

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
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	D190612A	2019	Dodge	Challenger	45	Trade on New	Yes	\$22,500	\$22,500	95%	(\$3,289)	\$1,924
2	PD2310	2018	Dodge	Grand Caravan	6	Auction/Wholesale	Yes	\$16,399	\$15,550	96%	(\$3,607)	\$749
3	D192335A	2016	Dodge	Journey	73	Trade on New	Yes	\$14,700	\$14,624	87%	(\$1,429)	-
4	PD2334	2016	Jeep	Wrangler Unlimit	94	Auction/Wholesale	No	\$27,500	\$27,500	86%	(\$1,874)	\$1,646
5	PD2324	2017	Ram	1500	133	Auction/Wholesale	Yes	\$26,500	\$26,583	94%	\$2,225	-
6	D190541A	2019	Jeep	Grand Cherokee	60	Trade on New	Yes	\$26,500	\$26,500	95%	(\$558)	\$485
7	D200279A	2014	Jeep	Wrangler Unlimit	75	Trade on New	No	\$25,300	\$25,300	93%	(\$1,708)	\$2,148
8	D200297B	2018	Chevrolet	Silverado 1500	59	Trade on Used	No	\$23,900	\$24,375	78%	(\$1,109)	\$3,235
9	D200246A	2018	Subaru	Outback	50	Trade on New	No	\$25,900	\$24,500	94%	(\$1,167)	\$641
10	PD2341	2019	Chrysler	Pacifica	50	Auction/Wholesale	Yes	\$23,900	\$24,166	90%	(\$450)	\$108
11	PD2339	2019	Ram	1500	62	Auction/Wholesale	Yes	\$35,000	\$35,000	81%	(\$522)	\$932
12	D192174A	2018	Jeep	Wrangler Unlimit	67	Trade on New	Yes	\$30,450	\$30,450	95%	(\$809)	\$4,045
13	XD2761	2017	Chrysler	Pacifica	49	Other	No	\$24,500	\$24,500	93%	(\$101)	-
14	DC0990B	2017	Ford	Escape	46	Trade on Used	No	\$15,900	\$15,900	86%	\$390	\$186
15	PD2347	2019	Ram	1500	60	Auction/Wholesale	Yes	\$34,900	\$34,400	97%	(\$1,825)	\$4,355
16	PD2345	2019	Ram	3500	3	Auction/Wholesale	Yes	\$45,997	\$47,995	90%	(\$937)	\$5,168
17	D192507A	2019	Ford	F-150	34	Trade on New	No	\$39,500	\$39,240	114%	\$177	\$390
18	D190638A	2014	Jeep	Wrangler Unlimit	93	Trade on New	No	\$19,997	\$19,497	77%	(\$2,843)	\$1,017
19	D191961A	2013	Volkswagen	Jetta	40	Trade on New	No	\$8,995	\$8,438	100%	\$1,371	-
20	D191933A	2016	Jeep	Cherokee	51	Trade on New	Yes	\$14,500	\$14,500	88%	(\$97)	\$1,632
21	D200304A	2015	Buick	Regal	41	Other	No	\$12,500	\$12,500	69%	\$1,131	\$960
22	XD2755B	2013	Jeep	Patriot	52	Trade on Used	No	\$8,900	\$12,900	87%	(\$276)	\$301
23	D191549A	2015	Jeep	Cherokee	38	Trade on New	Yes	\$13,900	\$14,900	92%	\$2,293	\$2,654
24	D192231A	2016	GMC	Sierra 1500	40	Trade on New	No	\$25,900	\$25,530	90%	\$1,685	\$2,076
25	D191268A	2015	Dodge	Dart	49	Trade on New	No	\$9,500	\$8,923	92%	\$728	-
26	D190989A	2016	Jeep	Grand Cherokee	46	Trade on New	Yes	\$22,700	\$21,936	102%	\$822	\$2,636
27	D192091A	2017	Jeep	Compass	29	TRADE ON NEW	Yes	\$15,900	\$15,305	99%	\$897	\$715

