

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Erik Nielsen	Miguel Rios	David Mehr
Leonardo Cappo		Geoff Jones
Lease Buyout		Mark Cross
		Dale Freeman
		Jeff Simmons
		Lease Buy Out

Pre-Work VO1 Week 4 Pre-OW

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock#	Year	Make	Model	in	Acquisition Source	CPO	Brand as	Price (Time	Transacti	Market %	End	Finance	Salesperson	DESK Manager	Finance Manager	Trade	Under Allowan
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	Yes	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	C21409A	2014	Ford	Fusion	83	Trade on New	No	No	\$ 11,435	\$ 11,435	89%	\$2,010	\$2,134	Mark Cross	Erik Nielsen	Miguel Rios	Yes	\$0
2	61616A	2015	Chevrolet	Equinox	38	Auction/Wholesale	No	Yes	\$ 19,998	\$ 19,998	99%	\$988	\$0	Mark Cross	Erik Nielsen	Miguel Rios	No	
3	61626A	2020	Chevrolet	Silverado	10	Auction/Wholesale	No	Yes	\$ 58,803	\$ 58,803	100%	\$4,589	\$493	David Mehr	Leonardo Cappelletti	Miguel Rios	Yes	\$0
4	61618A	2016	Chevrolet	Silverado	34	Auction/Wholesale	No	Yes	\$ 48,527	\$ 48,527	100%	\$3,229	\$869	David Mehr	Leonardo Cappelletti	Miguel Rios	No	
5	c22074a	2015	GMC	Sierra	87	Trade on New	No	No	\$ 28,977	\$ 28,977	92%	(\$80)	\$1,536	David Mehr	Erik Nielsen	Miguel Rios	No	
6	61606a	2019	Chevrolet	Equinox	29	Auction/Wholesale	No	Yes	\$ 25,334	\$ 25,334	106%	(\$1,467)	\$2,198	David Mehr	Erik Nielsen	Miguel Rios	Yes	\$0
7	c22057a	2016	Chevrolet	Malibu	6	Trade on New	No	Yes	\$ 16,639	\$ 16,639	100%	\$2,696	\$690	David Mehr	Leonardo Cappelletti	Miguel Rios	No	
8	61641a	2016	Chevrolet	Express	6	Street/Curb Buy	No	Yes	\$ 31,500	\$ 31,500	99%	\$7,527	\$0	Geoff Jones	Erik Nielsen	Miguel Rios	No	
9	61642a	2019	Chevrolet	equinox	1	LBO Customer	No	Yes	\$ 17,225	\$ 17,225	65%	\$0	\$221	Lease Buy Out	Lease Buyout	Miguel Rios	No	
10	61634a	2018	Chevrolet	volt	1	LBO Customer	No	Yes	\$ 17,749	\$ 17,749	79%	\$0	\$311	Lease Buy Out	Lease Buyout	Miguel Rios	No	
11	61643a	2019	Chevrolet	equinox	1	LBO Customer	No	Yes	\$ 18,031	\$ 18,031	69%	\$0	\$387	Lease Buy Out	Lease Buyout	Miguel Rios	No	
12	61646a	2019	Chevrolet	traverse	1	LBO Customer	No	Yes	\$ 31,380	\$ 31,380	66%	\$0	\$2,152	Lease Buy Out	Lease Buyout	Miguel Rios	No	
13	21305a	2016	Subaru	wrx	211	Trade on Used	No	No	\$ 27,555	\$ 27,555	84%	\$721	\$1,607	Mark Cross	Leonardo Cappelletti	Miguel Rios	No	
14	61600a	2018	Chevrolet	traverse	27	Street/Curb Buy	No	Yes	\$ 37,709	\$ 37,709	100%	\$2,713	\$3,171	David Mehr	Erik Nielsen	Miguel Rios	No	
15	21181a	2017	Chevrolet	Silverado	33	Trade on New	No	Yes	\$ 29,944	\$ 29,944	92%	\$1,876	\$0	David Mehr	Leonardo Cappelletti	Miguel Rios	No	
16	61580a	2020	Chevrolet	silverado	92	Street/Curb Buy	No	Yes	\$ 38,971	\$ 38,971	95%	\$809	\$1,196	David Mehr	Leonardo Cappelletti	Miguel Rios	No	
17	c22029a	2019	Chevrolet	equinox	26	Trade on New	No	Yes	\$ 29,933	\$ 29,933	99%	\$770	\$1,317	Geoff Jones	Erik Nielsen	Miguel Rios	Yes	\$0
18	c22063a	2017	Chevrolet	silverado	17	Trade on New	No	Yes	\$ 39,376	\$ 39,376	103%	\$1,164	\$724	Geoff Jones	Erik Nielsen	Miguel Rios	Yes	\$0
19	c22079a	2018	Chevrolet	equinox	29	Trade on New	No	Yes	\$ 25,890	\$ 25,890	99%	\$3,044	\$1,168	Jeff Simmons	Leonardo Cappelletti	Miguel Rios	No	
20	61625a	2019	Chevrolet	tahoe	1	LBO Customer	No	Yes	\$ 41,100	\$ 41,100	61%	\$0	\$3,511	Lease Buy Out	Lease Buyout	Miguel Rios	No	
21	61628a	2018	Mazda	mazda3	1	Other	No	No	\$ 20,191	\$ 20,191	97%	\$1,000	\$994	Mark Cross	Erik Nielsen	Miguel Rios	Yes	\$0
22	C22017a	2018	Chevrolet	Trax	2	Trade on New	No	Yes	\$ 21,700	\$ 21,700	101%	\$2,446	\$2,157	Mark Cross	Erik Nielsen	Miguel Rios	Yes	\$0
