

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	TA003780	2015	Honda	ACCORD	1	Auction/Wholesale	No	\$ 22,750	\$ 22,750	102%	\$1,001	\$692
2	FF216024	2015	Chevrolet	MALIBU	8	Trade on Used	No	\$ 18,804	\$ 18,395	98%	(\$902)	\$1,935
3	MN819239	2021	Ram	1500	1	Loaner	NO	\$ 50,000	\$ 50,000	103%	\$5,737	\$0
4	PT604070	2016	Nissan	JUKE	39	Auction/Wholesale	NO	\$ 19,833	\$ 19,833	101%	(\$150)	\$3,566
5	LH239299	2020	Chrysler	300	58	Trade on Used	NO	\$ 29,549	\$ 29,549	96%	\$2,725	\$3,501
6	TF232154	2022	GMC	SIERRA 2500	1	Auction/Wholesale	NO	\$ 87,548	\$ 89,000	107%	\$6,376	\$7,688
7	G634832	2019	RAM	2500	12	Trade on New	NO	\$ 45,592	\$ 42,716	103%	\$4,848	\$4,114
8	TZ212154	2020	Chevrolet	1500	62	Auction/Wholesale	NO	\$ 37,861	\$ 40,861	98%	(\$5,465)	\$1,828
9	PS365826	2014	RAM	1500	33	Street/Curb Buy	NO	\$ 29,684	\$ 29,648	99%	\$3,339	\$2,436
10	KG615887	2019	RAM	2500	7	Trade on New	NO	\$ 47,374	\$ 47,374	103%	\$5,825	\$2,891
11	TKC56913	2018	FORD	F150	1	Auction/Wholesale	NO	\$ 29,994	\$ 29,994	101%	(\$350)	\$0
12	PL156696	2016	JEEP	WRANGLER	30	Auction/Wholesale	NO	\$ 37,596	\$ 37,096	106%	(\$1,265)	\$834
13	115285	2018	Chevrolet	CAMARO	14	Trade on Used	NO	\$ 28,392	\$ 28,392	103%	\$3,203	\$1,219
14	NH504725	2022	HONDA	CIVIC	39	Trade on Used	NO	\$ 29,595	\$ 28,500	97%	\$2,392	\$0
15	TN516450	2021	NISSAN	TITAN	1	Auction/Wholesale	NO	\$ 56,998	\$ 56,998	105%	\$4,404	\$6,029
16	PH750359	2019	HONDA	CIVIC	25	Auction/Wholesale	NO	\$ 29,542	\$ 29,542	103%	(\$1,211)	\$1,074
17	PZ253072	2017	GMC	SIERRA 1500	28	Auction/Wholesale	NO	\$ 32,615	\$ 30,717	100%	\$643	\$0
18	JS236315	2018	RAM	1500	25	Trade on Used	NO	\$ 38,316	\$ 38,316	101%	\$5,147	\$2,260
19	JH193770	2018	CHRYSLER	300	24	Loaner	NO	\$ 27,000	\$ 27,000	99%	\$6,972	\$2,660
20	PN507621	2021	NISSAN	TITAN	27	Auction/Wholesale	NO	\$ 55,742	\$ 55,442	101%	\$3,232	\$1,079
21	1HR512665	2017	Chrysler	PACIFICA	1	Trade on New	NO	\$ 29,031	\$ 29,031	107%	\$3,045	\$0
22	N797238	2021	RAM	1500	23	TRADE ON NEW	NO	\$ 55,062	\$ 54,368	100%	\$2,178	\$0
23	KH404390	2019	HYUNDAI	ELANTRA	9	Trade on Used	NO	\$ 21,076	\$ 20,000	104%	\$1,717	\$2,549
24	KC561328	2019	VOLKSWAGEN	ATLAS	37	Trade on Used	NO	\$ 42,720	\$ 41,500	103%	\$1,968	\$2,157
25	G248120	2020	RAM	2500	82	Trade on Used	NO	\$ 64,639	\$ 64,639	83%	\$2,203	\$4,437
26	LJ041526	2020	TOYOTA	COROLLA	35	Trade on New	NO	\$ 20,921	\$ 20,921	98%	\$217	\$4,878
27	HN154711	2017	NISSAN	MURANO	29	Trade on Used	NO	\$ 30,497	\$ 29,762	99%	\$3,020	\$1,812