28	D192394A	2015 Ram	2500	36	TRADE ON NEW	Yes	\$30,900	\$30,900	102%	\$2,442	\$354
29	D191209A	2018 Ford	Mustang	59	TRADE ON NEW	No	\$21,600	\$21,000	99%	(\$1,131)	\$144
30	XD2772	2018 Chrysler	Pacifica	30	Other	No	\$23,500	\$23,500	98%	\$68	\$1,180
31	XD2771A	2014 Jeep	Patriot	41	Trade on Used	Yes	\$10,200	\$9,950	100%	(\$122)	\$1
32	D200409A	2013 Chrysler	200	40	Trade on New	No	\$8,900	\$8,247	84%	\$255	-
33	PD2354A	2015 Lincoln	Navigator	82	Trade on Used	No	\$20,900	\$20,900	75%	(\$2,620)	\$2,547
34	D192409A	2013 Dodge	Charger	27	Trade on New	No	\$14,800	\$14,800	95%	\$1,450	\$2,797
35	D192416A	2018 Jeep	Cherokee	73	Trade on New	Yes	\$18,500	\$18,500	95%	(\$70)	\$2,079
36	D191634A	2018 Jeep	Cherokee	34	Trade on New	Yes	\$16,500	\$16,500	98%	\$1,352	\$191
37	PD2349A	2015 Jeep	Cherokee	62	Trade on Used	No	\$11,900	\$11,900	81%	\$1,308	\$1,430
38	D200468A	2014 Ram	1500	33	Trade on New	Yes	\$28,900	\$28,900	116%	\$1,250	\$2,042
39	XD2769	2015 Dodge	Grand Caravan	58	Other	Yes	\$12,900	\$12,900	103%	\$137	-
40	PD2353A	2014 Chevrolet	Silverado 1500	37	Trade on Used	No	\$26,900	\$26,900	100%	(\$595)	-
41	D191103A	2016 Ford	Escape	41	Trade on New	No	\$14,400	\$16,900	100%	\$4,550	\$2,203
42	PD2359	2018 Dodge	Charger	30	LBO Customer	Yes	\$26,200	\$26,900	104%	\$1,879	\$3,553
43	PD2372	2017 Dodge	Charger	21	Auction/Wholesale	No	\$52,700	\$50,500	101%	\$1,334	\$4,318
44	D192427A	2016 Chevrolet	Impala	43	Trade on New	No	\$13,900	\$16,997	87%	\$2,011	\$2,433
45	PD2369	2017 Jeep	Grand Cherokee	47	Auction/Wholesale	Yes	\$26,900	\$26,900	100%	(\$362)	\$534
46	PD2370	2019 Dodge	Challenger	33	Auction/Wholesale	Yes	\$36,900	\$37,050	96%	\$1,054	-
47	D191913A	2019 Jeep	Grand Cherokee	65	Trade on New	Yes	\$29,499	\$29,899	96%	(\$154)	\$201
48	D191959A	2015 Chrysler	200	35	Trade on New	No	\$9,500	\$8,533	80%	\$1,112	-
49	XD2778A	2017 Mazda	Mazda3 4-Door	31	Trade on Used	No	\$12,800	\$12,800	93%	\$336	-
50	D192086B	2012 Hyundai	Tucson	20	Trade on Used	No	\$9,995	\$9,316	95%	\$2,104	\$610
51	D192513A	2016 Chevrolet	Suburban	47	Trade on New	No	\$38,900	\$37,521	101%	(\$525)	\$2,129
52	D191600A	2015 Dodge	Charger	21	TRADE ON NEW	Yes	\$18,500	\$18,500	99%	\$2,118	\$2,231
53	D191968Z	2018 Chrysler	300	20	TRADE ON NEW	Yes	\$18,900	\$18,900	96%	\$892	\$2,860

Scoreboard Totals

% Retailed of Non-Franchise Make	91%
Total # Retail Units	200
Avg. Days to Sale	31.6
Avg. Advertised Price (Time of Sale)	\$ 21,834
Avg. Transaction Price	\$ 21,600
Avg. Market Price at 100%	\$ 23,398
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ 233
Avg. Front-End Gross	\$ 929
Avg. Finance Gross	\$ 1,291
PUVR	\$ 2,220
Total Gross (Units & PUVR)	\$ 443,977
GROI	117%
% with Trade	39%
Avg. Over/Under Allowance	\$32



