

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mike Gorfti	Liz Fernandez	Juan Gonzalez
Cam Kline	Tommy Pennock	Mike Owens
Missy Boswell	Christain Bernheiser	Jack Ochoa
Jon Houck		Zach Hemler
Rob Blickle		Amy Bernstel
		Kat Santiago
		Jerry Lujan
		Brian Hoover
		Eli Vittini
		Kayli Andre
		Sol Burgos
		Ken Stevenson
		Monica Donnelly
		Dustin Wise

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	35	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$750	\$1,100
1	21H043A	2020	TOYOTA	HIGHLANDER	116	Trade on New	NO	\$ 39,047	\$ 38,500	98%	\$1,373	CASH
2	211108A	2019	TOYOTA	COROLLA	22	Trade on New	NO	\$ 16,450	\$ 16,450	98%	\$3,476	\$2,939
3	216165A	2018	TOYOTA	RAV4	12	Trade on New	NO	\$ 18,550	\$ 18,550	95%	\$818	\$466
4	V210020A	2013	DODGE	JOURNEY	20	Trade on New	NO	\$ 11,850	\$ 11,350	94%	\$1,718	\$2,197
5	7835	2015	TOYOTA	SIENNA	18	Street/Curb Buy	NO	\$ 16,550	\$ 16,355	95%	\$1,700	\$3,233
6	202134R	2019	TOYOTA	CAMRY	22	Loaner/Rental Fleet	NO	\$ 24,750	\$ 24,750	101%	\$3,822	\$1,756
7	V215089B	2012	NISSAN	PATHFINDER	14	Trade on Used	NO	\$ 7,800	\$ 7,500	93%	\$573	
8	DH7789	2018	TOYOTA	HIGHLANDER	103	Other	NO	\$ 28,949	\$ 28,949	102%	\$3,333	\$1,269
9	V202151A	2020	HONDA	CRV	88	Trade on New	NO	\$ 28,049	\$ 27,400	95%	\$1,796	\$862
10	V21C004A	2018	CHEVROLET	TRAX	28	Trade on New	NO	\$ 14,150	\$ 14,150	92%	\$1,887	\$2,550
11	V7814	2017	VOLVO	XC90	45	Auction/Wholesale	NO	\$ 39,550	\$ 39,550	101%	\$234	
12	V7771	2017	VOLVO	S90	162	Auction/Wholesale	NO	\$ 28,342	\$ 28,342	95%	(\$2,307)	
13	215073D	2019	TOYOTA	TACOMA	43	Trade on Used	NO	\$ 42,750	\$ 42,750	112%	\$2,700	
14	21H099A	2015	TOYOTA	SIENNA	22	Trade on New	NO	\$ 24,250	\$ 23,750	100%	\$3,035	
15	213009A	2015	TOYOTA	AVALON	25	Trade on New	NO	\$ 22,150	\$ 22,150	100%	\$2,804	
16	DH7801	2018	TOYOTA	HIGHLANDER	74	Auction/Wholesale	NO	\$ 30,048	\$ 30,048	99%	\$2,790	\$2,595
17	21P017A	2014	TOYOTA	CAMRY	5	Trade on New	NO	\$ 13,650	\$ 13,310	98%	\$2,220	\$0
18	21H078A	2016	Toyota	RaV4	8	Trade on New	No	\$ 21,150	\$ 21,150	100%	\$3,060	\$2,455
19	21P002A	2014	TOYOTA	PRIUS	17	Trade on New	NO	\$ 13,750	\$ 13,750	98%	\$2,775	\$142
20	215093A	2013	TOYOTA	TACOMA	32	Trade on New	NO	\$ 21,850	\$ 21,850	100%	\$3,538	\$505
21	216169A	2018	TOYOTA	CAMRY	11	Trade on New	NO	\$ 25,350	\$ 25,000	98%	\$2,475	\$3,742
22	21H054A	2018	TOYOTA	HIGHLANDER	12	Trade on New	NO	\$ 28,950	\$ 28,950	101%	\$2,492	\$1,386
23	21P005A	2020	TOYOTA	RAV4	10	Trade on New	NO	\$ 31,750	\$ 31,750	102%	\$3,550	\$2,435
24	V210027A	2018	Hyundai	Tucson	35	Trade on New	No	\$ 19,950	\$ 19,950	97%	\$691	\$0
25	V219056A	2018	SUBARU	OUTBACK	117	Trade on New	NO	\$ 23,948	\$ 23,948	91%	\$1,495	\$1,772
26	213009A	2015	TOYOTA	AVALON	12	Trade on New	NO	\$ 18,150	\$ 18,150	100%	\$2,804	\$0
27	V209032S	2014	Jeep	Grand Cherokee	15	Trade on Used	No	\$ 21,750	\$ 21,750	103%	\$4,175	\$0
28	21H085A	2018	TOYOTA	HIGHLANDER	11	Trade on New	NO	\$ 31,850	\$ 31,850	100%	\$1,967	\$1,187
29	V219031A	2018	Volvo	XC 60	13	Trade on New	Yes	\$ 39,650	\$ 39,650	101%	\$1,185	\$460
30	V205127D	2019	Ford	Escape	56	Trade on Used	NO	\$ 21,850	\$ 21,850	95%	\$133	\$0

