

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
ALVIN SANTANA	ANTHONY SOUBASIS	SHEILA BROZOMATI
BRIAN DUDLEY	ANDRE LIMA	DON CARUBBE
DOUG RAMEY	MURAD BOQOTER	KVIN CRIBBS
JAMES HOLSTEN	PETER PICKNEY	ED GOWSKI
RON WORDEN		ARBEN KABASHI
		JAKELEE PANETTIERE
		CHRIS PERKINS
		DANIEL RANSOM
		BRADLEY RHATTIGAN
		TAMMY RIVERA
		YANA SIMON
		JIM WILSON
		SANDY YOUNGMAN
		JAY WARNOCK
		TARAH MEYEROWITZ
		KANEM CORBURN

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	JE037693	2018	HONDA	CIVIC	57	Trade on New	NO	\$ 20,600	\$ 20,600	90%	\$1,340	\$0
2	BG702798	2011	HONDA	CRV	66	Trade on New	NO	\$ 8,500	\$ 8,390	89%	(\$716)	\$0
3	NE008206A	2014	HONDA	ODYSSEY	13	Trade on New	NO	\$ 20,993	\$ 20,993	106%	\$1,427	\$884
4	HR730189	2017	Chrysler	PACIFICA	58	Trade on New	NO	\$ 26,500	\$ 25,875	89%	(\$588)	\$938
5	LB006436	2020	HONDA	PILOT	82	Trade on New	YES	\$ 35,400	\$ 35,400	92%	(\$617)	\$2,972
6	D6433466	2013	Chevrolet	Equinox	23	Trade on New	NO	\$ 16,992	\$ 16,545	110%	\$303	\$0
7	CPH210026A	2011	HONDA	ELEMENT	7	Trade on New	NO	\$ 14,341	\$ 13,760	97%	\$3,002	\$700
8	DE083827	2013	HONDA	CIVIC	28	Trade on New	NO	\$ 8,274	\$ 8,274	86%	(\$466)	\$0
9	CPH000000S	2000	HONDA	ACCORD	49	Trade on New	NO	\$ 7,935	\$ 7,941	205%	\$1,272	\$0
10	MA115453A	2005	Hyundai	SONATA	14	Trade on New	NO	\$ 4,991	\$ 4,816	113%	\$1,122	\$0
11	CPH140000S	2014	Buick	REGAL	14	Trade on New	NO	\$ 17,337	\$ 17,941	103%	\$903	\$1,381
12	DA116317	2013	HONDA	ACCORD	48	Trade on New	NO	\$ 14,974	\$ 14,974	90%	\$427	\$2,803
13	ML010488A	2014	HONDA	CRV	14	Trade on New	NO	\$ 16,841	\$ 16,841	100%	\$1,210	\$1,263
14	9A0295510	2009	HONDA	ACCORD	22	Trade on New	No	\$ 8,752	\$ 8,752	88%	(\$336)	\$974
15	BA052948	2011	HONDA	ACCORD	35	Trade on New	NO	\$ 11,500	\$ 8,959	100%	(\$1,330)	\$0
16	JA046543	2018	HONDA	ACCORD	53	Trade on New	YES	\$ 22,374	\$ 22,374	95%	(\$218)	\$3,884
17	KW522263A	2018	HONDA	ACCORD	25	Street/Curb Buy	YES	\$ 25,375	\$ 25,375	101%	(\$1,757)	\$2,182
18	CPH220044A	2013	FORD	ESCAPE	12	Trade on New	NO	\$ 14,800	\$ 14,800	103%	\$280	\$11,500
19	CPH220044A	2007	NISSAN	VERSA	9	Trade on New	NO	\$ 5,941	\$ 5,941	115%	\$1,147	\$0
20	KG705857	2019	HONDA	HRV	34	Trade on New	YES	\$ 21,663	\$ 21,852	94%	\$686	\$893
21	BE020122	2011	HONDA	CIVIC	8	Trade on New	NO	\$ 9,441	\$ 9,241	81%	\$179	\$0
22	G1104257	2016	Chevrolet	COLORADO	47	Trade on New	NO	\$ 22,374	\$ 22,374	93%	\$582	\$0
23	MA031765A	2019	HONDA	ACCORD	13	Trade on New	YES	\$ 30,991	\$ 30,941	98%	\$1,784	\$2,707
24	NL004937A	2010	HONDA	FIT	11	Trade on New	NO	\$ 9,941	\$ 9,941	101%	\$1,675	\$240
25	GD794295	2016	JEEP	PATRIOT	49	Trade on Used	NO	\$ 14,674	\$ 11,254	98%	(\$326)	\$260
26	CPH30000S	2003	HONDA	ACCORD	8	Trade on Used	NO	\$ 7,941	\$ 7,941	115%	\$852	\$0
27	CPH180012P	2018	HONDA	CRV	10	Street/Curb Buy	YES	\$ 27,359	\$ 27,359	105%	\$1,450	\$2,776
28	ME023948A	2015	HONDA	ODYSSEY	8	Trade on New	NO	\$ 22,941	\$ 22,626	98%	\$1,293	\$200

