

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	NLR220117A	2009	LEXUS	ES 350	8	Trade on New	NO	\$ 14,998	\$ 12,213	106%	\$4,980	\$1,098
2	NLR210419A	2019	BMW	330i	25	Trade on New	NO	\$ 37,286	\$ 36,791	97%	\$2,645	\$3,909
3	NLR210235AA	2017	TOYOTA	4RUNNER	46	Trade on New	NO	\$ 34,990	\$ 34,293	93%	(\$627)	\$0
4	NLR220180A	2018	LEXUS	ES300H	12	Trade on New	YES	\$ 37,490	\$ 37,490	97%	\$1,778	\$4,678
5	MC193366L	2021	LEXUS	RX 350	19	Loaner	YES	\$ 52,187	\$ 52,089	98%	\$1,728	\$1,443
6	NLR150011S	2015	LEXUS	ES 350	9	Trade on New	YES	\$ 27,488	\$ 27,488	100%	\$2,434	\$432
7	CAR210141A	2019	LEXUS	UX 250H	28	Other	YES	\$ 34,181	\$ 33,681	97%	(\$864)	\$3,849
8	NLR220087A	2020	TOYOTA	RAV4	33	Trade on New	NO	\$ 34,377	\$ 33,778	93%	\$648	\$669
9	MC193367L	2021	LEXUS	RX 350	17	Loaner	YES	\$ 51,798	\$ 51,601	100%	(\$819)	\$0
10	NU39J923A	2011	LEXUS	ES 350	31	Trade on New	NO	\$ 16,598	\$ 16,053	100%	\$451	\$653
11	NLR220228A	2019	LEXUS	GX 460	9	Trade on New	YES	\$ 52,998	\$ 53,497	98%	\$3,686	\$3,847
12	NLS220130B	2014	LEXUS	GS 350	24	Trade on New	NO	\$ 27,599	\$ 26,802	98%	\$1,540	\$2,022
13	NLR210360A	2018	LEXUS	LS 500	51	Trade on New	YES	\$ 59,863	\$ 60,161	94%	(\$1,625)	\$2,930
14	NLR220048AA	2019	TOYOTA	HIGHLANDER	36	Trade on New	NO	\$ 37,576	\$ 38,077	97%	(\$385)	\$3,709
15	L5249034	2020	LEXUS	GX 460	25		NO	\$ 57,599	\$ 58,797	99%	\$4,060	\$2,204
16	NLR220244A	2011	LEXUS	RX 350	5	Trade on New	NO	\$ 20,591	\$ 19,894	100%	\$4,291	\$0
17	K5230100	2019	LEXUS	GX 460	6		YES	\$ 53,799	\$ 53,805	103%	\$7,202	\$250
18	NLR220077AA	2017	JEEP	WRANGLER	27	Trade on New	NO	\$ 37,498	\$ 36,801	98%	\$1,600	\$0
19	N137AY16A	2020	LEXUS	GX 460	16	Trade on New	YES	\$ 56,999	\$ 55,926	99%	\$2,202	\$0
20	MU090553LA	2018	LEXUS	ES 350	21	Other	YES	\$ 34,982	\$ 35,199	99%	\$3,470	\$375
21	NLR220164A	2018	LEXUS	RX 350	6	Trade on New	YES	\$ 46,452	\$ 47,051	99%	\$5,674	\$609
22	NNC180000P	2018	LEXUS	RX 350	41	Other	YES	\$ 38,278	\$ 37,917	91%	(\$1,348)	\$2,803
23	NLR210146A	2018	BUICK	ENCLAVE	64	Trade on New	NO	\$ 30,989	\$ 30,301	88%	(\$986)	\$0
24	NLR170023SA	2005	LEXUS	LS 430	23	Trade on New	NO	\$ 8,998	\$ 8,998	98%	\$1,195	\$0
25	NLR090003S	2009	LEXUS	RX 350	5	Trade on New	NO	\$ 15,302	\$ 13,960	105%	\$1,537	\$0
26	NLRS040001	2004	LEXUS	SC 430	11	Trade on New	NO	\$ 25,331	\$ 25,331	109%	\$4,681	\$900
27	NLR160006S	2016	LAND ROVER	RANGE ROVER	13	Trade on New	NO	\$ 49,897	\$ 49,897	100%	\$8,068	\$0
28	CCD210039AAA	2017	GMC	YUKON	54	Trade on Used	NO	\$ 40,699	\$ 40,699	88%	(\$1,464)	\$4,158
29	NLR210406A	2017	Mercedes-Benz	E CLASS	40	Trade on New	NO	\$ 34,248	\$ 33,551	94%	\$2,958	\$2,923
30	NLR220210A	2020	LEXUS	RX 350	9	Trade on New	YES	\$ 47,992	\$ 47,992	99%	\$6,798	\$3,190