Scoreboard

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Desk Manager	Totals	RICH YORK	KRISTIN LENTS
% Retailed of Non-New Franchise	91%	88%	92%
Total # Retail Units	200	90	73
Avg. Days to Sale	31.6	32.0	32.9
Avg. Advertised Price (Time of Sale)	\$ 21,834	\$ 22,055	\$ 20,807
Avg. Transaction Price	\$ 21,600	\$ 22,053	\$ 20,312
Avg. Market Price at 100%	\$ 23,398	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 233	\$ 2	\$ 495
Avg. Front-End Gross	\$ 929	\$ 1,213	\$ 656
Avg. Finance Gross	\$ 1,291	\$ 1,366	\$ 1,163
PUVR	\$ 2,220	\$ 2,579	\$ 1,820
Total Gross (Units & PUVR)	\$ 443,977	\$ 232,110	\$ 132,838
GROI	117%	131%	98%
% with Trade	39%	42%	33%
Avg. Over/Under Allowance	32	145	-3



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MIKE STRENG	MIKE MAMAN	TOM BOYER	LEE BROWN
97%	75%	#DIV/0!	100%
30	4	0	2
28.5	23.8	#DIV/0!	18.5
\$ 22,450	\$ 29,324	#DIV/0!	\$ 31,500
\$ 22,149	\$ 29,452	#DIV/0!	\$ 30,865
\$ 23,210	\$ 29,439	#DIV/0!	\$ 33,007
97%	100%	#DIV/0!	95%
95%	100%	#DIV/0!	94%
\$ 301	\$ (128)	#DIV/0!	\$ 636
\$ 736	\$ 344	#DIV/0!	\$ 1,912
\$ 1,350	\$ 2,383	#DIV/0!	\$ 173
\$ 2,086	\$ 2,727	#DIV/0!	\$ 2,085
\$ 62,579	\$ 10,909	#DIV/0!	\$ 4,170
119%	140%	#DIV/0!	131%
33%	75%	#DIV/0!	100%
-46	-500	#DIV/0!	-500

RAMONE ADAMS	JEFF SPENCER	DAVID PIERCE	CHRIS HOROSHCAK
#DIV/0!	#DIV/0!	#DIV/0!	100%
0	0	0	1
#DIV/0!	#DIV/0!	#DIV/0!	40.0
#DIV/0!	#DIV/0!	#DIV/0!	\$ 8,995
#DIV/0!	#DIV/0!	#DIV/0!	\$ 8,438
#DIV/0!	#DIV/0!	#DIV/0!	\$ 8,995
#DIV/0!	#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	#DIV/0!	\$ 557
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,371
#DIV/0!	#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,371
#DIV/0!	#DIV/0!	#DIV/0!	\$ 1,371
#DIV/0!	#DIV/0!	#DIV/0!	146%
#DIV/0!	#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	PAUL BOYD	ROBERT VAUGHAN
% Retailed of Non-New Franchise	91%	50%	80%
Total # Retail Units	200	2	5
Avg. Days to Sale	31.6	63.0	18.8
Avg. Advertised Price (Time of Sale)	\$ 21,834	\$ 24,449	\$ 31,120
Avg. Transaction Price	\$ 21,600	\$ 24,199	\$ 29,992
Avg. Market Price at 100%	\$ 23,398	\$ 25,442	\$ 30,762
Avg. Price to Market % (Time of Sale)	93%	96%	101%
Avg. Transaction to Market	92%	95%	97%
Avg. Transactional Discount	\$ 233	\$ 250	\$ 1,128
Avg. Front-End Gross	\$ 929	\$ (796)	\$ 1,122
Avg. Finance Gross	\$ 1,291	\$ 1,530	\$ 1,375
PUVR	\$ 2,220	\$ 733	\$ 2,497
Total Gross (Units & PUVR)	\$ 443,977	\$ 1,467	\$ 12,483
GROI	117%	17%	159%
% with Trade	39%	100%	60%
Avg. Over/Under Allowance	32	-250	-999



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

JEFF STARK	ROBERT VAUGHAN	JAMES SNYDER	MARK BREEDEN
#DIV/0!	80%	95%	0%
0	5	22	1
#DIV/0!	18.8	27.0	30.0
#DIV/0!	\$ 31,120	\$ 22,786	\$ 23,500
#DIV/0!	\$ 29,992	\$ 22,427	\$ 23,500
#DIV/0!	\$ 30,762	\$ 23,233	\$ 23,980
#DIV/0!	101%	98%	98%
#DIV/0!	97%	97%	98%
#DIV/0!	\$ 1,128	\$ 358	\$ -
#DIV/0!	\$ 1,122	\$ 1,256	\$ 68
#DIV/0!	\$ 1,375	\$ 1,292	\$ 1,180
#DIV/0!	\$ 2,497	\$ 2,548	\$ 1,248
#DIV/0!	\$ 12,483	\$ 56,045	\$ 1,248
#DIV/0!	159%	152%	64%
#DIV/0!	60%	23%	100%
#DIV/0!	-999	-70	-500

