








Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	C251730A	2019	Chevrolet	TAHOE	45	Trade on New	no	48,995.00	46,775.00	99.39%	\$ (4.64)	1,526.59
2	LP130056	2019	Chevrolet	VOLT	4	LBO Customer	No	17,707.00	17,707.00	99.39%	\$ 500.54	\$ 195.20
3	P383454A	2011	ford	EXPLORER	48	Trade on New	No	13,450.00	12,950.00	99.39%	\$ 674.25	\$ 896.11
4	C114139	2022	Chevrolet	TAHOE	2	Loaner	No	68,935.00	68,935.00	99.39%	13,039.40	5,566.47
5	101959A	2017	Chevrolet	SILVERADO 1500	26	Trade on New	No	30,995.00	30,995.00	99.39%	\$ 411.42	4,383.40
6	L113866	2019	Chevrolet	BOLT EV	14	LBO OEM/Leasing Co.	No	27,995.00	27,995.00	99.39%	-1,382.45	3,551.41
7	LD110261	2019	Chevrolet	VOLT	2	LBO Customer	No	17014	17,014.00	99.39%	\$ 500.86	\$ -
8	P148226A	2020	Chevrolet	SILVERADO 1500	65	Trade on New	No	52,512.00	49,888.00	99.39%	\$ (367.03)	1,944.85
9	T148789	2017	Chevrolet	COLORADO	53	Other	No	29,995.00	29,995.00	99.39%	3,380.16	3,417.25
10	LP158962	2018	Chevrolet	VOLT	0	LBO Customer	No	17,735.75	17,735.75	99.39%	\$ 450.00	1,038.95
11	C106433	2022	Chevrolet	SILVERADO 1500	32	loaner	No	40,070.00	40,070.00	99.39%	3,204.95	2,657.13
12	206308A	2015	Chevrolet	TAHOE	52	Trade on New	No	29,995.00	29,995.00	99.39%	3,588.26	1,849.39
13	215636A	2003	Chevrolet	SILVERADO 1500	17	Trade on New	No	12,995.00	12,995.00	99.39%	5,225.50	\$ -
14	C101634	2022	Chevrolet	SILVERADO 1500	11	loaner	No	46,855.00	46,855.00	99.39%	4,661.45	3,574.73
15	LP281202	2019	Chevrolet	SILVERADO 1500	11	LBO Customer	No	41,736.65	41,736.65	99.39%	\$ 500.00	\$ 426.80
16	LP126584	2019	Chevrolet	SILVERADO 1500	2	LBO Customer	No	34,828.00	34,828.00	99.39%	\$ 500.25	2,459.13
17	C200376	2022	Chevrolet	TAHOE	12	loaner	No	67,465.00	67,465.00	99.39%	8,584.14	3,929.12
18	LP604705	2019	Chevrolet	EQUINOX	6	LBO Customer	No	16,600.00	16,600.00	99.39%	\$ 500.93	\$ -
19	217944A	2014	Chevrolet	SILVERADO 1500	31	Trade on New	No	27,450.00	27,450.00	99.39%	3,229.26	3,068.63
20	181012A	2021	ford	BRONCO	13	Trade on New	No	69,995.00	69,995.00	99.39%	4,709.20	10,952.33
21	LP248958	2018	Chevrolet	TRAVERSE	5	LBO Customer	No	16,768.00	16,768.00	99.39%	\$ 500.57	\$ 185.57
22	505469A	2020	Chevrolet	SILVERADO 1500	16	Trade on New	No	53,995.00	53,995.00	99.39%	7,024.15	1,113.47
23	225095B	2016	Chevrolet	COLORADO	15	Trade on Used	No	22,995.00	22,995.00	99.39%	1,588.42	\$ 229.77
24	229142A	2021	gmc	SIERRA 1500	50	trade on new	No	51,450.00	51,450.00	99.39%	\$ 747.82	1,321.89
25	152981A	2018	Chevrolet	CRUZE	17	trade on new	No	17,775.00	17,775.00	99.39%	1,176.76	\$ -
26	150646A	2019	dodge	CHARGER	65	Trade on New	No	29,775.00	29,775.00	99.39%	\$ (995.78)	3,546.79