31	NHO180009SA	2020	LEXUS	LS 500	62	Street/Curb Buy	YES	\$	64,597	\$	64,597	85%	(\$3,224)	\$5,426
32	NLR190028S	2019	LEXUS	LS 500	43	Trade on New	YES	\$	64,487	\$	64,487	94%	\$172	\$0
33	NLR210242A	2012	BMW	328i	14	Trade on New	NO	\$	14,599	\$	13,843	100%	\$1,787	\$0
34	NLR220046A	2016	KIA	SORRENTO	50	Trade on New	NO	\$	11,778	\$	11,778	84%	\$4,597	\$1,224
35	NLR1500085A	2015	ACURA	RDX	23	Trade on New	NO	\$	19,998	\$	19,998	101%	\$3,367	\$375
36	PMC220016A	2021	LEXUS	GX 460	7	Other	YES	\$	61,991	\$	61,991	101%	\$4,137	\$5,585
37	NLR220127A	2019	LEXUS	ES 350	36	Trade on New	YES	\$	41,900	\$	41,899	94%	\$6,455	\$775
38	NLR220127AA	2010	LEXUS	GS 350	5	Trade on New	NO	\$	6,000	\$	6,000	98%	\$397	\$0
39	NLR220133A	2020	LEXUS	ES 350	17	Trade on New	YES	\$	40,499	\$	39,802	93%	\$806	\$0
40	NLR220212A	2018	LEXUS	NX 300	11	Trade on New	YES	\$	37,177	\$	37,177	99%	\$4,848	\$6,488
41	NLR220257A	2020	LEXUS	GX 460	1	Trade on New	YES	\$	59,981	\$	58,999	105%	\$3,205	\$675
42	MU090574L	2021	LEXUS	ES 350	10	Loaner	YES	\$	44,261	\$	43,564	100%	\$2,046	\$357
43	NLR210295AA	2017	LEXUS	RX 350	47	Trade on New	YES	\$	38,299	\$	38,499	93%	\$1,945	\$798
44	NLR190036S	2019	LEXUS	LS 500	46	Trade on New	YES	\$	62,954	\$	62,954	92%	\$3,731	\$1,654
45	NLR220139A	2013	LEXUS	RX 350	14	Trade on New	NO	\$	19,187	\$	18,999	99%	\$3,114	\$1,756
46	NLR210417A	2020	LEXUS	UX 250H	5	Trade on New	YES	\$	37,399	\$	36,702	101%	(\$1,472)	\$523
47	NLR220165BA	2021	LEXUS	RX 350L	13	Trade on New	YES	\$	54,363	\$	53,294	100%	\$1,559	\$895
48	HU216877	2017	TOYOTA	CAMRY	4	Other	NO	\$	24,923	\$	22,882	104%	\$3,565	\$0
49	NLR220257B	2005	LEXUS	GX470	6	Trade on New	NO	\$	6,500	\$	6,500	100%	\$1,799	\$0
50	NLR220056AA	2021	LEXUS	RX	39	Trade on New	YES	\$	57,247	\$	58,245	95%	\$1,697	\$1,376
51	NLR160003SAA	2019	SUBARU	ASCENT	46	Trade on New	NO	\$	36,998	\$	36,399	92%	\$347	\$0
52	NLR220099A	2018	TOYOTA	RAV4	37	Trade on New	NO	\$	26,631	\$	26,032	97%	\$2,243	\$0
53	NLR220202A	2021	LEXUS	IS 300	10	Trade on New	YES	\$	43,899	\$	42,594	102%	\$2,110	\$1,543