31	V21H070A	2014	JEEP	COMPASS	18	Trade on New	NO	\$	11,250	\$	11,250	93%	\$674	\$1,052
32	V21H037B	2010	TOYOTA	4RUNNER	30	Trade on Used	NO	\$	15,350	\$	15,350	88%	\$997	\$0
33	V219044B	2013	MINI	MINI	65	Trade on Used	NO	\$	11,650	\$	11,300	96%	\$1,007	\$1,983
34	218020A	2014	TOYOTA	4RUNNER	95	Trade on New	NO	\$	20,450	\$	20,450	82%	\$2,220	\$0
35	V216142G	2015	NISSAN	ALTIMA	38	Trade on Used	NO	\$	14,250	\$	14,250	95%	\$2,911	\$855
36	V7834	2016	GMC	SIERRA	32	Street/Curb Buy	NO	\$	34,950	\$	34,260	102%	\$1,741	\$1,828
37	V7840	2017	RAM	1500	16	Street/Curb Buy	NO	\$	28,450	\$	28,450	97%	\$2,541	\$7,934
38	V215090A	2017	NISSAN	ROGUE	56	Trade on New	NO	\$	21,650	\$	21,150	97%	\$2,759	\$566
39	V21H046B	2015	LEXUS	RX350	36	Trade on Used	NO	\$	26,050	\$	26,050	94%	\$2,179	\$1,501
40	216107A	2017	TOYOTA	RAV4	106	Trade on New	NO	\$	16,649	\$	15,300	96%	\$1,453	\$0
41	V7811A	2015	Mercedes-Benz	GL550	57	Trade on Used	NO	\$	38,649	\$	38,649	98%	\$1,859	\$2,635
42	V7832	2018	Volkswagen	GOLF GTI	36	Street/Curb Buy	NO	\$	24,550	\$	24,000	96%	\$1,471	\$3,016
43	21V017A	2014	TOYOTA	CAMRY	11	Trade on New	NO	\$	10,000	\$	10,000	97%	\$2,560	\$1,385
44	215098A	2016	TOYOTA	TACOMA	35	Trade on New	NO	\$	31,150	\$	31,150	102%	\$4,200	\$3,634
45	21C006A	2014	TOYOTA	COROLLA	4	Trade on New	NO	\$	11,150	\$	11,150	101%	\$3,720	\$1,255
46	216107A	2017	TOYOTA	RAV4	106	Trade on New	NO	\$	27,150	\$	27,150	96%	\$1,453	\$1,156
47	215113A	2012	TOYOTA	TUNDRA	15	Trade on New	NO	\$	31,450	\$	31,450	98%	\$2,179	\$1,031
48	21H095A	2018	TOYOTA	HIGHLANDER	27	Trade on New	No	\$	34,250	\$	34,250	95%	\$828	\$5,579
49	V211074A	2018	Jeep	Grand Cherokee	40	Trade on New	No	\$	32,750	\$	32,750	102%	\$4,896	\$0
50	V212046A	2018	Jeep	Cherokee	93	Trade on New	No	\$	30,000	\$	30,000	100%	\$1,602	\$1,742
51	V218041A	2012	RAM	1500	93	Trade on New	No	\$	21,550	\$	21,050	98%	\$3,125	\$0
52	21H054A	2018	TOYOTA	HIGHLANDER	18	Trade on New	NO	\$	31,750	\$	31,750	97%	\$2,492	\$1,386
53	V7838	2018	VOLVO	S90	26	LBO OEM/Leasing Co.	YES	\$	35,450	\$	35,450	101%	(\$419)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	16%
Total # Retail Units	200
Avg. Days to Sale	36.4
Avg. Advertised Price (Time of Sale)	\$ 26,096
Avg. Transaction Price	\$ 26,028
Avg. Market Price at 100%	\$ 26,349
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 68
Avg. Front-End Gross	\$ 1,457
Avg. Finance Gross	\$ 1,672
PUVR	\$ 3,070
Total Gross (Units & PUVR)	\$ 614,086
GROI	117%
% with Trade	32%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