28	KX200254	2019	TOYOTA	TACOMA	34	Trade on Used	NO	\$	37,924	\$	36,000	99%	\$632	\$1,084
29	JM767169	2018	VOLKSWAGEN	GOLF	6	Trade on New	NO	\$	22,138	\$	20,500	105%	(\$50)	\$591
30	HS603680	2017	RAM	1500	17	Trade on New	NO	\$	35,359	\$	35,359	100%	\$2,296	\$2,624
31	AL143763	2010	JEEP	WRANGLER	2	Trade on New	NO	\$	19,500	\$	19,500	102%	(\$343)	\$439
32	TS336212	2019	TOYOTA	HIGHLANDER	17	Auction/Wholesale	NO	\$	33,585	\$	33,585	101%	\$3,200	\$2,501
33	PG190031	2022	RAM	4500	12	Street/Curb Buy	NO	\$	88,955	\$	92,158	107%	\$8,562	\$0
34	S562687	2019	RAM	1500	23	Trade on Used	NO	\$	29,355	\$	29,355	101%	\$1,420	\$3,354
35	KKC76380	2019	FORD	F150	21	Trade on New	NO	\$	41,334	\$	41,334	106%	\$4,600	\$2,037
36	ES385996	2014	RAM	1500	14	Trade on Used	NO	\$	27,866	\$	27,866	100%	\$2,008	\$2,405
37	TKD16144	2020	FORD	F150	1	Auction/Wholesale	NO	\$	38,898	\$	38,898	107%	\$2,844	\$1,971
38	PG342122	2018	RAM	2500	13	Street/Curb Buy	NO	\$	60,332	\$	60,332	109%	\$7,710	\$2,636
39	T117982	2018	GMC	1500	32	Auction/Wholesale	NO	\$	44,442	\$	44,442	104%	(\$4,833)	\$755
40	FS661643	2015	RAM	1500	31	Trade on Used	NO	\$	25,323	\$	25,323	103%	\$2,170	\$1,238
41	D168734	2021	JEEP	CHEROKEE	42	Trade on Used	NO	\$	29,609	\$	29,609	100%	\$2,573	\$1,300
42	MC590447	2021	JEEP	GRAND CHEROKE	39	Trade on New	NO	\$	47,134	\$	47,134	97%	\$1,869	\$4,883
43	PS558896	2019	RAM	1500	41	Trade on Used	NO	\$	36,800	\$	36,800	97%	\$2,474	\$0
44	PD599127	2018	JEEP	CHEROKEE	68	Auction/Wholesale	NO	\$	25,301	\$	25,301	103%	(\$2,042)	\$772
45	PG494198	2014	Chevrolet	1500	48	Street/Curb Buy	NO	\$	29,901	\$	29,901	99%	\$550	\$1,473
46	LX949102	2020	TOYOTA	TUNDRA	22	Trade on Used	NO	\$	49,802	\$	49,502	102%	\$5,416	\$4,968
47	KG6355114	2019	RAM	2500	8	Trade on Used	NO	\$	72,300	\$	72,300	103%	\$3,888	\$0
48	PLA90232	2021	FORD	BRONCO	45	Auction/Wholesale	NO	\$	75,506	\$	75,000	110%	\$2,393	\$0
49	MN820186	2021	RAM	1500	222	Loaner	NO	\$	39,382	\$	39,382	92%	\$1,099	\$5,043
50	GR460809	2016	Chevrolet	TAHOE	1	Trade on New	NO	\$	40,800	\$	40,800	106%	\$5,233	\$1,527
51	PW508956	2019	JEEP	WRANGLER	3	Street/Curb Buy	NO	\$	43,887	\$	43,887	102%	(\$1,625)	\$3,375
52	LA10031	2019	FORD	RANGER	20	Trade on New	NO	\$	42,070	\$	42,070	100%	\$7,889	\$4,985
53	PBA57827	2020	FORD	EDGE	77	Auction/Wholesale	NO	\$	27,196	\$	27,196	101%	(\$2,739)	\$2,980

Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	93
Avg. Days to Sale	28.4
Avg. Advertised Price (Time of Sale)	\$ 35,806
Avg. Transaction Price	\$ 35,666
Avg. Market Price at 100%	\$ 34,994
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 140
Avg. Front-End Gross	\$ 2,525
Avg. Finance Gross	\$ 1,998
PUVR	\$ 4,523
Total Gross (Units & PUVR)	\$ 420,672
GROI	161%
% with Trade	55%
Avg. Over/Under Allowance	\$708