29	EW606105	2014	NISSAN	ROGUE	48	Trade on Used	NO	\$ 11,741	\$ 10,131	87%	(\$620)	\$2,041
30	NM721566A	2019	HONDA	CIVIC	9	Trade on New	YES	\$ 22,541	\$ 22,541	96%	\$537	\$0
31	NA001239A	2015	Chevrolet	CAMARO	24	Trade on New	NO	\$ 19,257	\$ 18,827	100%	\$1,301	\$2,310
32	9H528236	2009	HONDA	CIVIC	36	Trade on New	NO	\$ 8,963	\$ 8,963	99%	(\$183)	\$0
33	GS501128	2016	CADILLAC	SRX	65	Trade on Used	NO	\$ 18,500	\$ 18,400	87%	(\$892)	\$828
34	CPH130000S	2013	FORD	ESCAPE	16	Trade on New	NO	\$ 14,041	\$ 14,041	102%	\$128	\$2,264
35	LA006593A	2019	TOYOTA	CHR	21	Trade on Used	NO	\$ 24,352	\$ 24,352	101%	\$1,059	\$3,068
36	CH477656	2012	Hyundai	SONATA	21	Trade on New	NO	\$ 10,841	\$ 10,841	78%	\$1,377	\$100
37	CPH210032A	2011	HONDA	ODYSSEY	8	Trade on New	NO	\$ 14,521	\$ 14,100	107%	(\$555)	\$1,256
38	NM714603B	2005	Hyundai	TUSCON	10	Trade on Used	NO	\$ 5,841	\$ 5,841	92%	\$1,089	\$100
39	CC004619	2012	HONDA	FIT	19	Trade on New	NO	\$ 15,852	\$ 15,296	105%	\$900	\$400
40	65108296	2006	FORD	MUSTANG	34	Trade on Used	NO	\$ 13,750	\$ 13,750	99%	\$153	\$0
41	KC625978	2019	JEEP	GRAND CHERO	33	Trade on New	NO	\$ 33,963	\$ 32,038	96%	(\$1,199)	\$1,402
42	CPH130004S	2013	HONDA	FIT	11	Trade on New	NO	\$ 14,941	\$ 14,192	98%	(\$354)	\$1,188
43	JR217303	2018	Chrysler	PACIFICA	51	Trade on New	YES	\$ 26,200	\$ 25,400	97%	(\$782)	\$3,158
44	FA007291	2015	HONDA	ACCORD	51	Trade on New	NO	\$ 18,974	\$ 18,259	99%	(\$883)	\$0
45	CPH22011A	2020	HONDA	ODYSSEY	8	Street/Curb Buy	YES	\$ 41,981	\$ 41,981	102%	\$1,085	\$1,401
46	CPH220045A	2019	HONDA	CRV	16	Trade on New	YES	\$ 26,991	\$ 26,991	98%	\$4,353	\$2,721
47	CPH220051A	2019	HONDA	CRV	13	Trade on New	YES	\$ 28,800	\$ 28,800	97%	\$2,387	\$2,066
48	KG713010	2019	HONDA	HRV	32	Trade on New	YES	\$ 24,250	\$ 24,250	13%	\$2,433	\$0
49	GBC56418	2016	FORD	EDGE	38	Trade on New	NO	\$ 27,563	\$ 27,341	97%	(\$260)	\$304
50	CPH190012P	2019	HONDA	CIVIC	19	Trade on New	YES	\$ 21,952	\$ 21,391	96%	\$4,562	\$1,009
51	JB18131	2018	HONDA	PILOT	68	Trade on New	YES	\$ 30,900	\$ 30,900	93%	(\$717)	\$2,761
52	CPH220081A	2014	HONDA	PILOT	16	Trade on Used	NO	\$ 19,500	\$ 18,666	99%	\$1,498	\$1,594
53	NE008206AA	2021	FORD	TRANSIT	23	Trade on Used	NO	\$ 32,765	\$ 32,365	97%	\$698	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	36%
Total # Retail Units	200
Avg. Days to Sale	27.5
Avg. Advertised Price (Time of Sale)	\$ 22,506
Avg. Transaction Price	\$ 22,335
Avg. Market Price at 100%	\$ 23,177
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 171
Avg. Front-End Gross	\$ 548
Avg. Finance Gross	\$ 1,382
PUVR	\$ 1,929
Total Gross (Units & PUVR)	\$ 385,872
GROI	113%
% with Trade	38%
Avg. Over/Under Allowance	\$241



