	113%	\$5,856	\$2,990	Keely Damico	Steve Photopulo	James Barton	NO	\$0
14	9060010A	2017	ACURA	ILX	55	Trade on New	No	\$ 18,995	\$ 16,445	92%	(\$670)	\$2,233	Rigoberto Bedolla	Rabih Hajazi	James Barton	NO	\$0
15	9054324A	2017	RAM	1500	46	Trade on New	YES	\$ 28,998	\$ 27,999	100%	\$1,309	\$3,600	Lilly Rubio	Steve Photopulo	Fred Jamilli	YES	\$1,500
16	PB20092	2020	RAM	2500	40	Auction/Wholesale	YES	\$ 42,998	\$ 40,160	91%	(\$669)	\$0	Johnna Carter	Steve Photopulo	James Barton	NO	\$0
17	RB20084	2017	RAM	1500	40	Auction/Wholesale	YES	\$ 43,995	\$ 43,995	107%	\$6,197	\$0	Brian Warner	Steve Photopulo	James Barton	YES	(\$1,000)
18	PB20101A	2010	CHRYSLER	300	5	Other	NO	\$ 3,315	\$ 3,315	50%	\$0	\$0	Keely Damico	Steve Photopulo	Austin Pitts	NO	\$0
19	9065116A	2018	TOYOTA	CAMRY	59	Trade on New	No	\$ 26,995	\$ 23,989	97%	(\$1,462)	\$2,050	Tom Ochoa	Chris Akbarian	Fred Jamilli	NO	\$0
20	9954463B	2018	JEEP	COMPASS	49	Trade on Used	Yes	\$ 20,995	\$ 18,614	100%	(\$1,979)	\$0	Chris Schroeder	Rabih Hajazi	Fred Jamilli	NO	\$0
21	9061137A	2014	Dodge	DURANGO	19	Trade on New	No	\$ 17,995	\$ 16,952	107%	\$2,343	\$0	Lilly Rubio	Rabih Hajazi	James Barton	NO	\$0
22	9066114A	2019	ACURA	RDX	46	Trade on New	NO	\$ 33,995	\$ 32,984	101%	\$2,473	\$3,915	Johnna Carter	Rabih Hajazi	Fred Jamilli	NO	\$0
23	9065120B	2014	ACURA	ILX	54	Trade on Used	NO	\$ 12,595	\$ 12,395	104%	(\$225)	\$1,020	Johnna Carter	Steve Photopulo	Fred Jamilli	NO	\$0
24	BR20081	2020	DODGE	DURANGO	65	Loaner/Rental Fleet	YES	\$ 29,995	\$ 29,995	95%	\$2,000	\$0	Gabriel Aldrete	Steve Photopulo	James Barton	YES	\$1,000
25	9065115A	2017	RAM	REBEL	27	Trade on New	YES	\$ 39,995	\$ 39,500	99%	\$4,221	\$1,500	Johnna Carter	Steve Photopulo	Fred Jamilli	NO	\$0
26	RB20077	2019	DODGE	CARAVAN	86	Auction/Wholesale	YES	\$ 18,995	\$ 16,598	82%	(\$3,266)	\$2,995	Lilly Rubio	Rabih Hajazi	Fred Jamilli	NO	\$0
27	9054317A	2017	FORD	F-150	68	Trade on New	No	\$ 24,995	\$ 23,995	81%	(\$2,431)	\$1,946	Johnna Carter	Chris Akbarian	Fred Jamilli	NO	\$0