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	200
Avg. Days to Sale	25.7
Avg. Advertised Price (Time of Sale)	\$ 36,483
Avg. Transaction Price	\$ 36,121
Avg. Market Price at 100%	\$ 37,431
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 362
Avg. Front-End Gross	\$ 2,899
Avg. Finance Gross	\$ 1,454
PUVR	\$ 4,354
Total Gross (Units & PUVR)	\$ 870,705
GROI	169%
% with Trade	39%
Avg. Over/Under Allowance	\$1,309



Scoreboard

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Desk Manager	Totals	DANIELA	JOHN
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	200	36	64
Avg. Days to Sale	25.7	23.6	27.1
Avg. Advertised Price (Time of Sale)	\$ 36,483	\$ 41,446	\$ 34,989
Avg. Transaction Price	\$ 36,121	\$ 40,993	\$ 34,534
Avg. Market Price at 100%	\$ 37,431	\$ 41,783	\$ 36,033
Avg. Price to Market % (Time of Sale)	97%	99%	97%
Avg. Transaction to Market	96%	98%	96%
Avg. Transactional Discount	\$ 362	\$ 452	\$ 455
Avg. Front-End Gross	\$ 2,899	\$ 2,991	\$ 3,124
Avg. Finance Gross	\$ 1,454	\$ 1,284	\$ 1,502
PUVR	\$ 4,354	\$ 4,275	\$ 4,626
Total Gross (Units & PUVR)	\$ 870,705	\$ 153,891	\$ 296,095
GROI	169%	159%	178%
% with Trade	39%	47%	30%
Avg. Over/Under Allowance	1,309	906	1,952



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RON	SHEENA	MICHAEL	
100%	100%	100%	#DIV/0!
23	61	15	0
27.1	26.5	20.3	#DIV/0!
\$ 36,238	\$ 35,103	\$ 38,360	#DIV/0!
\$ 36,116	\$ 34,742	\$ 38,409	#DIV/0!
\$ 37,764	\$ 36,221	\$ 39,331	#DIV/0!
96%	97%	98%	#DIV/0!
96%	96%	98%	#DIV/0!
\$ 123	\$ 361	\$ (48)	#DIV/0!
\$ 1,814	\$ 2,834	\$ 3,507	#DIV/0!
\$ 2,016	\$ 1,304	\$ 1,437	#DIV/0!
\$ 3,830	\$ 4,138	\$ 4,944	#DIV/0!
\$ 88,085	\$ 252,397	\$ 74,159	#DIV/0!
141%	162%	229%	#DIV/0!
30%	41%	60%	#DIV/0!
873	1,317	856	#DIV/0!

Scoreboard

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Sales Consultant	Totals	HAN	TODD
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	200	13	8
Avg. Days to Sale	25.7	26.5	32.9
Avg. Advertised Price (Time of Sale)	\$ 36,483	\$ 34,611	\$ 31,283
Avg. Transaction Price	\$ 36,121	\$ 33,855	\$ 31,116
Avg. Market Price at 100%	\$ 37,431	\$ 35,903	\$ 32,484
Avg. Price to Market % (Time of Sale)	97%	96%	96%
Avg. Transaction to Market	96%	94%	96%
Avg. Transactional Discount	\$ 362	\$ 756	\$ 167
Avg. Front-End Gross	\$ 2,899	\$ 1,766	\$ 1,509
Avg. Finance Gross	\$ 1,454	\$ 1,565	\$ 2,212
PUVR	\$ 4,354	\$ 3,330	\$ 3,721
Total Gross (Units & PUVR)	\$ 870,705	\$ 43,291	\$ 29,766
GROI	169%	134%	131%
% with Trade	39%	38%	50%
Avg. Over/Under Allowance	1,309	4,395	1,004