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	ALVIN SANTANA	BRIAN DUDLEY
% Retailed of Non-New Franchise	36%	27%	45%
Total # Retail Units	200	48	11
Avg. Days to Sale	27.5	24.9	25.6
Avg. Advertised Price (Time of Sale)	\$ 22,506	\$ 23,319	\$ 17,001
Avg. Transaction Price	\$ 22,335	\$ 23,809	\$ 17,002
Avg. Market Price at 100%	\$ 23,177	\$ 24,113	\$ 17,935
Avg. Price to Market % (Time of Sale)	97%	97%	95%
Avg. Transaction to Market	96%	99%	95%
Avg. Transactional Discount	\$ 171	\$ (490)	\$ (1)
Avg. Front-End Gross	\$ 548	\$ 640	\$ 495
Avg. Finance Gross	\$ 1,382	\$ 1,644	\$ 1,329
PUVR	\$ 1,929	\$ 2,284	\$ 1,824
Total Gross (Units & PUVR)	\$ 385,872	\$ 109,630	\$ 20,064
GROI	113%	138%	151%
% with Trade	38%	40%	0%
Avg. Over/Under Allowance	241	376	0



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DOUG RAMEY	JAMES HOLSTEN	RON WORDEN	
38%	32%	53%	#DIV/0!
85	37	19	0
28.6	27.8	29.5	#DIV/0!
\$ 22,606	\$ 23,258	\$ 21,728	#DIV/0!
\$ 22,308	\$ 22,580	\$ 21,345	#DIV/0!
\$ 27,793	\$ 24,234	\$ 21,982	#DIV/0!
81%	96%	99%	#DIV/0!
80%	93%	97%	#DIV/0!
\$ 299	\$ 678	\$ 383	#DIV/0!
\$ 685	\$ 556	\$ (286)	#DIV/0!
\$ 1,406	\$ 1,142	\$ 1,107	#DIV/0!
\$ 2,091	\$ 1,698	\$ 821	#DIV/0!
\$ 177,755	\$ 62,818	\$ 15,605	#DIV/0!
118%	98%	47%	#DIV/0!
42%	43%	26%	#DIV/0!
169	434	-13	#DIV/0!