28	9061136A	2019	TOYOTA	CAMRY	9	Trade on New	NO	\$ 24,998	\$ 24,998	103%	\$4,751	\$2,050	Rigoberto Bedolla	Rabih Hajazi	James Barton	NO	\$0
29	BR20039	2020	RAM	1500	23	Loaner/Rental Fleet	YES	\$ 32,995	\$ 32,995	95%	\$4,738	\$4,445	Richard Guevara	Rabih Hajazi	James Barton	YES	\$0
30	9039014A	2014	NISSAN	ROGUE	7	Trade on New	NO	\$ 12,994	\$ 12,445	102%	(\$178)	\$2,050	Keely Damico	Rabih Hajazi	Fred Jamilli	NO	\$0
31	46133476A	2017	HYUNDAI	ELANTRA	13	Trade on New	NO	\$ 14,998	\$ 14,298	100%	(\$1,445)	\$0	Lilly Rubio	Chris Akbarian	Fred Jamilli	NO	\$0
32	9054302A	2017	RAM	1500	56	Trade on New	YES	\$ 33,998	\$ 32,300	99%	\$681	\$2,050	Johnna Carter	Chris Akbarian	Fred Jamilli	Yes	\$0
33	9054339A	2018	RAM	1500	37	Trade on New	YES	\$ 57,998	\$ 57,998	102%	\$6,407	\$3,050	Throy Baker	Chris Akbarian	James Barton	NO	\$0
34	BR20036	2020	RAM	1500	5	Loaner/Rental Fleet	YES	\$ 40,998	\$ 40,822	86%	\$4,222	\$3,010	Chris Schroeder	Steve Photopulo	James Barton	NO	\$0
35	PB20103	2019	RAM	1500	60	Auction/Wholesale	YES	\$ 49,995	\$ 47,985	100%	(\$2,577)	\$0	Brian Warner	Steve Photopulo	Austin Pitts	YES	\$0
36	DU9054152	2020	RAM	2500	35	Street/Curb Buy	YES	\$ 60,995	\$ 60,850	98%	\$150	\$2,050	Tom Ochoa	Rabih Hajazi	Austin Pitts	No	\$0
37	9054286A	2013	HONDA	CRV	73	Trade on New	NO	\$ 12,995	\$ 10,644	78%	(\$4,694)	\$0	Johnna Carter	Chris Akbarian	James Barton	YES	(\$1,000)
38	RB20084A	2017	RAM	1500	17	Trade on Used	YES	\$ 36,998	\$ 36,998	106%	\$5,015	\$1,163	Brian Warner	Steve Photopulo	James Barton	NO	\$0
39	9066053A	2018	JEEP	CHEROKEE	27	Trade on New	YES	\$ 17,998	\$ 16,998	101%	(\$1,071)	\$3,050	Lilly Rubio	Steve Photopulo	James Barton	NO	\$0
40	9065102A	2017	TOYOTA	RAV 4	67	TRADE ON NEW	No	\$ 18,998	\$ 16,694	91%	(\$3,350)	\$2,490	Gabriel Aldrete	Steve Photopulo	Austin Pitts	NO	\$0
41	9064084A	2017	RAM	1500	27	Trade on New	yes	\$ 28,998	\$ 28,998	105%	\$5,569	\$2,050	Rigoberto Bedolla	Chris Akbarian	Austin Pitts	no	\$0
42	PB20114	2017	Chevrolet	SILVERADO	30	Street/Curb Buy	NO	\$ 50,995	\$ 50,000	98%	(\$668)	\$0	Keely Damico	Chris Akbarian	Austin Pitts	YES	(\$1,000)