23	61622a	2017	Chrysler	Pacifica	45	Street/Curb Buy	No	No	\$ 23,387	\$ 23,387	102%	\$600	\$3,111	David Mehr	Erik Nielsen	Miguel Rios	Yes	\$0
24	61541A	2019	Dodge	Grand Caravan	9	Auction/Wholesale	No	No	\$ 26,159	\$ 26,159	91%	\$2,792	\$1,409	Geoff Jones	Leonardo Cappelletti	Miguel Rios	Yes	(\$300)
25	61630A	2018	Chevrolet	Silverado	18	Auction/Wholesale	No	Yes	\$ 41,633	\$ 41,633	103%	(\$1,754)	\$718	David Mehr	Leonardo Cappelletti	Miguel Rios	Yes	\$0
26	61648A	2018	Chevrolet	Silverado	6	Street/Curb Buy	No	Yes	\$ 36,800	\$ 36,800	100%	\$3,275	\$0	Dale Freeman	Erik Nielsen	Miguel Rios	No	
27	C22051A	2022	Chevrolet	Equinox	107	Trade on New	No	Yes	\$ 35,912	\$ 35,912	101%	\$439	\$3,797	Geoff Jones	Leonardo Cappelletti	Miguel Rios	No	
28	61650A	2015	Chevrolet	Volt	1	LBO Customer	No	Yes	\$ 16,653	\$ 16,653	100%	\$0	\$1,573	David Mehr	Erik Nielsen	Miguel Rios	No	
29	61655a	2018	Honda	CRV	1	Other	No	No	\$ 27,874	\$ 27,874	100%	\$438	\$1,729	Mark Cross	Erik Nielsen	Miguel Rios	Yes	\$0
30	61563A	2018	Chevrolet	Traverse	156	Street/Curb Buy	No	Yes	\$ 39,270	\$ 39,270	107%	(\$958)	\$1,921	Mark Cross	Erik Nielsen	Miguel Rios	No	
31	C22053a	2018	Chevrolet	Volt	92	Trade on New	No	Yes	\$ 21,262	\$ 21,262	94%	\$346	\$406	Mark Cross	Erik Nielsen	Miguel Rios	Yes	\$0
32	C21379A	2018	Ford	F-150	61	Trade on New	No	No	\$ 37,333	\$ 37,333	91%	\$1,823	\$2,270	Geoff Jones	Erik Nielsen	Miguel Rios	Yes	(\$1,000)
33	61620A	2016	Chevrolet	Malibu	60	Auction/Wholesale	No	Yes	\$ 19,811	\$ 19,811	98%	(\$1,427)	\$2,659	Geoff Jones	Erik Nielsen	Miguel Rios	Yes	\$0
34	C21383B	2017	Chevrolet	City Express	13	Trade on New	No	Yes	\$ 16,605	\$ 16,605	93%	\$864	\$432	Geoff Jones	Erik Nielsen	Miguel Rios	No	
35	61656A	2017	Ford	F-150	11	Street/Curb Buy	No	No	\$ 26,922	\$ 26,922	99%	\$4,380	\$100	David Mehr	Erik Nielsen	Miguel Rios	No	
36	61559A	2016	Chevrolet	Trax		Auction/Wholesale	No	Yes	\$ 16,605	\$ 16,605	91%	\$2,251	\$1,359	Geoff Jones	Erik Nielsen	Miguel Rios	No	
37	61595A	2016	Chevrolet	Equinox	99	Auction/Wholesale	No	Yes	\$ 18,652	\$ 18,352	107%	(\$3,396)	\$3,149	David Mehr	Leonardo Cappelletti	Miguel Rios	No	
38	61661A	2019	Chevrolet	Malibu	6	LBO Customer	No	Yes	\$ 11,518	\$ 11,518	54%	\$0	\$290	Lease Buy Out	Lease Buyout	Miguel Rios	No	
39	C21379B	2019	Chevrolet	Silverado	9	Trade on Used	No	Yes	\$ 37,555	\$ 37,555	98%	(\$281)	\$959	Geoff Jones	Leonardo Cappelletti	Miguel Rios	Yes	\$0
40	C22026A	2018	Chevrolet	Equinox	16	Trade on New	No	Yes	\$ 25,272	\$ 25,272	100%	\$1,682	\$0	Jeff Simmons	Leonardo Cappelletti	Miguel Rios	No	
41	61663A	2021	Chevrolet	Colorado	9	Street/Curb Buy	No	No	\$ 37,179	\$ 37,179	100%	\$1,594	\$262	Jeff Simmons	Erik Nielsen	Miguel Rios	No	
42	C22172A	2015	Chevrolet	2500	5	Trade on New	No	Yes	\$ 29,912	\$ 29,912	93%	\$4,067	\$1,524	Geoff Jones	Erik Nielsen	Miguel Rios	No	
43	61649A	2019	Chevrolet	Trax	19	Street/Curb Buy	No	No	\$ 21,635	\$ 21,635	99%	\$883	\$2,532	David Mehr	Erik Nielsen	Miguel Rios	No	
44	C22139A	2019	Chevrolet	Trax	17	Trade on New	No	Yes	\$ 21,833	\$ 21,833	99%	\$2,265	\$1,307	David Mehr	Erik Nielsen	Miguel Rios	No	
45	61579A	2018	Chevrolet	Colorado	129	Auction/Wholesale	No	No	\$ 35,598	\$ 35,598	100%	\$178	\$194	David Mehr	Erik Nielsen	Miguel Rios	Yes	
46	C22092a	2019	Chevrolet	1500	39	Trade on New	No	Yes	\$ 38,855	\$ 38,855	98%	\$4,149	\$3,190	David Mehr	Erik Nielsen	Miguel Rios	No	
47	C22071A	2019	Chevrolet	Equinox	15	Trade on New	No	Yes	\$ 24,494	\$ 24,494	99%	\$971	\$3,083	David Mehr	Erik Nielsen	Miguel Rios	No	