27	P132139	2020	Chevrolet	SILVERADO 1500	4	Street/Curb Buy	No	54,995.00	52,695.00	99.39%	1,852.74	2,085.10
28	LP621013	2019	Chevrolet	EQUINOX	3	LBO Customer	No	15,971.29	15,971.29	99.39%	\$ -	\$ -
29	LP110177	2018	Chevrolet	MALIBU	2	LBO Customer	No	10,999.40	10,999.40	99.39%	\$ -	1,295.76
30	C123631	2022	chevrolet	BLAZER	7	loaner	No	34,690.00	34,690.00	99.39%	2,561.75	2,299.28
31	C104266	2022	Chevrolet	SILVERADO 1500	59	Loaner	No	46,855.00	46,855.00	99.39%	4,835.67	5,150.00
32	181012B	2018	jeep	WRANGLER UNLIMI	29	Trade on Used	No	39,995.00	39,995.00	99.39%	2,885.68	1,154.51
33	LP146441	2019	Chevrolet	TRAVERSE	2	LBO Customer	No	25,068.20	25,068.20	99.39%	\$ -	\$ 862.63
34	287570A	2018	Chevrolet	COLORADO	14	Trade on New	No	34,995.00	34,995.00	99.39%	\$ (910.33)	\$ 784.02
35	506191B	2010	Chevrolet	COLORADO	11	Trade on Used	No	12,995.00	12,995.00	99.39%	2,649.78	\$ 532.02
36	285194A	2016	Chevrolet	TAHOE	29	Trade on New	No	29,775.00	29,775.00	99.39%	1,828.75	2,320.76
37	LP336440	2019	Chevrolet	SILVERADO 1500	3	LBO Customer	No	37,975.14	37,975.14	99.39%	\$ -	\$ 963.60
38	C100575A	2016	Chevrolet	SILVERADO 1500	81	trade on new	No	29,575.00	29,575.00	99.39%	\$ 15.66	4,643.00
39	C112967	2022	Chevrolet	COLORADO	6	loaner	No	31,990.00	31,990.00	99.39%	4,936.34	2,993.24
40	C103538	2022	Chevrolet	EQUINOX	12	Loaner	No	29,985.00	27,985.00	99.39%	\$ 742.64	\$ 154.00
41	LP131397	2019	Chevrolet	VOLT	2	LBO Customer	No	16,614.00	16,614.00	99.39%	\$ -	\$ -
42	LP106505	2019	Chevrolet	EQUINOX	1	LBO Customer	No	15,386.30	15,386.30	99.39%	\$ -	2,761.59
43	LP385971	2019	Chevrolet	TRAX	2	LBO Customer	No	13,596.00	13,596.00	99.39%	\$ -	2,283.50
44	224831A	2019	Chevrolet	TRAVERSE	19	trade on new	No	33,995.00	33,995.00	99.39%	1,964.42	2,546.15
45	C101955	2022	Chevrolet	SILVERADO 1500	55	loaner	No	46,855.00	44,287.49	99.39%	4,287.49	2,706.82
46	C124430	2022	Chevrolet	SILVERADO 1500	70	loaner	No	47,150.00	44,995.00	99.39%	2,368.07	3,364.09
47	259538A	2015	ford	EXPLORER	43	trade on new	No	23,450.00	23,450.00	99.39%	\$ (876.18)	\$ 409.33
48	LP104718	2019	Chevrolet	BOLT EV	6	LBO Customer	No	22,344.00	22,344.00	99.39%	\$ -	\$ 250.80
49	C107179	2022	Chevrolet	SILVERADO 1500	55	loaner	No	47,350.00	44,995.00	99.39%	4,407.13	\$ 230.79
50	184707A	2012	Chevrolet	TAHOE	37	trade on new	no	17,450.00	17,450.00	99.39%	-1,000.09	2,023.00
51	LP123415	2019	Chevrolet	BOLT EV	5	LBO Customer	no	23,657.40	23,657.40	99.39%	\$ -	2,165.60
52	LP135361	2019	Chevrolet	BOLT EV	5	LBO Customer	No	20,332.00	20,332.00	99.39%	\$ 0.85	2,529.28
53	L108040	2019	Chevrolet	BOLT EV	16	Street/Curb Buy	No	30,995.00	30,995.00	99.39%	\$ (105.06)	\$ 204.53