43	LB126304	2018	DODGE	DURANGO	0	LBO Customer	NO	\$	34,651	\$	34,651	72%	\$0	\$3,650	Brian Warner	Chris Akbarian	Austin Pitts	NO	\$0
44	9054237A	2019	JEEP	GRAND CHEROKE	53	Trade on New	YES	\$	33,995	\$	33,000	92%	(\$995)	\$1,980	Troy Baker	Chris Akbarian	Fred Jamilli	YES	\$0
45	BR20037	2019	RAM	1500	35	Loaner/Rental Fleet	YES	\$	31,995	\$	31,995	93%	\$3,562	\$1,455	Brian Warner	Chris Akbarian	Austin Pitts	YES	\$0
46	LB611774	2017	DODGE	CHALLENGER	0	LBO Customer	NO	\$	17,499	\$	17,499	78%	\$0	\$2,050	Luis Campos	Steve Photopulo	Fred Jamilli	NO	\$0
47	PB20126	2017	JEEP	PATRIOT	14	Auction/Wholesale	NO	\$	13,998	\$	13,598	113%	\$54	\$0	Yoseph Ali	Rabih Hajazi	Fred Jamilli	NO	\$0
48	PB20124	2019	JEEP	WRANGLER	15	Auction/Wholesale	YES	\$	52,998	\$	52,700	106%	\$2,600	\$1,574	Tom Ochoa	Rabih Hajazi	Fred Jamilli	YES	\$0
49	BR20035	2020	RAM	1500	71	Loaner/Rental Fleet	YES	\$	31,995	\$	31,995	88%	\$4,379	\$0	Rigoberto Bedolla	Rabih Hajazi	James Barton	NO	\$0
50	RB20087	2019	CHRYSLER	300	15	Auction/Wholesale	YES	\$	23,998	\$	23,832	102%	\$2,029	\$1,245	Brian Warner	Rabih Hajazi	James Barton	YES	\$3,000
51	DU9066085	2020	JEEP	GRAND CHEROKE	86	Street/Curb Buy	YES	\$	49,998	\$	49,840	98%	(\$725)	\$2,050	Brian Warner	Rabih Hajazi	Fred Jamilli	YES	\$1,000
52	9065123A	2018	JEEP	GRAND CHEROKE	70	Trade on New	YES	\$	26,995	\$	25,945	103%	\$364	\$1,690	Rigoberto Bedolla	Chris Akbarian	Fred Jamilli	NO	\$0
53	9022024A	2016	KIA	SOUL	72	Trade on New	NO	\$	10,995	\$	10,000	87%	(\$2,950)	\$1,800	Lilly Rubio	Chris Akbarian	Fred Jamilli	NO	\$0
54	9054350A	2015	RAM	1500	28	Trade on New	NO	\$	26,995	\$	26,995	100%	\$4,996	\$2,240	Tom Ochoa	Chris Akbarian	Austin Pitts	NO	\$0
55	9065128A	2015	JEEP	GRAND CHEROKE	57	Trade on New	NO	\$	25,998	\$	25,000	113%	(\$1,151)	\$975	Keely Damico	Rabih Hajazi	Fred Jamilli	NO	\$0
56	9062006B	2014	Chevrolet	TRAVERSE	65	Trade on Used	NO	\$	10,995	\$	10,760	94%	(\$1,160)	\$1,520	Chris Schroeder	Steve Photopulo	James Barton	NO	\$0
57	RB20081A	2014	KIA	OPTIMA	25	Auction/Wholesale	NO	\$	11,995	\$	11,000	85%	\$1,060	\$0	Chris Schroeder	Steve Photopulo	Fred Jamilli	NO	\$0
58	PB20099	2018	FORD	FUSION	89	Auction/Wholesale	NO	\$	14,995	\$	13,479	79%	(\$3,390)	\$3,419	Brian Warner	Rabih Hajazi	Austin Pitts	NO	\$0
59	DU9066034	2020	JEEP	GRAND CHEROKE	219	Street/Curb Buy	YES	\$	55,995	\$	55,357	94%	(\$1,758)	\$3,760	Johnna Carter	Rabih Hajazi	Austin Pitts	NO	\$0
60	9054302B	2015	Dodge	CHARGER	23	Trade on Used	NO	\$	24,998	\$	24,998	100%	\$2,230	\$0	Rigoberto Bedolla	Chris Akbarian	Austin Pitts	NO	\$0
61	9216105A	2017	JEEP	WRANGLER	74	Trade on New	YES	\$	26,998	\$	26,648	105%	\$908	\$0	Brian Warner	Rabih Hajazi	James Barton	NO	\$0
62	9065130A	2019	HYUNDAI	SONATA	55	Trade on New	NO	\$	21,998	\$	21,697	95%	(\$871)	\$2,660	Johnna Carter	Steve Photopulo	Austin Pitts	NO	\$0
63	9054390A	2018	RAM	1500	12	Trade on New	YES	\$	38,888	\$	38,888	100%	\$5,451	\$1,763	Keely Damico	Rabih Hajazi	Fred Jamilli	NO	\$0
64	PB20111	2016	RAM	1500	54	Auction/Wholesale	YES	\$	22,998	\$	22,777	119%	(\$1,753)	\$2,490	Keely Damico	Rabih Hajazi	Fred Jamilli	NO	\$0
65	9048045A	2018	DODGE	CHARGER	32	Trade on New	YES	\$	22,998	\$	22,981	98%	(\$1,445)	\$0	Brian Warner	Rabih Hajazi	Fred Jamilli	NO	\$0
66	BR20038	2020	RAM	1500	26	Loaner/Rental Fleet	YES	\$	37,998	\$	37,267	90%	\$3,190	\$4,424	Gabriel Aldrete	Rabih Hajazi	Fred Jamilli	NO	\$0
67	2054195A	2014	JEEP	GRAND CHEROKE	42	Trade on New	NO	\$	24,495	\$	24,495	122%	\$4,642	\$3,569	Keely Damico	Rabih Hajazi	James Barton	NO	\$0
68	LB190324	2016	RAM	1500	0	LBO Customer	NO	\$	20,692	\$	20,692	82%	\$0	\$1,748	Luis Campos	Rabih Hajazi	Fred Jamilli	NO	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	68
Avg. Days to Sale	41.7
Avg. Advertised Price (Time of Sale)	\$ 28,609
Avg. Transaction Price	\$ 27,501
Avg. Market Price at 100%	\$ 29,574
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 1,108
Avg. Front-End Gross	\$ 1,023
Avg. Finance Gross	\$ 1,759
PUVR	\$ 2,782
Total Gross (Units & PUVR)	\$ 189,187
GROI	87%
% with Trade	22%
Avg. Over/Under Allowance	\$51