Scoreboard

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Sales Consultant	Totals	KANEM CORBURN	DON CARUBBE
% Retailed of Non-New Franchise	36%	50%	67%
Total # Retail Units	200	8	6
Avg. Days to Sale	27.5	42.4	26.8
Avg. Advertised Price (Time of Sale)	\$ 22,506	\$ 19,849	\$ 18,194
Avg. Transaction Price	\$ 22,335	\$ 19,513	\$ 18,016
Avg. Market Price at 100%	\$ 23,177	\$ 20,957	\$ 18,548
Avg. Price to Market % (Time of Sale)	97%	95%	98%
Avg. Transaction to Market	96%	93%	97%
Avg. Transactional Discount	\$ 171	\$ 336	\$ 178
Avg. Front-End Gross	\$ 548	\$ 705	\$ 130
Avg. Finance Gross	\$ 1,382	\$ 979	\$ 1,888
PUVR	\$ 1,929	\$ 1,684	\$ 2,018
Total Gross (Units & PUVR)	\$ 385,872	\$ 13,472	\$ 12,105
GROI	113%	73%	150%
% with Trade	38%	38%	33%
Avg. Over/Under Allowance	241	-69	0



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ED GOWSKI	ED GOWSKI	ARBEN KABASHI	JAKELEE PANETTIER
20%	20%	39%	20%
10	10	23	10
24.4	24.4	27.2	26.1
\$ 21,806	\$ 21,806	\$ 21,731	\$ 23,204
\$ 21,666	\$ 21,666	\$ 21,252	\$ 22,910
\$ 21,890	\$ 21,890	\$ 22,694	\$ 24,023
100%	100%	96%	97%
99%	99%	94%	95%
\$ 139	\$ 139	\$ 478	\$ 293
\$ 1,097	\$ 1,097	\$ 946	\$ 226
\$ 1,871	\$ 1,871	\$ 1,181	\$ 2,016
\$ 2,968	\$ 2,968	\$ 2,127	\$ 2,241
\$ 29,678	\$ 29,678	\$ 48,932	\$ 22,413
202%	202%	133%	135%
50%	50%	43%	30%
355	355	457	25

CHRIS PERKINS	DANIEL RANSOM	BRADLEY RHATTIG	TAMMY RIVERA
25%	32%	23%	33%
12	19	13	15
23.0	20.3	33.2	21.3
\$ 23,883	\$ 22,999	\$ 24,078	\$ 20,998
\$ 28,550	\$ 21,532	\$ 23,917	\$ 20,730
\$ 24,314	\$ 35,123	\$ 24,654	\$ 21,561
98%	65%	98%	97%
117%	61%	97%	96%
\$ (4,667)	\$ 1,467	\$ 161	\$ 268
\$ 1,075	\$ 652	\$ 494	\$ 437
\$ 1,247	\$ 1,403	\$ 1,140	\$ 1,026
\$ 2,322	\$ 2,055	\$ 1,634	\$ 1,463
\$ 27,863	\$ 39,052	\$ 21,244	\$ 21,944
127%	169%	74%	119%
33%	37%	23%	27%
228	386	38	143

YANA SIMON	JIM WILSON	SANDY YOUNGMAI	JAY WARNOCK
55%	48%	39%	67%
11	21	18	9
23.5	28.6	31.3	33.6
\$ 21,686	\$ 27,773	\$ 21,066	\$ 15,476
\$ 21,449	\$ 27,263	\$ 20,714	\$ 15,021
\$ 23,296	\$ 36,777	\$ 21,546	\$ 16,089
93%	76%	98%	96%
92%	74%	96%	93%
\$ 237	\$ 510	\$ 351	\$ 455
\$ 1,216	\$ 636	\$ 385	\$ (353)
\$ 1,566	\$ 957	\$ 1,450	\$ 797
\$ 2,782	\$ 1,592	\$ 1,835	\$ 443
\$ 30,599	\$ 33,437	\$ 33,031	\$ 3,989
199%	73%	102%	32%
36%	33%	44%	44%
218	300	286	132

