

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Kyle Henson	Aimee Eaton	Patrick Wulfers
Edward Stiehr	Ricardo Guzman	Jeffrey Asberry
David Scism	Kyle Henson	David Wallace
House	House	Brock Boren
		Matthew Eaton
		Destry Garibaldi
		John Corp
		Richie Boyer
		Eugene Kress
		Destry / Jeffrey
		Brock / Jeffrey
		Matthew / Brock
		House
		Richie / Patrick
		Eugene / Destry
		Richie / Destry
		Jeff / Eugene
		Patrick / Destry
		John / Jeff
		Brock / Richie
		Brad / House
		Eugene / Patrick
		John / Brock
		Jeff / Brad
		Brock / House
		Destry / Matt

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	R4096	2019	Ford	Fiesta	111	Rental Fleet (Enterprise, etc.)	No	\$ 17,995	\$ 16,995	107%	(\$1,395)	\$2,334
2	22081A	2015	Ford	Escape	1	Trade on New	No	\$ 20,895	\$ 20,895	112%	\$3,407	\$3,770
3	22064A	2015	Chevrolet	Silverado 2500	30	Trade on New	No	\$ 36,995	\$ 35,300	100%	\$3,509	\$0
4	P2073A	2020	Ford	F-550	115	Trade on Used	No	\$ 74,995	\$ 74,000	0%	\$18,140	\$3,467
5	R4021AA	2017	Ford	Fusion	92	Trade on Used	No	\$ 15,995	\$ 15,995	97%	\$7,075	\$4,448
6	R4088	2020	Toyota	Corolla	120	Rental Fleet (Enterprise, etc.)	No	\$ 24,995	\$ 24,100	112%	\$1,566	\$5,303
7	P2138	2019	Ford	F-250	12	Street/Curb Buy	No	\$ 50,050	\$ 48,861	97%	\$3,557	\$7,708
8	P2065AA	2018	Cadillac	ATS	12	Trade on Used	No	\$ 35,995	\$ 36,995	113%	\$8,830	\$5,291
9	P2140	2019	Ford	Fiesta	4	Street/Curb Buy	No	\$ 19,995	\$ 19,995	118%	\$4,943	\$3,343
10	P2139	2014	Kia	Optima	14	Street/Curb Buy	No	\$ 15,995	\$ 14,950	96%	\$2,884	\$4,518
11	P2119A	2016	Toyota	Tundra	23	Trade on Used	No	\$ 35,995	\$ 35,995	96%	\$4,503	\$3,340
12	P2115A	2010	Ford	F-150	32	Trade on Used	No	\$ 12,995	\$ 16,995	95%	\$6,700	\$1,682
13	P2134	2020	Ford	Explorer	28	Street/Curb Buy	No	\$ 33,995	\$ 33,995	102%	\$5,547	\$7,463
14	R4101	2020	Ford	Fusion	109	Rental Fleet (Enterprise, etc.)	No	\$ 29,995	\$ 28,000	118%	\$2,344	\$3,780
15	21329A	2020	Ford	Edge	72	Trade on New	No	\$ 29,995	\$ 31,995	98%	\$5,606	\$3,227
16	22033AA	2018	Ford	Escape	32	Trade on Used	No	\$ 22,995	\$ 22,995	99%	\$4,216	\$3,396
17	21352AA	2013	Jaguar	XJ	36	Trade on Used	No	\$ 24,995	\$ 24,500	109%	\$6,160	\$0
18	22079AA	2020	Ford	Fusion	22	Trade on Used	No	\$ 28,995	\$ 25,675	112%	\$2,566	\$2,834
19	P2108	2021	Ford	F-350	107	Street/Curb Buy	No	\$ 88,995	\$ 85,000	115%	\$5,633	\$680
20	R4054	2019	Ford	Fusion	142	Rental Fleet (Enterprise, etc.)	No	\$ 29,995	\$ 26,995	117%	\$370	\$330
21	R4092	2019	Hyundai	Kona	122	Rental Fleet (Enterprise, etc.)	No	\$ 23,995	\$ 24,995	112%	\$3,227	\$3,849
22	P2134A	2016	Jeep	Compass	3	Trade on Used	No	\$ 15,995	\$ 15,495	93%	\$2,547	\$3,039
23	22088A	2019	Ram	1500	21	Trade on New	No	\$ 35,995	\$ 34,478	99%	\$4,161	\$0
24	P2112	2017	Chevrolet	Silverado 1500	85	Street/Curb Buy	No	\$ 34,995	\$ 34,995	107%	\$6,098	\$2,331
25	R3964B	2001	Ford	F-250	422	Trade on Used	No	\$ 12,995	\$ 7,500	111%	\$2,077	\$0
26	R4036	2019	Nissan	Sentra	176	Rental Fleet (Enterprise, etc.)	No	\$ 23,500	\$ 23,500	119%	\$3,084	\$2,057
27	R4056	2020	Nissan	Versa	144	Rental Fleet (Enterprise, etc.)	No	\$ 22,495	\$ 20,500	124%	\$831	\$3,213
28	P2129	2020	Ford	F-150	46	Street/Curb Buy	No	\$ 61,995	\$ 64,496	166%	\$7,406	\$1,478
29	22056A	2019	Chevrolet	Silverado 2500	83	Trade on New	No	\$ 53,995	\$ 53,995	93%	\$10,356	\$3,652
30	R4021AAA	2013	Ford	Edge	11	Trade on Used	No	\$ 13,995	\$ 12,995	106%	\$3,725	\$293
31	R4114	2022	Ford	Explorer	1	Auction/Wholesale	No	\$ 47,995	\$ 47,995	105%	\$2,776	\$4,338
32	21352AB	2011	Toyota	Sequoia	42	Trade on Used	No	\$ 20,995	\$ 19,000	90%	\$5,455	\$1,509