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JIM	RAHELE	LAZ	BRYAN
100%	100%	100%	100%
16	10	17	9
26.3	21.8	31.0	35.0
\$ 39,107	\$ 48,516	\$ 31,151	\$ 42,774
\$ 38,651	\$ 48,246	\$ 30,767	\$ 42,584
\$ 40,087	\$ 48,641	\$ 32,262	\$ 45,479
98%	100%	97%	94%
96%	99%	95%	94%
\$ 456	\$ 270	\$ 384	\$ 190
\$ 3,865	\$ 5,522	\$ 2,846	\$ 2,360
\$ 1,428	\$ 327	\$ 1,254	\$ 2,693
\$ 5,293	\$ 5,848	\$ 4,100	\$ 5,053
\$ 84,692	\$ 58,484	\$ 69,705	\$ 45,476
188%	200%	155%	122%
31%	50%	41%	56%
1,482	148	2,239	885

HASSAN	HASSAN	KEVIN	ALAN
100%	100%	100%	100%
11	11	13	11
28.2	28.2	16.2	19.1
\$ 36,005	\$ 36,005	\$ 40,513	\$ 27,861
\$ 35,734	\$ 35,734	\$ 40,171	\$ 27,071
\$ 37,032	\$ 37,032	\$ 40,676	\$ 28,151
97%	97%	100%	99%
96%	96%	99%	96%
\$ 271	\$ 271	\$ 342	\$ 790
\$ 2,672	\$ 2,672	\$ 3,090	\$ 1,632
\$ 1,448	\$ 1,448	\$ 2,198	\$ 1,073
\$ 4,120	\$ 4,120	\$ 5,288	\$ 2,705
\$ 45,315	\$ 45,315	\$ 68,743	\$ 29,760
147%	147%	293%	188%
18%	18%	31%	36%
2,250	2,250	929	#DIV/0!

GABBY	AUSTIN	ALEX	SAL
100%	100%	100%	100%
11	10	12	20
33.0	19.5	30.7	29.9
\$ 42,820	\$ 38,398	\$ 33,247	\$ 33,461
\$ 42,663	\$ 37,930	\$ 33,137	\$ 32,990
\$ 44,781	\$ 38,514	\$ 34,632	\$ 34,660
96%	100%	96%	97%
95%	98%	96%	95%
\$ 156	\$ 468	\$ 110	\$ 471
\$ 2,600	\$ 3,331	\$ 2,708	\$ 2,328
\$ 757	\$ 1,602	\$ 2,106	\$ 1,215
\$ 3,356	\$ 4,933	\$ 4,814	\$ 3,543
\$ 36,917	\$ 49,329	\$ 57,770	\$ 70,853
86%	240%	171%	130%
55%	30%	17%	40%
727	467	250	958

TONY	TK	SASHA	RAMI
100%	100%	100%	100%
15	7	7	2
20.0	15.1	15.7	10.5
\$ 36,056	\$ 39,636	\$ 27,428	\$ 30,995
\$ 36,158	\$ 38,967	\$ 27,549	\$ 30,622
\$ 36,907	\$ 39,920	\$ 28,050	\$ 30,131
98%	99%	98%	103%
98%	98%	98%	102%
\$ (102)	\$ 669	\$ (122)	\$ 374
\$ 3,433	\$ 3,080	\$ 4,411	\$ 4,237
\$ 1,516	\$ 460	\$ 1,557	\$ 2,656
\$ 4,948	\$ 3,540	\$ 5,967	\$ 6,892
\$ 74,222	\$ 24,782	\$ 41,771	\$ 13,784
246%	216%	496%	772%
40%	14%	57%	50%
1,264	2,751	2,179	1,576