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Desk Manager	Totals	Mike Gorfti
% Retailed of Non-New Franchise	16%	8%
Total # Retail Units	200	40
Avg. Days to Sale	36.4	37.2
Avg. Advertised Price (Time of Sale)	\$ 26,096	\$ 25,525
Avg. Transaction Price	\$ 26,028	\$ 25,428
Avg. Market Price at 100%	\$ 26,349	\$ 25,897
Avg. Price to Market % (Time of Sale)	99%	99%
Avg. Transaction to Market	99%	98%
Avg. Transactional Discount	\$ 68	\$ 97
Avg. Front-End Gross	\$ 1,457	\$ 1,321
Avg. Finance Gross	\$ 1,672	\$ 1,457
PUVR	\$ 3,070	\$ 2,779
Total Gross (Units & PUVR)	\$ 614,086	\$ 111,152
GROI	117%	106%
% with Trade	32%	35%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



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Cam Kline	Missy Boswell	Jon Houck	Rob Blickle
0%	2%	68%	#DIV/0!
71	49	40	0
36.2	31.7	41.9	#DIV/0!
\$ 28,199	\$ 26,465	\$ 22,480	#DIV/0!
\$ 28,135	\$ 26,432	\$ 22,395	#DIV/0!
\$ 28,246	\$ 26,625	\$ 22,958	#DIV/0!
100%	99%	98%	#DIV/0!
100%	99%	98%	#DIV/0!
\$ 65	\$ 34	\$ 85	#DIV/0!
\$ 1,477	\$ 1,443	\$ 1,575	#DIV/0!
\$ 1,945	\$ 1,841	\$ 1,179	#DIV/0!
\$ 3,368	\$ 3,208	\$ 2,665	#DIV/0!
\$ 239,101	\$ 157,215	\$ 106,618	#DIV/0!
119%	138%	102%	#DIV/0!
39%	31%	18%	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	Juan Gonzalez
% Retailed of Non-New Franchise	16%	4%
Total # Retail Units	200	23
Avg. Days to Sale	36.4	29.5
Avg. Advertised Price (Time of Sale)	\$ 26,096	\$ 26,106
Avg. Transaction Price	\$ 26,028	\$ 26,016
Avg. Market Price at 100%	\$ 26,349	\$ 26,290
Avg. Price to Market % (Time of Sale)	99%	99%
Avg. Transaction to Market	99%	99%
Avg. Transactional Discount	\$ 68	\$ 91
Avg. Front-End Gross	\$ 1,457	\$ 1,488
Avg. Finance Gross	\$ 1,672	\$ 2,131
PUVR	\$ 3,070	\$ 3,619
Total Gross (Units & PUVR)	\$ 614,086	\$ 83,246
GROI	117%	170%
% with Trade	32%	35%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