Scoreboard

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Desk Manager	Totals	Steve Photopulos
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	68	22
Avg. Days to Sale	41.7	36.3
Avg. Advertised Price (Time of Sale)	\$ 28,609	\$ 27,993
Avg. Transaction Price	\$ 27,501	\$ 26,423
Avg. Market Price at 100%	\$ 29,574	\$ 28,777
Avg. Price to Market % (Time of Sale)	97%	97%
Avg. Transaction to Market	93%	92%
Avg. Transactional Discount	\$ 1,108	\$ 1,570
Avg. Front-End Gross	\$ 1,023	\$ 1,405
Avg. Finance Gross	\$ 1,759	\$ 1,581
PUVR	\$ 2,782	\$ 2,986
Total Gross (Units & PUVR)	\$ 189,187	\$ 65,691
GROI	87%	112%
% with Trade	22%	23%
Avg. Over/Under Allowance	51	68



Scoreboard

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Sales Consultant	Totals	Johnna Carter
% Retailed of Non-New Franchise	100%	100%
Total # Retail Units	68	10
Avg. Days to Sale	41.7	66.2
Avg. Advertised Price (Time of Sale)	\$ 28,609	\$ 30,056
Avg. Transaction Price	\$ 27,501	\$ 28,748
Avg. Market Price at 100%	\$ 29,574	\$ 32,034
Avg. Price to Market % (Time of Sale)	97%	94%
Avg. Transaction to Market	93%	90%
Avg. Transactional Discount	\$ 1,108	\$ 1,308
Avg. Front-End Gross	\$ 1,023	\$ (347)
Avg. Finance Gross	\$ 1,759	\$ 1,934
PUVR	\$ 2,782	\$ 1,588
Total Gross (Units & PUVR)	\$ 189,187	\$ 15,875
GROI	87%	30%
% with Trade	22%	20%
Avg. Over/Under Allowance	51	-100



Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	68	0
Avg. Days to Sale	41.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,609	#DIV/0!
Avg. Transaction Price	\$ 27,501	#DIV/0!
Avg. Market Price at 100%	\$ 29,574	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 1,108	#DIV/0!
Avg. Front-End Gross	\$ 1,023	#DIV/0!
Avg. Finance Gross	\$ 1,759	#DIV/0!
PUVR	\$ 2,782	#DIV/0!
Total Gross (Units & PUVR)	\$ 189,187	#DIV/0!
GROI	87%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	51	#DIV/0!



Scoreboard

CPO	Totals	Yes
Total # Retail Units	68	35
Avg. Days to Sale	41.7	44.9
Avg. Advertised Price (Time of Sale)	\$ 28,609	\$ 34,765
Avg. Transaction Price	\$ 27,501	\$ 33,489
Avg. Market Price at 100%	\$ 29,574	\$ 35,210
Avg. Price to Market % (Time of Sale)	97%	99%
Avg. Transaction to Market	93%	95%
Avg. Transactional Discount	\$ 1,108	\$ 1,275
Avg. Front-End Gross	\$ 1,023	\$ 1,840
Avg. Finance Gross	\$ 1,759	\$ 1,928
PUVR	\$ 2,782	\$ 3,768
Total Gross (Units & PUVR)	\$ 189,187	\$ 131,890
GROI	87%	90%
% with Trade	22%	27%
Avg. Over/Under Allowance	51	157