TARAH MEYEROWITZ			
22%	#DIV/0!	#DIV/0!	#DIV/0!
9	0	0	0
28.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,578	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,663	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,154	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 915	#DIV/0!	#DIV/0!	#DIV/0!
\$ 68	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,478	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,545	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,909	#DIV/0!	#DIV/0!	#DIV/0!
136%	#DIV/0!	#DIV/0!	#DIV/0!
56%	#DIV/0!	#DIV/0!	#DIV/0!
528	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	ANTHONY SOU	ANDRE LIMA
% Retailed of Non-New Franchise	36%	36%	34%
Total # Retail Units	200	56	70
Avg. Days to Sale	27.5	26.8	25.5
Avg. Advertised Price (Time of Sale)	\$ 22,506	\$ 22,844	\$ 21,003
Avg. Transaction Price	\$ 22,335	\$ 22,001	\$ 21,559
Avg. Market Price at 100%	\$ 23,177	\$ 26,480	\$ 21,660
Avg. Price to Market % (Time of Sale)	97%	86%	97%
Avg. Transaction to Market	96%	83%	100%
Avg. Transactional Discount	\$ 171	\$ 843	\$ (556)
Avg. Front-End Gross	\$ 548	\$ 334	\$ 483
Avg. Finance Gross	\$ 1,382	\$ 1,190	\$ 1,548
PUVR	\$ 1,929	\$ 1,524	\$ 2,031
Total Gross (Units & PUVR)	\$ 385,872	\$ 85,339	\$ 142,173
GROI	113%	93%	133%
% with Trade	38%	0%	0%
Avg. Over/Under Allowance	241	120	233



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MURAD BOQOT		PETER PICKNEY			
40%		27%		#DIV/0!	#DIV/0!
63		11		0	0
29.4		32.8		#DIV/0!	#DIV/0!
\$ 24,876		\$ 16,781		#DIV/0!	#DIV/0!
\$ 24,470		\$ 16,746		#DIV/0!	#DIV/0!
\$ 29,188		\$ 17,596		#DIV/0!	#DIV/0!
85%		95%		#DIV/0!	#DIV/0!
84%		95%		#DIV/0!	#DIV/0!
\$ 406		\$ 35		#DIV/0!	#DIV/0!
\$ 822		\$ 474		#DIV/0!	#DIV/0!
\$ 1,461		\$ 844		#DIV/0!	#DIV/0!
\$ 2,283		\$ 1,319		#DIV/0!	#DIV/0!
\$ 143,852		\$ 14,508		#DIV/0!	#DIV/0!
114%		86%		#DIV/0!	#DIV/0!
0%		0%		#DIV/0!	#DIV/0!
394		27		#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	75	125
Avg. Days to Sale	27.5	27.5	27.5
Avg. Advertised Price (Time of Sale)	\$ 22,506	\$ 28,631	\$ 18,933
Avg. Transaction Price	\$ 22,335	\$ 28,005	\$ 18,933
Avg. Market Price at 100%	\$ 23,177	\$ 34,625	\$ 19,476
Avg. Price to Market % (Time of Sale)	97%	83%	97%
Avg. Transaction to Market	96%	81%	97%
Avg. Transactional Discount	\$ 171	\$ 627	\$ (102)
Avg. Front-End Gross	\$ 548	\$ 1,066	\$ 236
Avg. Finance Gross	\$ 1,382	\$ 1,816	\$ 1,121
PUVR	\$ 1,929	\$ 2,883	\$ 1,357
Total Gross (Units & PUVR)	\$ 385,872	\$ 216,215	\$ 169,657
GROI	113%	135%	94%
% with Trade	38%	51%	30%
Avg. Over/Under Allowance	241	382	157