KENAN HOPSON	MIGUEL CHIRINOS	GREG CLAYTON	CORY COMISKEY
100%	100%	92%	93%
3	1	13	14
17.3	48.0	29.4	37.1
\$ 31,266	\$ 11,800	\$ 20,444	\$ 24,500
\$ 32,612	\$ 13,993	\$ 20,111	\$ 24,594
#DIV/0!	\$ 11,919	#DIV/0!	\$ 25,874
#DIV/0!	99%	#DIV/0!	95%
#DIV/0!	117%	#DIV/0!	95%
\$ (1,346)	\$ (2,193)	\$ 334	\$ (94)
\$ 46	\$ (149)	\$ 1,162	\$ 1,335
\$ 2,809	\$ 2,240	\$ 653	\$ 1,600
\$ 2,855	\$ 2,091	\$ 1,815	\$ 2,935
\$ 8,565	\$ 2,091	\$ 23,594	\$ 41,094
182%	112%	111%	116%
67%	0%	46%	29%
-500	#DIV/0!	-220	251

TRAY BROWN	CORY LYLE	GREG DAVIS	FORREST WILKINS
93%	#DIV/0!	#DIV/0!	#DIV/0!
14	0	0	0
28.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,439	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,028	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,411	#DIV/0!	#DIV/0!	#DIV/0!
\$ 756	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,009	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,765	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,711	#DIV/0!	#DIV/0!	#DIV/0!
132%	#DIV/0!	#DIV/0!	#DIV/0!
29%	#DIV/0!	#DIV/0!	#DIV/0!
-155	#DIV/0!	#DIV/0!	#DIV/0!

LEE WELLS	JORDAN SEYMOUR	APRIL BLACK	CHRISTIAN SAYLES
94%	100%	96%	100%
16	9	26	1
31.6	18.3	30.8	5.0
\$ 22,916	\$ 25,777	\$ 20,081	\$ 42,900
\$ 22,678	\$ 25,346	\$ 19,985	\$ 42,000
\$ 24,432	#DIV/0!	\$ 21,002	\$ 40,093
94%	#DIV/0!	96%	107%
93%	#DIV/0!	95%	105%
\$ 238	\$ 430	\$ 96	\$ 900
\$ 1,211	\$ 1,220	\$ 910	\$ 2,671
\$ 1,097	\$ 1,340	\$ 1,428	\$ 809
\$ 2,308	\$ 2,560	\$ 2,338	\$ 3,480
\$ 36,933	\$ 23,042	\$ 60,794	\$ 3,480
116%	198%	137%	597%
31%	33%	27%	100%
525	500	-152	-800

TYLER STONE	BROCK DAVIS	MADDIE COVEY	DARREN DENNIS
83%	92%	100%	89%
6	12	2	18
38.0	50.8	32.5	37.1
\$ 27,733	\$ 16,533	\$ 20,700	\$ 22,261
\$ 27,273	\$ 16,413	\$ 20,315	\$ 22,139
\$ 28,149	\$ 17,173	\$ 20,940	\$ 23,555
99%	96%	99%	95%
97%	96%	97%	94%
\$ 460	\$ 120	\$ 386	\$ 122
\$ 512	\$ (19)	\$ 689	\$ 111
\$ 1,666	\$ 1,243	\$ -	\$ 1,169
\$ 2,178	\$ 1,223	\$ 689	\$ 1,280
\$ 13,066	\$ 14,680	\$ 1,379	\$ 23,040
76%	53%	38%	56%
50%	33%	100%	33%
-50	263	-475	148

DOUG WILLIAMS	JOHNNY WATKINS	REUBEN JONES	BRIAN GARAS
100%	100%	75%	89%
5	1	8	9
41.4	21.0	19.8	32.8
\$ 25,140	\$ 18,500	\$ 21,675	\$ 15,261
\$ 25,961	\$ 18,500	\$ 21,519	\$ 15,835
\$ 25,982	\$ 18,687	\$ 22,182	#DIV/0!
97%	99%	98%	#DIV/0!
100%	99%	97%	#DIV/0!
\$ (821)	\$ -	\$ 155	\$ (575)
\$ 1,880	\$ 2,118	\$ 869	\$ 1,555
\$ 2,464	\$ 2,231	\$ 1,178	\$ 880
\$ 4,345	\$ 4,350	\$ 2,047	\$ 2,435
\$ 21,724	\$ 4,350	\$ 16,376	\$ 21,913
146%	403%	173%	169%
20%	100%	38%	67%
1,022	1,350	-149	483