33	R4054A	2015	Lincoln	MKX	5	Trade on Used	No	\$ 16,575	\$ 15,501	108%	\$3,144	\$900
34	R4026A	2010	Ford	Fusion	20	Trade on Used	No	\$ 4,995	\$ 1,683	106%	(\$400)	\$0
35	R4062	2019	Dodge	Grand Caravan	147	Rental Fleet (Enterprise, etc.)	No	\$ 26,995	\$ 28,995	108%	\$3,042	\$4,770
36	22094A	2019	Ford	Edge	10	Trade on New	No	\$ 30,495	\$ 29,997	105%	\$3,309	\$4,408
37	R4048A	2018	Chevrolet	Malibu	29	Trade on Used	No	\$ 19,350	\$ 19,275	99%	\$3,165	\$2,769
38	P2115AA	2008	Chrysler	300	15	Trade on Used	No	\$ 7,995	\$ 7,600	89%	\$2,520	\$66
39	R4010	2020	Chrysler	Voyager	213	Rental Fleet (Enterprise, etc.)	No	\$ 30,995	\$ 32,995	109%	\$7,751	\$3,956
40	P2132A	2012	Ford	Edge	47	Trade on Used	No	\$ 10,995	\$ 10,995	88%	\$3,444	\$90
41	R4048AB	2010	Chevrolet	Cobalt	2	Trade on Used	No	\$ -	\$ 1,000	0%	\$0	\$0
42	P2145	2017	Ford	F-150	4	Street/Curb Buy	No	\$ 47,995	\$ 47,995	108%	\$8,320	\$3,646
43	R4010A	2020	Ford	Ranger	1	Trade on Used	No	\$ 39,995	\$ 39,995	102%	\$4,935	\$4,101
44	21370A	2019	Volkswagen	Jetta	22	Trade on New	No	\$ 16,299	\$ 14,995	93%	\$3,499	\$725
45	R4030A	2015	Chevrolet	Trax	28	Trade on Used	No	\$ 11,595	\$ 10,995	87%	\$2,852	\$0
46	21133AA	2020	Dodge	Charger	117	Trade on Used	No	\$ 38,995	\$ 38,995	86%	\$2,501	\$3,913
47	P2143	2012	Ford	F-150	12	Street/Curb Buy	No	\$ 29,995	\$ 29,000	120%	\$3,440	\$550
48	R3996AAA	2014	Jeep	Cherokee	37	Trade on Used	No	\$ 16,995	\$ 16,775	101%	\$5,264	\$2,956
49	21362A	2017	Ram	1500	107	Trade on New	No	\$ 33,995	\$ 33,995	95%	\$5,400	\$2,362
50	R4011	2019	Dodge	Charger	217	Rental Fleet (Enterprise, etc.)	No	\$ 30,995	\$ 31,595	106%	\$1,430	\$1,085
51	22079AAA	2019	Ford	Fiesta	18	Trade on Used	No	\$ 17,995	\$ 17,405	106%	\$2,010	\$2,567
52	R4086	2020	Mitsubishi	Outlander	146	Rental Fleet (Enterprise, etc.)	No	\$ 26,995	\$ 27,995	113%	\$3,048	\$2,150
53	R4003BA	2015	Hyundai	Elantra	35	Trade on Used	No	\$ 11,495	\$ 8,360	94%	\$601	\$705