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Mike Owens	Jack Ochoa	Zach Hemler	Amy Bernstel
0%	0%	8%	0%
15	29	13	13
52.3	29.4	45.2	44.9
\$ 31,293	\$ 26,583	\$ 26,988	\$ 28,527
\$ 31,257	\$ 26,534	\$ 26,885	\$ 28,504
\$ 31,613	\$ 26,589	\$ 27,224	\$ 29,253
99%	100%	99%	98%
99%	100%	99%	97%
\$ 36	\$ 48	\$ 104	\$ 23
\$ 895	\$ 1,821	\$ 766	\$ 686
\$ 1,757	\$ 2,231	\$ 605	\$ 1,721
\$ 2,534	\$ 3,898	\$ 1,371	\$ 2,407
\$ 38,012	\$ 113,033	\$ 17,826	\$ 31,285
56%	180%	41%	68%
67%	31%	23%	31%
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Kat Santiago	Jerry Lujan	Brian Hoover	Eli Vittini
7%	0%	0%	21%
14	16	11	19
29.9	25.7	34.9	38.0
\$ 26,875	\$ 27,553	\$ 25,791	\$ 22,679
\$ 26,811	\$ 27,478	\$ 25,745	\$ 22,582
\$ 26,908	\$ 27,505	\$ 25,911	\$ 22,886
100%	100%	100%	99%
100%	100%	99%	99%
\$ 64	\$ 75	\$ 45	\$ 97
\$ 1,993	\$ 2,306	\$ 1,497	\$ 758
\$ 1,520	\$ 2,319	\$ 1,391	\$ 1,582
\$ 3,513	\$ 4,625	\$ 2,761	\$ 2,341
\$ 49,178	\$ 73,992	\$ 30,373	\$ 44,474
158%	236%	111%	98%
43%	31%	27%	26%
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Kayli Andre	Sol Burgos	Ken Stevenson	Monica Donnelly
8%	#DIV/0!	67%	69%
12	0	9	16
31.7	#DIV/0!	30.6	48.6
\$ 26,954	#DIV/0!	\$ 22,878	\$ 22,640
\$ 26,925	#DIV/0!	\$ 22,768	\$ 22,544
\$ 26,974	#DIV/0!	\$ 23,151	\$ 23,428
100%	#DIV/0!	99%	97%
100%	#DIV/0!	98%	96%
\$ 29	#DIV/0!	\$ 110	\$ 97
\$ 1,785	#DIV/0!	\$ 1,155	\$ 1,807
\$ 1,452	#DIV/0!	\$ 568	\$ 1,493
\$ 3,237	#DIV/0!	\$ 1,660	\$ 3,207
\$ 38,845	#DIV/0!	\$ 14,937	\$ 51,309
137%	#DIV/0!	86%	105%
33%	#DIV/0!	22%	13%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Dustin Wise				
60%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
10	0	0	0	0
43.2	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,339	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,289	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,656	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 50	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,566	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,324	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,758	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,576	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
30%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Liz Fernandez
% Retailed of Non-New Franchise	16%	0%
Total # Retail Units	200	94
Avg. Days to Sale	36.4	32.6
Avg. Advertised Price (Time of Sale)	\$ 26,096	\$ 27,507
Avg. Transaction Price	\$ 26,028	\$ 27,453
Avg. Market Price at 100%	\$ 26,349	\$ 27,600
Avg. Price to Market % (Time of Sale)	99%	100%
Avg. Transaction to Market	99%	99%
Avg. Transactional Discount	\$ 68	\$ 55
Avg. Front-End Gross	\$ 1,457	\$ 1,404
Avg. Finance Gross	\$ 1,672	\$ 1,723
PUVR	\$ 3,070	\$ 3,073
Total Gross (Units & PUVR)	\$ 614,086	\$ 288,821
GROI	117%	123%
% with Trade	32%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



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Tommy Pennoc		Christain Bernheiser	
3%	69%	#DIV/0!	#DIV/0!
64	42	0	0
37.3	43.5	#DIV/0!	#DIV/0!
\$ 26,425	\$ 22,434	#DIV/0!	#DIV/0!
\$ 26,357	\$ 22,338	#DIV/0!	#DIV/0!
\$ 26,662	\$ 22,940	#DIV/0!	#DIV/0!
99%	98%	#DIV/0!	#DIV/0!
99%	97%	#DIV/0!	#DIV/0!
\$ 68	\$ 96	#DIV/0!	#DIV/0!
\$ 1,471	\$ 1,554	#DIV/0!	#DIV/0!
\$ 1,927	\$ 1,141	#DIV/0!	#DIV/0!
\$ 3,367	\$ 2,614	#DIV/0!	#DIV/0!
\$ 215,492	\$ 109,773	#DIV/0!	#DIV/0!
123%	97%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	2
Avg. Days to Sale	36.4	19.5
Avg. Advertised Price (Time of Sale)	\$ 26,096	\$ 37,550
Avg. Transaction Price	\$ 26,028	\$ 37,550
Avg. Market Price at 100%	\$ 26,349	\$ 37,178
Avg. Price to Market % (Time of Sale)	99%	101%
Avg. Transaction to Market	99%	101%
Avg. Transactional Discount	\$ 68	\$ -
Avg. Front-End Gross	\$ 1,457	\$ 383
Avg. Finance Gross	\$ 1,672	\$ 230
PUVR	\$ 3,070	\$ 613
Total Gross (Units & PUVR)	\$ 614,086	\$ 1,226
GROI	117%	30%
% with Trade	32%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