Scoreboard Totals

% Retailed of Non-Franchise Make	29%
Total # Retail Units	49
Avg. Days to Sale	38.3
Avg. Advertised Price (Time of Sale)	\$ 28,341
Avg. Transaction Price	\$ 28,335
Avg. Market Price at 100%	\$ 30,131
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 6
Avg. Front-End Gross	\$ 1,420
Avg. Finance Gross	\$ 1,323
PUVR	\$ 2,743
Total Gross (Units & PUVR)	\$ 134,413
GROI	91%
% with Trade	37%
Avg. Over/Under Allowance	(\$50)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Erik Nielsen	Leonardo Cappelletti
% Retailed of Non-New Franchise	29%	40%	15%
Total # Retail Units	49	30	13
Avg. Days to Sale	38.3	39.8	51.8
Avg. Advertised Price (Time of Sale)	\$ 28,341	\$ 27,340	\$ 33,193
Avg. Transaction Price	\$ 28,335	\$ 27,340	\$ 33,170
Avg. Market Price at 100%	\$ 30,131	\$ 27,769	\$ 34,019
Avg. Price to Market % (Time of Sale)	94%	98%	98%
Avg. Transaction to Market	94%	98%	98%
Avg. Transactional Discount	\$ 6	\$ -	\$ 23
Avg. Front-End Gross	\$ 1,420	\$ 1,772	\$ 1,265
Avg. Finance Gross	\$ 1,323	\$ 1,396	\$ 1,235
PUVR	\$ 2,743	\$ 3,168	\$ 2,500
Total Gross (Units & PUVR)	\$ 134,413	\$ 95,040	\$ 32,501
GROI	91%	105%	52%
% with Trade	37%	47%	31%
Avg. Over/Under Allowance	-50	-43	-75