Scoreboard

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Desk Manager	Totals	Bob Atwood	CALEB R
% Retailed of Non-New Franchise	47%	#DIV/0!	48%
Total # Retail Units	93	0	25
Avg. Days to Sale	28.4	#DIV/0!	28.7
Avg. Advertised Price (Time of Sale)	\$ 35,806	#DIV/0!	\$ 34,184
Avg. Transaction Price	\$ 35,666	#DIV/0!	\$ 34,273
Avg. Market Price at 100%	\$ 34,994	#DIV/0!	\$ 33,676
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	102%
Avg. Transaction to Market	102%	#DIV/0!	102%
Avg. Transactional Discount	\$ 140	#DIV/0!	\$ (89)
Avg. Front-End Gross	\$ 2,525	#DIV/0!	\$ 2,601
Avg. Finance Gross	\$ 1,998	#DIV/0!	\$ 1,856
PUVR	\$ 4,523	#DIV/0!	\$ 4,457
Total Gross (Units & PUVR)	\$ 420,672	#DIV/0!	\$ 111,435
GROI	161%	#DIV/0!	163%
% with Trade	55%	#DIV/0!	68%
Avg. Over/Under Allowance	708	#DIV/0!	476



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

BRIAN K	CHRIS A	CHRIS F	
47%	44%	56%	#DIV/0!
17	34	16	0
29.6	32.1	20.1	#DIV/0!
\$ 39,813	\$ 38,317	\$ 28,245	#DIV/0!
\$ 39,770	\$ 38,076	\$ 27,849	#DIV/0!
\$ 38,910	\$ 37,820	\$ 27,311	#DIV/0!
102%	101%	103%	#DIV/0!
102%	101%	102%	#DIV/0!
\$ 43	\$ 241	\$ 395	#DIV/0!
\$ 3,260	\$ 2,870	\$ 1,153	#DIV/0!
\$ 2,035	\$ 2,223	\$ 1,617	#DIV/0!
\$ 5,294	\$ 5,093	\$ 2,770	#DIV/0!
\$ 90,004	\$ 173,155	\$ 44,328	#DIV/0!
162%	150%	179%	#DIV/0!
41%	53%	56%	#DIV/0!
1,464	878	218	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	93	0	0
Avg. Days to Sale	28.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,806	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 35,666	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,994	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	102%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 140	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,525	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,998	#DIV/0!	#DIV/0!
PUVR	\$ 4,523	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 420,672	#DIV/0!	#DIV/0!
GROI	161%	#DIV/0!	#DIV/0!
% with Trade	55%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	708	#DIV/0!	#DIV/0!



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JOSEPH R	KRISTY W	JAY C	KALEB M
0%	14%	56%	40%
4	7	9	10
72.3	23.0	26.7	29.1
\$ 33,738	\$ 39,484	\$ 44,401	\$ 32,728
\$ 33,613	\$ 39,484	\$ 43,745	\$ 33,216
\$ 33,376	\$ 38,743	\$ 42,860	\$ 32,134
101%	102%	104%	102%
101%	102%	102%	103%
\$ 125	\$ -	\$ 655	\$ (488)
\$ 1,971	\$ 3,934	\$ 2,948	\$ 2,947
\$ 2,160	\$ 2,650	\$ 2,286	\$ 1,981
\$ 4,131	\$ 6,584	\$ 5,235	\$ 4,928
\$ 16,524	\$ 46,088	\$ 47,113	\$ 49,279
61%	261%	162%	184%
25%	86%	67%	30%
4,000	664	642	833

TIM R	HARLEY J	BEN R	SIMONE L
33%	100%	40%	67%
3	3	5	3
15.0	28.3	27.0	30.3
\$ 63,099	\$ 26,103	\$ 30,120	\$ 32,854
\$ 64,167	\$ 25,289	\$ 30,042	\$ 32,854
\$ 58,159	\$ 25,899	\$ 29,585	\$ 36,908
108%	101%	102%	89%
110%	98%	102%	89%
\$ (1,068)	\$ 814	\$ 78	\$ -
\$ 4,668	\$ 2,159	\$ 1,363	\$ 1,448
\$ 1,414	\$ 719	\$ 1,367	\$ 3,004
\$ 6,082	\$ 2,878	\$ 2,730	\$ 4,452
\$ 18,246	\$ 8,635	\$ 13,649	\$ 13,355
227%	145%	121%	161%
33%	67%	80%	33%
2,000	750	188	0