No
198
36.6
\$ 25,912
\$ 25,912
\$ 26,212
99%
99%
\$ 68
\$ 1,468
\$ 1,687
\$ 3,095
\$ 612,860
117%
175%
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Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	169
Avg. Days to Sale	36.4	35.0
Avg. Advertised Price (Time of Sale)	\$ 26,096	\$ 26,955
Avg. Transaction Price	\$ 26,028	\$ 26,899
Avg. Market Price at 100%	\$ 26,349	\$ 27,130
Avg. Price to Market % (Time of Sale)	99%	99%
Avg. Transaction to Market	99%	99%
Avg. Transactional Discount	\$ 68	\$ 56
Avg. Front-End Gross	\$ 1,457	\$ 1,419
Avg. Finance Gross	\$ 1,672	\$ 1,735
PUVR	\$ 3,070	\$ 3,093
Total Gross (Units & PUVR)	\$ 614,086	\$ 522,730
GROI	117%	118%
% with Trade	32%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!



No	
	31
	44.5
\$	21,279
\$	21,279
\$	21,912
	97%
	97%
\$	130
\$	1,663
\$	1,327
\$	2,947
\$	91,356
	112%
	206%
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Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	126	33
% of Retail Units	100%	63%	17%
% Retailed of Non-New Franchise	16%	13%	33%
Avg. Days to Sale	36.4	34.9	41.3
Avg. Transaction Price	\$ 26,028	\$ 25,997	\$ 25,564
Avg. Transaction to Market %	99%	99%	98%
Avg. Transactional Discount	\$ 68	\$ 70	\$ 47
Avg. Front End Gross	\$ 1,457	\$ 1,636	\$ 986
Avg. Finance Gross	\$ 1,672	\$ 1,714	\$ 1,101
PUVR	\$ 3,070	\$ 3,309	\$ 2,020
Total Gross (Units & PUVR)	\$ 614,086	\$ 416,949	\$ 66,671
GROI	117%	131%	69%
% with Trade	32%	35%	30%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
14	7	6	0
7%	4%	3%	0%
21%	0%	0%	#DIV/0!
27.7	64.4	37.5	#DIV/0!
\$ 24,912	\$ 31,684	\$ 21,783	#DIV/0!
99%	98%	99%	#DIV/0!
\$ 103	\$ 43	\$ 50	#DIV/0!
\$ 2,154	\$ 243	\$ 518	#DIV/0!
\$ 2,849	\$ 2,274	\$ 1,008	#DIV/0!
\$ 5,003	\$ 1,867	\$ 1,526	#DIV/0!
\$ 70,046	\$ 13,072	\$ 9,158	#DIV/0!
261%	33%	67%	#DIV/0!
14%	29%	17%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
13	1
7%	1%
0%	0%
27.4	103.0
\$ 27,400	\$ 28,949
100%	102%
\$ 85	\$ -
\$ 1,107	\$ 3,333
\$ 1,477	\$ 1,269
\$ 2,584	\$ 4,602
\$ 33,588	\$ 4,602
124%	56%
31%	100%
#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	114	31
% of Retail Units	100%	57%	16%
% Retailed of Non-New Franchise	16%	11%	23%
Avg. Days to Sale	36.4	17.1	38.1
Avg. Transaction Price	\$ 26,028	\$ 25,448	\$ 26,412
Avg. Transaction to Market %	99%	100%	99%
Avg. Transactional Discount	\$ 68	\$ 45	\$ 108
Avg. Front End Gross	\$ 1,457	\$ 2,283	\$ 1,166
Avg. Finance Gross	\$ 1,672	\$ 1,905	\$ 1,407
PUVR	\$ 3,070	\$ 4,188	\$ 2,573
Total Gross (Units & PUVR)	\$ 614,086	\$ 477,390	\$ 79,760
GROI	117%	346%	92%
% with Trade	32%	30%	26%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
16	25	14
8%	13%	7%
19%	24%	21%
53.6	70.1	110.1
\$ 27,159	\$ 26,510	\$ 27,753
97%	97%	94%
\$ 31	\$ 84	\$ 171
\$ 430	\$ (340)	\$ (243)
\$ 1,259	\$ 1,357	\$ 1,367
\$ 1,689	\$ 1,017	\$ 1,125
\$ 27,025	\$ 25,424	\$ 15,749
42%	20%	13%
31%	44%	43%
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