Scoreboard Totals

% Retailed of Non-Franchise Make	45%
Total # Retail Units	141
Avg. Days to Sale	70.9
Avg. Advertised Price (Time of Sale)	\$ 28,161
Avg. Transaction Price	\$ 27,809
Avg. Market Price at 100%	\$ 27,965
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 352
Avg. Front-End Gross	\$ 4,165
Avg. Finance Gross	\$ 2,576
PUVR	\$ 6,741
Total Gross (Units & PUVR)	\$ 950,541
GROI	123%
% with Trade	52%
Avg. Over/Under Allowance	(\$148)



Scoreboard

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Desk Manager	Totals	Kyle Henson	David Scism
% Retailed of Non-New Franchise	45%	43%	44%
Total # Retail Units	141	51	32
Avg. Days to Sale	70.9	75.2	78.6
Avg. Advertised Price (Time of Sale)	\$ 28,161	\$ 30,484	\$ 30,194
Avg. Transaction Price	\$ 27,809	\$ 30,446	\$ 29,671
Avg. Market Price at 100%	\$ 27,965	#DIV/0!	\$ 27,991
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	108%
Avg. Transaction to Market	99%	#DIV/0!	106%
Avg. Transactional Discount	\$ 352	\$ 38	\$ 523
Avg. Front-End Gross	\$ 4,165	\$ 5,011	\$ 3,663
Avg. Finance Gross	\$ 2,576	\$ 2,818	\$ 2,428
PUVR	\$ 6,741	\$ 7,829	\$ 6,091
Total Gross (Units & PUVR)	\$ 950,541	\$ 399,302	\$ 194,899
GROI	123%	123%	94%
% with Trade	52%	55%	50%
Avg. Over/Under Allowance	-148	-243	311



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Edward Stiehr	House		
48%	25%	#DIV/0!	#DIV/0!
54	4	0	0
63.6	52.5	#DIV/0!	#DIV/0!
\$ 25,565	\$ 17,335	#DIV/0!	#DIV/0!
\$ 25,152	\$ 15,171	#DIV/0!	#DIV/0!
#DIV/0!	\$ 16,032	#DIV/0!	#DIV/0!
#DIV/0!	108%	#DIV/0!	#DIV/0!
#DIV/0!	95%	#DIV/0!	#DIV/0!
\$ 413	\$ 2,164	#DIV/0!	#DIV/0!
\$ 3,914	\$ 798	#DIV/0!	#DIV/0!
\$ 2,533	\$ 1,262	#DIV/0!	#DIV/0!
\$ 6,446	\$ 2,060	#DIV/0!	#DIV/0!
\$ 348,099	\$ 8,242	#DIV/0!	#DIV/0!
145%	93%	#DIV/0!	#DIV/0!
52%	50%	#DIV/0!	#DIV/0!
-296	-500	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Patrick Wulfers	Jeffrey Asberry
% Retailed of Non-New Franchise	45%	53%	27%
Total # Retail Units	141	15	11
Avg. Days to Sale	70.9	65.8	60.7
Avg. Advertised Price (Time of Sale)	\$ 28,161	\$ 28,409	\$ 31,641
Avg. Transaction Price	\$ 27,809	\$ 28,245	\$ 31,370
Avg. Market Price at 100%	\$ 27,965	\$ 26,900	\$ 33,682
Avg. Price to Market % (Time of Sale)	101%	106%	94%
Avg. Transaction to Market	99%	105%	93%
Avg. Transactional Discount	\$ 352	\$ 164	\$ 271
Avg. Front-End Gross	\$ 4,165	\$ 5,060	\$ 4,327
Avg. Finance Gross	\$ 2,576	\$ 2,362	\$ 2,656
PUVR	\$ 6,741	\$ 7,422	\$ 6,983
Total Gross (Units & PUVR)	\$ 950,541	\$ 111,329	\$ 76,815
GROI	123%	144%	132%
% with Trade	52%	60%	55%
Avg. Over/Under Allowance	-148	667	-1,880