MICHAEL LAFLEUR		ERROL WILIAMS			
50%		80%		#DIV/0!	#DIV/0!
2		10		0	0
53.5		23.6		#DIV/0!	#DIV/0!
\$ 19,675	\$	20,008		#DIV/0!	#DIV/0!
\$ 19,348	\$	19,482		#DIV/0!	#DIV/0!
\$ 21,324		#DIV/0!		#DIV/0!	#DIV/0!
92%		#DIV/0!		#DIV/0!	#DIV/0!
91%		#DIV/0!		#DIV/0!	#DIV/0!
\$ 327	\$	526		#DIV/0!	#DIV/0!
\$ (277)	\$	1,484		#DIV/0!	#DIV/0!
\$ 2,022	\$	1,357		#DIV/0!	#DIV/0!
\$ 1,746	\$	2,841		#DIV/0!	#DIV/0!
\$ 3,491	\$	28,412		#DIV/0!	#DIV/0!
61%		222%		#DIV/0!	#DIV/0!
100%		60%		#DIV/0!	#DIV/0!
603		-64		#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	SCOTT SPAINH	TODD MCGEE
% Retailed of Non-New Franchise	91%	98%	96%
Total # Retail Units	200	45	24
Avg. Days to Sale	31.6	30.0	26.8
Avg. Advertised Price (Time of Sale)	\$ 21,834	\$ 21,386	\$ 22,837
Avg. Transaction Price	\$ 21,600	\$ 20,894	\$ 22,787
Avg. Market Price at 100%	\$ 23,398	#DIV/0!	\$ 22,916
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	100%
Avg. Transaction to Market	92%	#DIV/0!	99%
Avg. Transactional Discount	\$ 233	\$ 492	\$ 50
Avg. Front-End Gross	\$ 929	\$ 1,038	\$ 1,231
Avg. Finance Gross	\$ 1,291	\$ 1,138	\$ 1,187
PUVR	\$ 2,220	\$ 2,175	\$ 2,418
Total Gross (Units & PUVR)	\$ 443,977	\$ 97,894	\$ 58,042
GROI	117%	125%	143%
% with Trade	39%	0%	0%
Avg. Over/Under Allowance	32	-59	-388



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MARK ROSE	MARK WRIGHT	JOHN CAUBLE	RAMONE ADAM
86%	91%	87%	75%
42	34	47	8
32.4	31.7	35.9	24.0
\$ 19,825	\$ 24,380	\$ 22,230	\$ 18,737
\$ 19,792	\$ 23,946	\$ 22,105	\$ 18,577
#DIV/0!	#DIV/0!	\$ 23,187	\$ 19,168
#DIV/0!	#DIV/0!	96%	98%
#DIV/0!	#DIV/0!	95%	97%
\$ 34	\$ 434	\$ 125	\$ 159
\$ 933	\$ 550	\$ 867	\$ 1,359
\$ 1,224	\$ 1,895	\$ 1,097	\$ 1,391
\$ 2,157	\$ 2,444	\$ 1,964	\$ 2,750
\$ 90,608	\$ 83,110	\$ 92,323	\$ 22,000
121%	116%	89%	222%
0%	0%	0%	0%
3	136	245	-167

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	96	104
Avg. Days to Sale	31.6	32.5	30.6
Avg. Advertised Price (Time of Sale)	\$ 21,834	\$ 24,633	\$ 19,103
Avg. Transaction Price	\$ 21,600	\$ 24,306	\$ 19,103
Avg. Market Price at 100%	\$ 23,398	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 233	\$ 327	\$ 147
Avg. Front-End Gross	\$ 929	\$ 797	\$ 1,050
Avg. Finance Gross	\$ 1,291	\$ 1,453	\$ 1,142
PUVR	\$ 2,220	\$ 2,250	\$ 2,192
Total Gross (Units & PUVR)	\$ 443,977	\$ 216,027	\$ 227,950
GROI	117%	102%	135%
% with Trade	39%	120%	124%
Avg. Over/Under Allowance	32	-4	69