No	
	33
	38.4
\$	21,150
\$	21,150
\$	23,413
	90%
	90%
\$	930
\$	157
\$	1,579
\$	1,736
\$	57,297
	77%
	8%
	-61

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	68	0
Avg. Days to Sale	41.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,609	#DIV/0!
Avg. Transaction Price	\$ 27,501	#DIV/0!
Avg. Market Price at 100%	\$ 29,574	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	93%	#DIV/0!
Avg. Transactional Discount	\$ 1,108	#DIV/0!
Avg. Front-End Gross	\$ 1,023	#DIV/0!
Avg. Finance Gross	\$ 1,759	#DIV/0!
PUVR	\$ 2,782	#DIV/0!
Total Gross (Units & PUVR)	\$ 189,187	#DIV/0!
GROI	87%	#DIV/0!
% with Trade	22%	#DIV/0!
Avg. Over/Under Allowance	51	#DIV/0!

No	
	68
	41.7
\$	27,501
\$	27,501
\$	29,485
	93%
	93%
\$	1,108
\$	1,023
\$	1,759
\$	2,782
\$	189,187
	87%
	4%
	51

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	68	32	8
% of Retail Units	100%	47%	12%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	41.7	42.0	42.1
Avg. Transaction Price	\$ 27,501	\$ 25,547	\$ 22,670
Avg. Transaction to Market %	93%	92%	98%
Avg. Transactional Discount	\$ 1,108	\$ 1,571	\$ 651
Avg. Front End Gross	\$ 1,023	\$ 1,068	\$ 1,530
Avg. Finance Gross	\$ 1,759	\$ 1,985	\$ 1,145
PUVR	\$ 2,782	\$ 3,053	\$ 2,675
Total Gross (Units & PUVR)	\$ 189,187	\$ 97,702	\$ 21,400
GROI	87%	102%	101%
% with Trade	22%	19%	0%
Avg. Over/Under Allowance	51	16	0



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
4	14	6	3
6%	21%	9%	4%
100%	100%	100%	100%
92.5	39.7	37.5	0.0
\$ 54,012	\$ 26,711	\$ 34,178	\$ 24,281
96%	94%	91%	77%
\$ 484	\$ 1,214	\$ 151	\$ -
\$ (750)	\$ 291	\$ 3,682	\$ -
\$ 1,965	\$ 1,305	\$ 2,222	\$ 2,483
\$ 1,215	\$ 1,597	\$ 5,904	\$ 2,483
\$ 4,859	\$ 22,353	\$ 35,425	\$ 7,448
9%	54%	166%	#DIV/0!
50%	29%	50%	0%
0	143	167	0

BO OEM/Leasing co	Other
0	1
0%	1%
#DIV/0!	100%
#DIV/0!	5.0
#DIV/0!	\$ 3,315
#DIV/0!	50%
#DIV/0!	\$ -
#DIV/0!	0%
#DIV/0!	0%
#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	68	26	9
% of Retail Units	100%	38%	13%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	41.7	17.9	36.4
Avg. Transaction Price	\$ 27,501	\$ 28,187	\$ 34,791
Avg. Transaction to Market %	93%	96%	91%
Avg. Transactional Discount	\$ 1,108	\$ 452	\$ 2,705
Avg. Front End Gross	\$ 1,023	\$ 2,616	\$ 2,582
Avg. Finance Gross	\$ 1,759	\$ 1,656	\$ 1,627
PUVR	\$ 2,782	\$ 4,272	\$ 4,209
Total Gross (Units & PUVR)	\$ 189,187	\$ 111,073	\$ 37,882
GROI	87%	305%	120%
% with Trade	22%	15%	33%
Avg. Over/Under Allowance	51	77	-111



46-60 days	61-90 days	90+ days
15	14	1
22%	21%	1%
100%	100%	100%
53.9	72.6	219.0
\$ 25,388	\$ 22,505	\$ 55,357
96%	84%	93%
\$ 1,381	\$ 1,276	\$ 638
\$ (217)	\$ (1,190)	\$ (1,758)
\$ 1,843	\$ 1,647	\$ 3,760
\$ 1,626	\$ 457	\$ 2,002
\$ 24,388	\$ 6,394	\$ 2,002
43%	10%	6%
27%	29%	0%
100	71	0