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

Lease Buyout			
0%	#DIV/0!	#DIV/0!	#DIV/0!
6	0	0	0
1.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,834	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,834	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,225	#DIV/0!	#DIV/0!	#DIV/0!
65%	#DIV/0!	#DIV/0!	#DIV/0!
65%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,145	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,145	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,871	#DIV/0!	#DIV/0!	#DIV/0!
985%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	David Mehr	Geoff Jones	Mark Cross
% Retailed of Non-New Franchise	29%	28%	18%	60%
Total # Retail Units	49	18	11	10
Avg. Days to Sale	38.3	39.5	31.3	74.2
Avg. Advertised Price (Time of Sale)	\$ 28,341	\$ 30,809	\$ 29,155	\$ 25,131
Avg. Transaction Price	\$ 28,335	\$ 30,793	\$ 29,155	\$ 25,131
Avg. Market Price at 100%	\$ 30,131	\$ 31,065	\$ 30,219	\$ 25,833
Avg. Price to Market % (Time of Sale)	94%	99%	96%	97%
Avg. Transaction to Market	94%	99%	96%	97%
Avg. Transactional Discount	\$ 6	\$ 17	\$ -	\$ -
Avg. Front-End Gross	\$ 1,420	\$ 1,258	\$ 1,817	\$ 1,738
Avg. Finance Gross	\$ 1,323	\$ 1,617	\$ 1,495	\$ 1,095
PUVR	\$ 2,743	\$ 2,875	\$ 3,313	\$ 2,832
Total Gross (Units & PUVR)	\$ 134,413	\$ 51,752	\$ 36,439	\$ 28,325
GROI	91%	85%	131%	55%
% with Trade	37%	28%	55%	70%
Avg. Over/Under Allowance	-50	0	-217	63



Select your staff member for each column.)

Dale Freeman	Jeff Simmons	Lease Buy Out			
0%	33%	0%	#DIV/0!	#DIV/0!	#DIV/0!
1	3	6	0	0	0
6.0	18.0	1.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,800	\$ 29,447	\$ 22,834	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,800	\$ 29,447	\$ 22,834	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,800	\$ 29,534	\$ 35,225	#DIV/0!	#DIV/0!	#DIV/0!
100%	100%	65%	#DIV/0!	#DIV/0!	#DIV/0!
100%	100%	65%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,275	\$ 2,107	\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	\$ 477	\$ 1,145	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,275	\$ 2,583	\$ 1,145	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,275	\$ 7,750	\$ 6,871	#DIV/0!	#DIV/0!	#DIV/0!
534%	175%	985%	#DIV/0!	#DIV/0!	#DIV/0!
0%	0%	0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Miguel Rios		
% Retailed of Non-New Franchise	29%	29%	#DIV/0!	#DIV/0!
Total # Retail Units	49	49	0	0
Avg. Days to Sale	38.3	38.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 28,341	\$ 28,341	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 28,335	\$ 28,335	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 30,131	\$ 30,340	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	93%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	93%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 6	\$ 6	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,420	\$ 1,420	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,323	\$ 1,323	#DIV/0!	#DIV/0!
PUVR	\$ 2,743	\$ 2,743	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 134,413	\$ 134,413	#DIV/0!	#DIV/0!
GROI	91%	91%	#DIV/0!	#DIV/0!
% with Trade	37%	0%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-50	-50	#DIV/0!	#DIV/0!



Scoreboard



CPO	Totals	Yes	No
Total # Retail Units	49	0	49
Avg. Days to Sale	38.3	#DIV/0!	38.3
Avg. Advertised Price (Time of Sale)	\$ 28,341	#DIV/0!	\$ 28,335
Avg. Transaction Price	\$ 28,335	#DIV/0!	\$ 28,335
Avg. Market Price at 100%	\$ 30,131	#DIV/0!	\$ 30,340
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	93%
Avg. Transaction to Market	94%	#DIV/0!	93%
Avg. Transactional Discount	\$ 6	#DIV/0!	\$ 6
Avg. Front-End Gross	\$ 1,420	#DIV/0!	\$ 1,420
Avg. Finance Gross	\$ 1,323	#DIV/0!	\$ 1,323
PUVR	\$ 2,743	#DIV/0!	\$ 2,743
Total Gross (Units & PUVR)	\$ 134,413	#DIV/0!	\$ 134,413
GROI	91%	#DIV/0!	91%
% with Trade	37%	#DIV/0!	37%
Avg. Over/Under Allowance	-50	#DIV/0!	-50