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David Wallace	Brock Boren	Matthew Eaton	Destry Garibaldi
36%	54%	44%	50%
11	13	16	12
24.5	115.9	58.1	64.3
\$ 29,713	\$ 35,963	\$ 27,151	\$ 29,437
\$ 29,610	\$ 35,435	\$ 26,318	\$ 28,870
\$ 26,225	#DIV/0!	#DIV/0!	#DIV/0!
113%	#DIV/0!	#DIV/0!	#DIV/0!
113%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 103	\$ 527	\$ 833	\$ 568
\$ 4,532	\$ 3,663	\$ 4,296	\$ 3,623
\$ 2,660	\$ 2,397	\$ 2,541	\$ 2,715
\$ 7,191	\$ 6,060	\$ 6,838	\$ 6,338
\$ 79,103	\$ 78,774	\$ 109,401	\$ 76,052
358%	53%	161%	123%
55%	54%	44%	83%
483	-633	-214	130

John Corp	Richie Boyer	Eugene Kress	Destry / Jeffrey
14%	0%	46%	50%
7	3	13	2
69.4	143.3	81.9	36.0
\$ 19,566	\$ 27,328	\$ 23,980	\$ 41,995
\$ 19,782	\$ 26,723	\$ 22,969	\$ 40,037
#DIV/0!	\$ 27,666	\$ 23,558	\$ 39,343
#DIV/0!	99%	102%	107%
#DIV/0!	97%	97%	102%
\$ (216)	\$ 605	\$ 1,011	\$ 1,959
\$ 4,859	\$ 1,824	\$ 3,726	\$ 3,881
\$ 2,140	\$ 2,540	\$ 2,131	\$ 1,881
\$ 7,000	\$ 4,365	\$ 5,857	\$ 5,763
\$ 48,997	\$ 13,094	\$ 76,142	\$ 11,526
183%	41%	112%	144%
29%	67%	38%	50%
-256	-6	40	0

Brock / Jeffrey	Matthew / Brock	Richie / Patrick	Eugene / Destry
0%	100%	100%	100%
1	1	1	1
1.0	42.0	147.0	2.0
\$ 47,995	\$ 20,995	\$ 26,995	\$ -
\$ 47,995	\$ 19,000	\$ 28,995	\$ 1,000
\$ 45,840	\$ 23,380	\$ 24,926	#DIV/0!
105%	90%	108%	#DIV/0!
105%	81%	116%	#DIV/0!
\$ -	\$ 1,995	\$ (2,000)	\$ (1,000)
\$ 2,776	\$ 5,455	\$ 3,042	\$ -
\$ 4,338	\$ 1,509	\$ 4,770	\$ -
\$ 7,114	\$ 6,963	\$ 7,812	\$ -
\$ 7,114	\$ 6,963	\$ 7,812	\$ -
5336%	314%	66%	0%
100%	100%	100%	0%
1,000	500	0	#DIV/0!

Richie / Destry	Jeff / Eugene	Patrick / Destry	John / Jeff
100%	100%	0%	0%
2	1	1	2
29.5	159.0	60.0	238.5
\$ 16,647	\$ 24,995	\$ 55,995	\$ 22,495
\$ 15,885	\$ 23,495	\$ 54,995	\$ 22,666
\$ 17,232	\$ 22,357	\$ 38,912	\$ 27,417
97%	112%	144%	82%
92%	105%	141%	83%
\$ 762	\$ 1,500	\$ 1,000	\$ (171)
\$ 4,382	\$ 742	\$ 14,166	\$ 4,321
\$ 1,841	\$ 3,800	\$ -	\$ 1,788
\$ 6,222	\$ 4,542	\$ 14,166	\$ 6,109
\$ 12,445	\$ 4,542	\$ 14,166	\$ 12,218
478%	44%	155%	41%
0%	100%	0%	0%
#DIV/0!	0	#DIV/0!	#DIV/0!

Brock / Richie	Brad / House	Eugene / Patrick	John / Brock
0%	100%	100%	0%
1	1	1	1
1.0	202.0	0.0	10.0
\$ 15,500	\$ 23,500	\$ 44,995	\$ 16,995
\$ 15,500	\$ 23,500	\$ 43,900	\$ 16,900
\$ 16,793	\$ 19,882	\$ 42,852	\$ 21,540
92%	118%	105%	79%
92%	118%	102%	78%
\$ -	\$ -	\$ 1,095	\$ 95
\$ 3,600	\$ 2,563	\$ 3,522	\$ 4,542
\$ 2,549	\$ 3,737	\$ 3,916	\$ 1,613
\$ 6,149	\$ 6,300	\$ 7,438	\$ 6,155
\$ 6,149	\$ 6,300	\$ 7,438	\$ 6,155
14282%	48%	#DIV/0!	1311%
0%	0%	100%	0%
#DIV/0!	#DIV/0!	-2,000	#DIV/0!