ERIC S	DWAYNE P	SETH R	JOE T
63%	33%	67%	43%
8	3	6	7
43.9	20.0	30.3	29.0
\$ 46,272	\$ 39,757	\$ 35,184	\$ 37,616
\$ 46,098	\$ 39,211	\$ 34,388	\$ 37,606
\$ 45,081	\$ 38,124	\$ 35,167	\$ 37,055
103%	104%	100%	102%
102%	103%	98%	101%
\$ 173	\$ 546	\$ 796	\$ 10
\$ 2,732	\$ 3,378	\$ 1,773	\$ 3,518
\$ 2,509	\$ 1,076	\$ 799	\$ 2,701
\$ 5,241	\$ 4,454	\$ 2,571	\$ 6,219
\$ 41,925	\$ 13,361	\$ 15,428	\$ 43,531
93%	204%	89%	205%
63%	67%	50%	57%
1,460	1,000	279	750

JAY G	BEN S	HARRISON N	BREY M
14%	71%	50%	#DIV/0!
7	7	2	0
24.0	13.6	28.5	#DIV/0!
\$ 32,382	\$ 23,551	\$ 15,212	#DIV/0!
\$ 32,155	\$ 23,394	\$ 15,439	#DIV/0!
\$ 32,308	\$ 23,387	\$ 13,584	#DIV/0!
100%	101%	112%	#DIV/0!
100%	100%	114%	#DIV/0!
\$ 227	\$ 157	\$ (228)	#DIV/0!
\$ 3,011	\$ 1,367	\$ 1,979	#DIV/0!
\$ 2,286	\$ 2,208	\$ 559	#DIV/0!
\$ 5,298	\$ 3,574	\$ 2,538	#DIV/0!
\$ 37,084	\$ 25,021	\$ 5,076	#DIV/0!
247%	405%	208%	#DIV/0!
71%	43%	50%	#DIV/0!
650	375	#DIV/0!	#DIV/0!

FABI M			
100%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
15.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,557	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,737	#DIV/0!	#DIV/0!	#DIV/0!
\$ 30,052	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (180)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,084	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,123	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,208	#DIV/0!	#DIV/0!	#DIV/0!
\$ 15,623	#DIV/0!	#DIV/0!	#DIV/0!
398%	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
-680	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	RICHARD N	CHRIS S
% Retailed of Non-New Franchise	47%	50%	40%
Total # Retail Units	93	30	30
Avg. Days to Sale	28.4	27.4	31.1
Avg. Advertised Price (Time of Sale)	\$ 35,806	\$ 39,167	\$ 33,792
Avg. Transaction Price	\$ 35,666	\$ 38,921	\$ 33,967
Avg. Market Price at 100%	\$ 34,994	\$ 38,214	\$ 33,431
Avg. Price to Market % (Time of Sale)	102%	102%	101%
Avg. Transaction to Market	102%	102%	102%
Avg. Transactional Discount	\$ 140	\$ 246	\$ (174)
Avg. Front-End Gross	\$ 2,525	\$ 2,956	\$ 2,414
Avg. Finance Gross	\$ 1,998	\$ 2,084	\$ 1,915
PUVR	\$ 4,523	\$ 5,039	\$ 4,329
Total Gross (Units & PUVR)	\$ 420,672	\$ 151,185	\$ 129,869
GROI	161%	170%	147%
% with Trade	55%	0%	0%
Avg. Over/Under Allowance	708	1,285	546



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PATRICK M			
52%	#DIV/0!	#DIV/0!	#DIV/0!
33	0	0	0
26.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,582	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,253	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,937	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 329	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,235	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,995	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,231	#DIV/0!	#DIV/0!	#DIV/0!
\$ 139,619	#DIV/0!	#DIV/0!	#DIV/0!
166%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
331	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	93	0	93
Avg. Days to Sale	28.4	#DIV/0!	28.4
Avg. Advertised Price (Time of Sale)	\$ 35,806	#DIV/0!	\$ 35,666
Avg. Transaction Price	\$ 35,666	#DIV/0!	\$ 35,666
Avg. Market Price at 100%	\$ 34,994	#DIV/0!	\$ 35,153
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	101%
Avg. Transaction to Market	102%	#DIV/0!	101%
Avg. Transactional Discount	\$ 140	#DIV/0!	\$ 140
Avg. Front-End Gross	\$ 2,525	#DIV/0!	\$ 2,525
Avg. Finance Gross	\$ 1,998	#DIV/0!	\$ 1,998
PUVR	\$ 4,523	#DIV/0!	\$ 4,523
Total Gross (Units & PUVR)	\$ 420,672	#DIV/0!	\$ 420,672
GROI	161%	#DIV/0!	161%
% with Trade	55%	#DIV/0!	55%
Avg. Over/Under Allowance	708	#DIV/0!	708