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	49	35	14
Avg. Days to Sale	38.3	29.8	58.9
Avg. Advertised Price (Time of Sale)	\$ 28,341	\$ 28,641	\$ 27,590
Avg. Transaction Price	\$ 28,335	\$ 28,633	\$ 27,590
Avg. Market Price at 100%	\$ 30,131	\$ 30,952	\$ 28,810
Avg. Price to Market % (Time of Sale)	94%	93%	96%
Avg. Transaction to Market	94%	93%	96%
Avg. Transactional Discount	\$ 6	\$ 9	\$ -
Avg. Front-End Gross	\$ 1,420	\$ 1,225	\$ 1,909
Avg. Finance Gross	\$ 1,323	\$ 1,341	\$ 1,277
PUVR	\$ 2,743	\$ 2,566	\$ 3,186
Total Gross (Units & PUVR)	\$ 134,413	\$ 89,810	\$ 44,602
GROI	91%	108%	71%
% with Trade	37%	0%	129%
Avg. Over/Under Allowance	-50	0	-107



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	49	17	2
% of Retail Units	100%	35%	4%
% Retailed of Non-New Franchise	29%	18%	50%
Avg. Days to Sale	38.3	38.1	110.0
Avg. Transaction Price	\$ 28,335	\$ 26,787	\$ 32,555
Avg. Transaction to Market %	94%	97%	91%
Avg. Transactional Discount	\$ 6	\$ -	\$ -
Avg. Front End Gross	\$ 1,420	\$ 1,796	\$ 220
Avg. Finance Gross	\$ 1,323	\$ 1,514	\$ 1,283
PUVR	\$ 2,743	\$ 3,310	\$ 1,503
Total Gross (Units & PUVR)	\$ 134,413	\$ 56,270	\$ 3,005
GROI	91%	117%	15%
% with Trade	37%	35%	50%
Avg. Over/Under Allowance	-50	-167	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	11	0	7
20%	22%	0%	14%
50%	27%	#DIV/0!	0%
41.5	54.0	#DIV/0!	1.7
\$ 32,290	\$ 31,211	#DIV/0!	\$ 21,951
100%	99%	#DIV/0!	71%
\$ -	\$ 27	#DIV/0!	\$ -
\$ 3,183	\$ 488	#DIV/0!	\$ -
\$ 1,229	\$ 1,186	#DIV/0!	\$ 1,206
\$ 4,412	\$ 1,674	#DIV/0!	\$ 1,206
\$ 44,120	\$ 18,412	#DIV/0!	\$ 8,444
119%	36%	#DIV/0!	1154%
20%	64%	#DIV/0!	0%
222	-50	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	2
0%	0%	4%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 24,033
#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ 719
#DIV/0!	#DIV/0!	\$ 1,362
#DIV/0!	#DIV/0!	\$ 2,081
#DIV/0!	#DIV/0!	\$ 4,161
#DIV/0!	#DIV/0!	3117%
#DIV/0!	#DIV/0!	100%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	49	30	6
% of Retail Units	100%	61%	12%
% Retailed of Non-New Franchise	29%	20%	33%
Avg. Days to Sale	38.3	10.4	38.8
Avg. Transaction Price	\$ 28,335	\$ 27,820	\$ 31,706
Avg. Transaction to Market %	94%	92%	98%
Avg. Transactional Discount	\$ 6	\$ -	\$ -
Avg. Front End Gross	\$ 1,420	\$ 1,522	\$ 3,641
Avg. Finance Gross	\$ 1,323	\$ 1,180	\$ 1,195
PUVR	\$ 2,743	\$ 2,702	\$ 4,836
Total Gross (Units & PUVR)	\$ 134,413	\$ 81,071	\$ 29,016
GROI	91%	335%	141%
% with Trade	37%	33%	33%
Avg. Over/Under Allowance	-50	-30	222



46-60 days	61-90 days	90+ days
1	3	8
2%	6%	16%
0%	100%	38%
60.0	77.0	125.0
\$ 19,811	\$ 25,915	\$ 31,177
98%	91%	98%
\$ -	\$ -	\$ 38
\$ (1,427)	\$ 1,251	\$ (310)
\$ 2,659	\$ 1,980	\$ 1,534
\$ 1,232	\$ 3,231	\$ 1,224
\$ 1,232	\$ 9,693	\$ 9,791
37%	58%	11%
100%	67%	38%
0	-500	0