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	128	72
Avg. Days to Sale	27.5	27.2	28.1
Avg. Advertised Price (Time of Sale)	\$ 22,506	\$ 23,300	\$ 21,553
Avg. Transaction Price	\$ 22,335	\$ 22,775	\$ 21,553
Avg. Market Price at 100%	\$ 23,177	\$ 26,880	\$ 22,094
Avg. Price to Market % (Time of Sale)	97%	87%	98%
Avg. Transaction to Market	96%	85%	98%
Avg. Transactional Discount	\$ 171	\$ 525	\$ (457)
Avg. Front-End Gross	\$ 548	\$ 673	\$ 325
Avg. Finance Gross	\$ 1,382	\$ 1,435	\$ 1,288
PUVR	\$ 1,929	\$ 2,107	\$ 1,613
Total Gross (Units & PUVR)	\$ 385,872	\$ 269,757	\$ 116,115
GROI	113%	123%	96%
% with Trade	38%	30%	53%
Avg. Over/Under Allowance	241	264	201



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	150	40
% of Retail Units	100%	75%	20%
% Retailed of Non-New Franchise	36%	28%	68%
Avg. Days to Sale	27.5	27.8	27.8
Avg. Transaction Price	\$ 22,335	\$ 23,290	\$ 17,093
Avg. Transaction to Market %	96%	96%	95%
Avg. Transactional Discount	\$ 171	\$ 107	\$ 405
Avg. Front End Gross	\$ 548	\$ 561	\$ 313
Avg. Finance Gross	\$ 1,382	\$ 1,383	\$ 1,136
PUVR	\$ 1,929	\$ 1,944	\$ 1,448
Total Gross (Units & PUVR)	\$ 385,872	\$ 291,532	\$ 57,928
GROI	113%	108%	110%
% with Trade	38%	38%	33%
Avg. Over/Under Allowance	241	229	201



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	0	0	0
5%	0%	0%	0%
30%	#DIV/0!	#DIV/0!	#DIV/0!
22.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,978	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 205	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,294	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,348	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,641	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,412	#DIV/0!	#DIV/0!	#DIV/0!
202%	#DIV/0!	#DIV/0!	#DIV/0!
60%	#DIV/0!	#DIV/0!	#DIV/0!
589	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	125	33
% of Retail Units	100%	63%	17%
% Retailed of Non-New Franchise	36%	37%	27%
Avg. Days to Sale	27.5	15.3	36.7
Avg. Transaction Price	\$ 22,335	\$ 22,835	\$ 21,280
Avg. Transaction to Market %	96%	98%	92%
Avg. Transactional Discount	\$ 171	\$ (37)	\$ 361
Avg. Front End Gross	\$ 548	\$ 819	\$ 858
Avg. Finance Gross	\$ 1,382	\$ 1,443	\$ 1,353
PUVR	\$ 1,929	\$ 2,262	\$ 2,212
Total Gross (Units & PUVR)	\$ 385,872	\$ 282,795	\$ 72,981
GROI	113%	233%	102%
% with Trade	38%	38%	55%
Avg. Over/Under Allowance	241	200	574



46-60 days	61-90 days	90+ days
29	13	0
15%	7%	0%
34%	54%	#DIV/0!
51.5	67.8	#DIV/0!
\$ 19,730	\$ 26,014	#DIV/0!
96%	86%	#DIV/0!
\$ 670	\$ 582	#DIV/0!
\$ (471)	\$ (579)	#DIV/0!
\$ 1,267	\$ 1,118	#DIV/0!
\$ 796	\$ 539	#DIV/0!
\$ 23,086	\$ 7,010	#DIV/0!
28%	11%	#DIV/0!
24%	31%	#DIV/0!
52	212	#DIV/0!