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	93	49	44
Avg. Days to Sale	28.4	34.6	21.5
Avg. Advertised Price (Time of Sale)	\$ 35,806	\$ 39,711	\$ 31,139
Avg. Transaction Price	\$ 35,666	\$ 39,732	\$ 31,139
Avg. Market Price at 100%	\$ 34,994	\$ 39,249	\$ 30,592
Avg. Price to Market % (Time of Sale)	102%	101%	102%
Avg. Transaction to Market	102%	101%	102%
Avg. Transactional Discount	\$ 140	\$ (21)	\$ 319
Avg. Front-End Gross	\$ 2,525	\$ 3,232	\$ 1,738
Avg. Finance Gross	\$ 1,998	\$ 2,172	\$ 1,804
PUVR	\$ 4,523	\$ 5,405	\$ 3,542
Total Gross (Units & PUVR)	\$ 420,672	\$ 264,830	\$ 155,843
GROI	161%	142%	191%
% with Trade	55%	55%	55%
Avg. Over/Under Allowance	708	878	532



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	93	22	37
% of Retail Units	100%	24%	40%
% Retailed of Non-New Franchise	47%	41%	49%
Avg. Days to Sale	28.4	19.2	23.4
Avg. Transaction Price	\$ 35,666	\$ 33,960	\$ 32,214
Avg. Transaction to Market %	102%	103%	100%
Avg. Transactional Discount	\$ 140	\$ 237	\$ 293
Avg. Front End Gross	\$ 2,525	\$ 3,153	\$ 2,814
Avg. Finance Gross	\$ 1,998	\$ 2,382	\$ 1,795
PUVR	\$ 4,523	\$ 5,536	\$ 4,609
Total Gross (Units & PUVR)	\$ 420,672	\$ 121,784	\$ 170,519
GROI	161%	305%	220%
% with Trade	55%	64%	49%
Avg. Over/Under Allowance	708	907	631



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	17	4	0
14%	18%	4%	0%
23%	82%	0%	#DIV/0!
31.1	27.8	118.5	#DIV/0!
\$ 41,122	\$ 40,480	\$ 38,802	#DIV/0!
102%	103%	96%	#DIV/0!
\$ (139)	\$ (73)	\$ -	#DIV/0!
\$ 2,998	\$ 499	\$ 3,477	#DIV/0!
\$ 1,854	\$ 2,034	\$ 2,081	#DIV/0!
\$ 4,852	\$ 2,533	\$ 5,557	#DIV/0!
\$ 63,078	\$ 43,060	\$ 22,230	#DIV/0!
137%	81%	44%	#DIV/0!
46%	59%	75%	#DIV/0!
140	775	1,250	#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	93	63	18
% of Retail Units	100%	68%	19%
% Retailed of Non-New Franchise	47%	51%	44%
Avg. Days to Sale	28.4	13.4	36.9
Avg. Transaction Price	\$ 35,666	\$ 35,804	\$ 34,820
Avg. Transaction to Market %	102%	102%	102%
Avg. Transactional Discount	\$ 140	\$ 173	\$ 228
Avg. Front End Gross	\$ 2,525	\$ 3,175	\$ 1,830
Avg. Finance Gross	\$ 1,998	\$ 1,922	\$ 1,909
PUVR	\$ 4,523	\$ 5,097	\$ 3,739
Total Gross (Units & PUVR)	\$ 420,672	\$ 321,089	\$ 67,301
GROI	161%	383%	105%
% with Trade	55%	56%	50%
Avg. Over/Under Allowance	708	825	972



46-60 days	61-90 days	90+ days
4	5	3
4%	5%	3%
25%	60%	0%
51.0	75.0	184.0
\$ 32,204	\$ 39,173	\$ 36,631
98%	97%	95%
\$ -	\$ (398)	\$ -
\$ 1,583	\$ (1,575)	\$ 1,146
\$ 3,467	\$ 2,003	\$ 2,169
\$ 5,049	\$ 428	\$ 3,315
\$ 20,197	\$ 2,140	\$ 9,945
111%	5%	18%
75%	40%	67%
78	-1,625	750