DEXTER			
100%	#DIV/0!	#DIV/0!	#DIV/0!
8	0	0	0
32.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 43,281	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,456	#DIV/0!	#DIV/0!	#DIV/0!
\$ 44,789	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 825	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,154	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,102	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,256	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,045	#DIV/0!	#DIV/0!	#DIV/0!
86%	#DIV/0!	#DIV/0!	#DIV/0!
63%	#DIV/0!	#DIV/0!	#DIV/0!
1,486	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	MUHAMMED	LARRY
% Retailed of Non-New Franchise	100%	100%	100%
Total # Retail Units	200	52	44
Avg. Days to Sale	25.7	28.8	24.7
Avg. Advertised Price (Time of Sale)	\$ 36,483	\$ 38,311	\$ 34,891
Avg. Transaction Price	\$ 36,121	\$ 37,924	\$ 34,507
Avg. Market Price at 100%	\$ 37,431	\$ 39,520	\$ 35,859
Avg. Price to Market % (Time of Sale)	97%	97%	97%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 362	\$ 387	\$ 384
Avg. Front-End Gross	\$ 2,899	\$ 2,529	\$ 2,279
Avg. Finance Gross	\$ 1,454	\$ 1,499	\$ 1,510
PUVR	\$ 4,354	\$ 4,028	\$ 3,790
Total Gross (Units & PUVR)	\$ 870,705	\$ 209,459	\$ 166,742
GROI	169%	133%	160%
% with Trade	39%	0%	0%
Avg. Over/Under Allowance	1,309	1,148	498



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MIKE	SHANK		
100%	100%	#DIV/0!	#DIV/0!
63	41	0	0
24.4	24.7	#DIV/0!	#DIV/0!
\$ 36,606	\$ 35,683	#DIV/0!	#DIV/0!
\$ 36,310	\$ 35,277	#DIV/0!	#DIV/0!
\$ 37,538	\$ 36,458	#DIV/0!	#DIV/0!
98%	98%	#DIV/0!	#DIV/0!
97%	97%	#DIV/0!	#DIV/0!
\$ 296	\$ 406	#DIV/0!	#DIV/0!
\$ 2,920	\$ 4,001	#DIV/0!	#DIV/0!
\$ 1,324	\$ 1,538	#DIV/0!	#DIV/0!
\$ 4,245	\$ 5,539	#DIV/0!	#DIV/0!
\$ 267,410	\$ 227,094	#DIV/0!	#DIV/0!
172%	229%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
1,437	2,688	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	107	93
Avg. Days to Sale	25.7	25.4	26.0
Avg. Advertised Price (Time of Sale)	\$ 36,483	\$ 46,318	\$ 24,832
Avg. Transaction Price	\$ 36,121	\$ 45,933	\$ 24,832
Avg. Market Price at 100%	\$ 37,431	\$ 47,332	\$ 26,106
Avg. Price to Market % (Time of Sale)	97%	98%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 362	\$ 385	\$ 334
Avg. Front-End Gross	\$ 2,899	\$ 3,201	\$ 2,552
Avg. Finance Gross	\$ 1,454	\$ 1,891	\$ 952
PUVR	\$ 4,354	\$ 5,092	\$ 3,504
Total Gross (Units & PUVR)	\$ 870,705	\$ 544,816	\$ 325,889
GROI	169%	157%	195%
% with Trade	39%	50%	26%
Avg. Over/Under Allowance	1,309	1,317	1,290



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	25.7	#DIV/0!	25.7
Avg. Advertised Price (Time of Sale)	\$ 36,483	#DIV/0!	\$ 36,121
Avg. Transaction Price	\$ 36,121	#DIV/0!	\$ 36,121
Avg. Market Price at 100%	\$ 37,431	#DIV/0!	\$ 37,462
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	96%
Avg. Transaction to Market	96%	#DIV/0!	96%
Avg. Transactional Discount	\$ 362	#DIV/0!	\$ 362
Avg. Front-End Gross	\$ 2,899	#DIV/0!	\$ 2,899
Avg. Finance Gross	\$ 1,454	#DIV/0!	\$ 1,454
PUVR	\$ 4,354	#DIV/0!	\$ 4,354
Total Gross (Units & PUVR)	\$ 870,705	#DIV/0!	\$ 870,705
GROI	169%	#DIV/0!	169%
% with Trade	39%	#DIV/0!	12%
Avg. Over/Under Allowance	1,309	#DIV/0!	1,309