Jeff / Brad	Brock / House	Destry / Matt	House
50%	0%	0%	55%
2	1	1	20
146.5	2.0	28.0	66.5
\$ 37,173	\$ 18,995	\$ 15,995	\$ 26,712
\$ 35,498	\$ 19,900	\$ 15,995	\$ 27,094
\$ 34,014	\$ 17,920	\$ 10,948	\$ 25,589
109%	106%	146%	104%
104%	111%	146%	106%
\$ 1,675	\$ (905)	\$ -	\$ (382)
\$ 2,896	\$ 4,945	\$ 6,204	\$ 4,185
\$ 1,836	\$ 4,257	\$ -	\$ 3,472
\$ 4,732	\$ 9,202	\$ 6,204	\$ 7,657
\$ 9,465	\$ 9,202	\$ 6,204	\$ 153,136
33%	8323%	499%	153%
50%	0%	100%	60%
0	#DIV/0!	1,000	-383

Scoreboard

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Finance Manager	Totals	Aimee Eaton	Ricardo Guzman
% Retailed of Non-New Franchise	45%	45%	43%
Total # Retail Units	141	66	54
Avg. Days to Sale	70.9	78.8	65.5
Avg. Advertised Price (Time of Sale)	\$ 28,161	\$ 29,019	\$ 29,125
Avg. Transaction Price	\$ 27,809	\$ 28,856	\$ 28,762
Avg. Market Price at 100%	\$ 27,965	\$ 27,348	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	106%	#DIV/0!
Avg. Transaction to Market	99%	106%	#DIV/0!
Avg. Transactional Discount	\$ 352	\$ 164	\$ 363
Avg. Front-End Gross	\$ 4,165	\$ 4,172	\$ 4,254
Avg. Finance Gross	\$ 2,576	\$ 2,264	\$ 3,569
PUVR	\$ 6,741	\$ 6,436	\$ 7,824
Total Gross (Units & PUVR)	\$ 950,541	\$ 424,775	\$ 422,472
GROI	123%	102%	150%
% with Trade	52%	6%	0%
Avg. Over/Under Allowance	-148	220	-483



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Kyle Henson	House		
50%	46%	#DIV/0!	#DIV/0!
8	13	0	0
29.4	80.2	#DIV/0!	#DIV/0!
\$ 30,620	\$ 18,288	#DIV/0!	#DIV/0!
\$ 29,972	\$ 17,211	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 648	\$ 1,077	#DIV/0!	#DIV/0!
\$ 5,255	\$ 3,089	#DIV/0!	#DIV/0!
\$ 2,202	\$ 267	#DIV/0!	#DIV/0!
\$ 7,457	\$ 3,357	#DIV/0!	#DIV/0!
\$ 59,653	\$ 43,640	#DIV/0!	#DIV/0!
305%	88%	#DIV/0!	#DIV/0!
0%	23%	#DIV/0!	#DIV/0!
350	0	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	141	0	141
Avg. Days to Sale	70.9	#DIV/0!	70.9
Avg. Advertised Price (Time of Sale)	\$ 28,161	#DIV/0!	\$ 27,809
Avg. Transaction Price	\$ 27,809	#DIV/0!	\$ 27,809
Avg. Market Price at 100%	\$ 27,965	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 352	#DIV/0!	\$ 352
Avg. Front-End Gross	\$ 4,165	#DIV/0!	\$ 4,165
Avg. Finance Gross	\$ 2,576	#DIV/0!	\$ 2,576
PUVR	\$ 6,741	#DIV/0!	\$ 6,741
Total Gross (Units & PUVR)	\$ 950,541	#DIV/0!	\$ 950,541
GROI	123%	#DIV/0!	123%
% with Trade	52%	#DIV/0!	52%
Avg. Over/Under Allowance	-148	#DIV/0!	-148