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	19	181
Avg. Days to Sale	31.6	43.6	30.3
Avg. Advertised Price (Time of Sale)	\$ 21,834	\$ 20,411	\$ 21,739
Avg. Transaction Price	\$ 21,600	\$ 20,282	\$ 21,739
Avg. Market Price at 100%	\$ 23,398	\$ 20,847	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	98%	#DIV/0!
Avg. Transaction to Market	92%	97%	#DIV/0!
Avg. Transactional Discount	\$ 233	\$ 128	\$ 244
Avg. Front-End Gross	\$ 929	\$ 733	\$ 949
Avg. Finance Gross	\$ 1,291	\$ 1,378	\$ 1,282
PUVR	\$ 2,220	\$ 2,112	\$ 2,231
Total Gross (Units & PUVR)	\$ 443,977	\$ 40,127	\$ 403,850
GROI	117%	86%	122%
% with Trade	39%	205%	21%
Avg. Over/Under Allowance	32	-125	64



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	116	38
% of Retail Units	100%	58%	19%
% Retailed of Non-New Franchise	91%	91%	89%
Avg. Days to Sale	31.6	32.6	30.7
Avg. Transaction Price	\$ 21,600	\$ 21,541	\$ 18,015
Avg. Transaction to Market %	92%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 233	\$ 235	\$ 21
Avg. Front End Gross	\$ 929	\$ 940	\$ 1,112
Avg. Finance Gross	\$ 1,291	\$ 1,286	\$ 1,022
PUVR	\$ 2,220	\$ 2,226	\$ 2,134
Total Gross (Units & PUVR)	\$ 443,977	\$ 258,203	\$ 81,079
GROI	117%	114%	139%
% with Trade	39%	38%	45%
Avg. Over/Under Allowance	32	207	-208



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
6	13	2	3
3%	7%	1%	2%
100%	92%	100%	67%
33.3	43.6	16.5	51.0
\$ 25,591	\$ 29,794	\$ 22,535	\$ 20,010
98%	93%	#DIV/0!	98%
\$ 543	\$ 52	\$ 6,942	\$ (44)
\$ 614	\$ 38	\$ 691	\$ 17
\$ 1,736	\$ 1,938	\$ -	\$ 2,521
\$ 2,350	\$ 1,976	\$ 691	\$ 2,538
\$ 14,098	\$ 25,689	\$ 1,382	\$ 7,613
99%	55%	67%	90%
17%	46%	50%	0%
-1,300	287	-999	#DIV/0!

BO OEM/Leasing co	Other
0	22
0%	11%
#DIV/0!	91%
#DIV/0!	18.6
#DIV/0!	\$ 22,307
#DIV/0!	#DIV/0!
#DIV/0!	\$ 43
#DIV/0!	\$ 1,310
#DIV/0!	\$ 1,232
#DIV/0!	\$ 2,541
#DIV/0!	\$ 55,913
#DIV/0!	220%
#DIV/0!	36%
#DIV/0!	-319

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	101	43
% of Retail Units	100%	51%	22%
% Retailed of Non-New Franchise	91%	95%	84%
Avg. Days to Sale	31.6	12.6	36.3
Avg. Transaction Price	\$ 21,600	\$ 22,574	\$ 19,869
Avg. Transaction to Market %	92%	#DIV/0!	96%
Avg. Transactional Discount	\$ 233	\$ 484	\$ (39)
Avg. Front End Gross	\$ 929	\$ 1,520	\$ 987
Avg. Finance Gross	\$ 1,291	\$ 1,457	\$ 1,009
PUVR	\$ 2,220	\$ 2,977	\$ 1,996
Total Gross (Units & PUVR)	\$ 443,977	\$ 300,715	\$ 85,843
GROI	117%	376%	100%
% with Trade	39%	38%	33%
Avg. Over/Under Allowance	32	-71	-314



46-60 days	61-90 days	90+ days
34	17	5
17%	9%	3%
88%	82%	100%
51.9	68.2	109.4
\$ 20,258	\$ 22,892	\$ 21,556
#DIV/0!	90%	84%
\$ (76)	\$ 93	\$ 83
\$ 262	\$ (729)	\$ (1,347)
\$ 1,121	\$ 1,385	\$ 1,196
\$ 1,383	\$ 655	\$ (151)
\$ 47,032	\$ 11,143	\$ (756)
47%	15%	-2%
35%	59%	60%
308	485	341