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	164	8
% of Retail Units	100%	82%	4%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	25.7	26.1	35.4
Avg. Transaction Price	\$ 36,121	\$ 34,958	\$ 26,026
Avg. Transaction to Market %	96%	96%	94%
Avg. Transactional Discount	\$ 362	\$ 391	\$ 112
Avg. Front End Gross	\$ 2,899	\$ 2,950	\$ 2,463
Avg. Finance Gross	\$ 1,454	\$ 1,359	\$ 2,459
PUVR	\$ 4,354	\$ 4,310	\$ 4,922
Total Gross (Units & PUVR)	\$ 870,705	\$ 706,778	\$ 39,379
GROI	169%	170%	192%
% with Trade	39%	36%	63%
Avg. Over/Under Allowance	1,309	1,253	1,576



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	0	9	0
2%	0%	5%	0%
100%	#DIV/0!	100%	#DIV/0!
41.5	#DIV/0!	15.7	#DIV/0!
\$ 45,131	#DIV/0!	\$ 48,718	#DIV/0!
95%	#DIV/0!	99%	#DIV/0!
\$ 187	#DIV/0!	\$ 355	#DIV/0!
\$ 394	#DIV/0!	\$ 3,621	#DIV/0!
\$ 2,297	#DIV/0!	\$ 1,160	#DIV/0!
\$ 2,690	#DIV/0!	\$ 4,781	#DIV/0!
\$ 10,761	#DIV/0!	\$ 43,025	#DIV/0!
52%	#DIV/0!	225%	#DIV/0!
75%	#DIV/0!	44%	#DIV/0!
525	#DIV/0!	2,632	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	11
0%	0%	6%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	18.0
#DIV/0!	#DIV/0!	\$ 44,644
#DIV/0!	#DIV/0!	98%
#DIV/0!	#DIV/0!	\$ 344
#DIV/0!	#DIV/0!	\$ 2,503
#DIV/0!	#DIV/0!	\$ 2,065
#DIV/0!	#DIV/0!	\$ 4,567
#DIV/0!	#DIV/0!	\$ 50,242
#DIV/0!	#DIV/0!	205%
#DIV/0!	#DIV/0!	27%
#DIV/0!	#DIV/0!	-500

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	127	42
% of Retail Units	100%	64%	21%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	25.7	14.8	37.5
Avg. Transaction Price	\$ 36,121	\$ 36,226	\$ 36,060
Avg. Transaction to Market %	96%	98%	95%
Avg. Transactional Discount	\$ 362	\$ 412	\$ 154
Avg. Front End Gross	\$ 2,899	\$ 4,029	\$ 1,789
Avg. Finance Gross	\$ 1,454	\$ 1,473	\$ 1,586
PUVR	\$ 4,354	\$ 5,502	\$ 3,375
Total Gross (Units & PUVR)	\$ 870,705	\$ 698,799	\$ 141,752
GROI	169%	368%	90%
% with Trade	39%	39%	45%
Avg. Over/Under Allowance	1,309	1,576	972



46-60 days	61-90 days	90+ days
25	6	0
13%	3%	0%
100%	100%	#DIV/0!
50.7	67.7	#DIV/0!
\$ 35,108	\$ 38,540	#DIV/0!
90%	85%	#DIV/0!
\$ 414	\$ 523	#DIV/0!
\$ 365	\$ (2,704)	#DIV/0!
\$ 1,185	\$ 1,272	#DIV/0!
\$ 1,550	\$ (1,433)	#DIV/0!
\$ 38,750	\$ (8,596)	#DIV/0!
31%	-20%	#DIV/0!
24%	33%	#DIV/0!
1,080	-1,000	#DIV/0!