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	141	78	63
Avg. Days to Sale	70.9	68.9	73.6
Avg. Advertised Price (Time of Sale)	\$ 28,161	\$ 31,089	\$ 24,186
Avg. Transaction Price	\$ 27,809	\$ 30,736	\$ 24,186
Avg. Market Price at 100%	\$ 27,965	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 352	\$ 353	\$ 350
Avg. Front-End Gross	\$ 4,165	\$ 4,804	\$ 3,374
Avg. Finance Gross	\$ 2,576	\$ 2,630	\$ 2,509
PUVR	\$ 6,741	\$ 7,435	\$ 5,883
Total Gross (Units & PUVR)	\$ 950,541	\$ 579,903	\$ 370,638
GROI	123%	126%	119%
% with Trade	52%	54%	51%
Avg. Over/Under Allowance	-148	-158	-135



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	141	28	52
% of Retail Units	100%	20%	37%
% Retailed of Non-New Franchise	45%	32%	48%
Avg. Days to Sale	70.9	79.9	42.9
Avg. Transaction Price	\$ 27,809	\$ 29,842	\$ 21,903
Avg. Transaction to Market %	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 352	\$ 385	\$ 506
Avg. Front End Gross	\$ 4,165	\$ 4,782	\$ 4,321
Avg. Finance Gross	\$ 2,576	\$ 2,655	\$ 2,215
PUVR	\$ 6,741	\$ 7,438	\$ 6,536
Total Gross (Units & PUVR)	\$ 950,541	\$ 208,253	\$ 339,875
GROI	123%	112%	251%
% with Trade	52%	57%	50%
Avg. Over/Under Allowance	-148	-6	171



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
27	6	0	0
19%	4%	0%	0%
22%	33%	#DIV/0!	#DIV/0!
32.6	23.0	#DIV/0!	#DIV/0!
\$ 35,646	\$ 37,151	#DIV/0!	#DIV/0!
103%	108%	#DIV/0!	#DIV/0!
\$ 392	\$ 1,179	#DIV/0!	#DIV/0!
\$ 4,893	\$ 3,893	#DIV/0!	#DIV/0!
\$ 2,608	\$ 2,818	#DIV/0!	#DIV/0!
\$ 7,502	\$ 6,711	#DIV/0!	#DIV/0!
\$ 202,547	\$ 40,267	#DIV/0!	#DIV/0!
232%	283%	#DIV/0!	#DIV/0!
52%	50%	#DIV/0!	#DIV/0!
-1,082	333	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	28	0
0%	20%	0%
#DIV/0!	75%	#DIV/0!
#DIV/0!	164.7	#DIV/0!
#DIV/0!	\$ 27,186	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (183)	#DIV/0!
#DIV/0!	\$ 2,614	#DIV/0!
#DIV/0!	\$ 3,086	#DIV/0!
#DIV/0!	\$ 5,700	#DIV/0!
#DIV/0!	\$ 159,599	#DIV/0!
#DIV/0!	46%	#DIV/0!
#DIV/0!	54%	#DIV/0!
#DIV/0!	-55	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	141	68	10
% of Retail Units	100%	48%	7%
% Retailed of Non-New Franchise	45%	40%	70%
Avg. Days to Sale	70.9	12.6	35.9
Avg. Transaction Price	\$ 27,809	\$ 25,064	\$ 21,920
Avg. Transaction to Market %	99%	#DIV/0!	94%
Avg. Transactional Discount	\$ 352	\$ 365	\$ 625
Avg. Front End Gross	\$ 4,165	\$ 4,240	\$ 4,531
Avg. Finance Gross	\$ 2,576	\$ 2,577	\$ 1,982
PUVR	\$ 6,741	\$ 6,816	\$ 6,513
Total Gross (Units & PUVR)	\$ 950,541	\$ 463,517	\$ 65,131
GROI	123%	779%	298%
% with Trade	52%	47%	50%
Avg. Over/Under Allowance	-148	113	-1,188



46-60 days	61-90 days	90+ days
10	5	44
7%	4%	31%
10%	60%	50%
53.4	77.6	177.2
\$ 35,107	\$ 35,176	\$ 30,618
111%	98%	#DIV/0!
\$ 198	\$ (120)	\$ 425
\$ 5,654	\$ 5,662	\$ 3,441
\$ 2,477	\$ 3,843	\$ 2,524
\$ 8,131	\$ 9,505	\$ 5,965
\$ 81,310	\$ 47,526	\$ 262,476
156%	125%	40%
50%	80%	57%
-448	175	-165