## Scoreboard Totals

% Retailed of Non-Franchise Make	16%
Total # Retail Units	186
Avg. Days to Sale	24.4
Avg. Advertised Price (Time of Sale)	\$ 32,758
Avg. Transaction Price	\$ 32,424
Avg. Market Price at 100%	\$ 32,959
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 334
Avg. Front-End Gross	\$ 1,711
Avg. Finance Gross	\$ 1,723
PUVR	\$ 3,434
Total Gross (Units & PUVR)	\$ 638,758
GROI	156%
% with Trade	20%
Avg. Over/Under Allowance	\$42



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	THOMAS WILSON
% Retailed of Non-New Franchise	16%	#DIV/0!	17%
Total # Retail Units	186	0	86
Avg. Days to Sale	24.4	#DIV/0!	20.6
Avg. Advertised Price (Time of Sale)	\$ 32,758	#DIV/0!	\$ 33,010
Avg. Transaction Price	\$ 32,424	#DIV/0!	\$ 32,776
Avg. Market Price at 100%	\$ 32,959	#DIV/0!	\$ 33,213
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	99%
Avg. Transaction to Market	98%	#DIV/0!	99%
Avg. Transactional Discount	\$ 334	#DIV/0!	\$ 234
Avg. Front-End Gross	\$ 1,711	#DIV/0!	\$ 1,951
Avg. Finance Gross	\$ 1,723	#DIV/0!	\$ 1,787
PUVR	\$ 3,434	#DIV/0!	\$ 3,737
Total Gross (Units & PUVR)	\$ 638,758	#DIV/0!	\$ 321,406
GROI	156%	#DIV/0!	199%
% with Trade	20%	#DIV/0!	22%
Avg. Over/Under Allowance	42	#DIV/0!	50



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

VIER MORALES (16	ANTONIO MAYOREN	MICHAEL FRAN	REW W MCELROY (
0%	16%	25%	16%
10	63	8	19
29.6	25.9	56.0	20.8
\$ 31,115	\$ 32,262	\$ 37,379	\$ 32,181
\$ 29,225	\$ 32,077	\$ 37,379	\$ 31,580
\$ 31,305	\$ 32,460	\$ 37,608	\$ 32,378
99%	99%	99%	99%
93%	99%	99%	98%
\$ 1,889	\$ 185	\$ -	\$ 601
\$ 145	\$ 1,852	\$ 506	\$ 1,487
\$ 2,298	\$ 1,730	\$ -	\$ 1,841
\$ 2,443	\$ 3,582	\$ 506	\$ 3,328
\$ 24,432	\$ 225,651	\$ 4,046	\$ 63,223
102%	155%	9%	182%
10%	25%	13%	5%
0	41	0	0





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	JOSEPH R MCGOWA	KARL ANDRE TUMAI
% Retailed of Non-New Franchise	16%	0%	23%
Total # Retail Units	186	9	13
Avg. Days to Sale	24.4	24.0	21.9
Avg. Advertised Price (Time of Sale)	\$ 32,758	\$ 43,079	\$ 33,141
Avg. Transaction Price	\$ 32,424	\$ 42,269	\$ 32,941
Avg. Market Price at 100%	\$ 32,959	\$ 43,343	\$ 33,344
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	98%	99%
Avg. Transactional Discount	\$ 334	\$ 809	\$ 200
Avg. Front-End Gross	\$ 1,711	\$ 1,488	\$ 2,064
Avg. Finance Gross	\$ 1,723	\$ 2,376	\$ 1,232
PUVR	\$ 3,434	\$ 3,864	\$ 3,296
Total Gross (Units & PUVR)	\$ 638,758	\$ 34,778	\$ 42,849
GROI	156%	137%	164%
% with Trade	20%	33%	15%
Avg. Over/Under Allowance	42	0	325



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

PAUL RICHARD HIND	PAUL RICHARD HIND	JOSE DE JESUS HUR	SCOTT JAMES PAGE
20%	20%	15%	17%
10	10	13	12
38.7	38.7	27.7	27.5
\$ 34,419	\$ 34,419	\$ 35,996	\$ 24,671
\$ 33,562	\$ 33,562	\$ 35,996	\$ 24,398
\$ 34,630	\$ 34,630	\$ 36,217	\$ 24,822
99%	99%	99%	99%
97%	97%	99%	98%
\$ 858	\$ 858	\$ -	\$ 273
\$ 1,392	\$ 1,392	\$ 2,794	\$ 1,451
\$ 1,990	\$ 1,990	\$ 2,627	\$ 1,491
\$ 3,383	\$ 3,383	\$ 5,421	\$ 2,942
\$ 33,825	\$ 33,825	\$ 70,471	\$ 35,301
94%	94%	196%	158%
40%	40%	15%	17%
44	44	0	0

SAHBA AGHMAGHA	DRAKE RYAN O'HURSHUCKAIB	SAMADZ	JESUS GARCIA RAMI
25%	25%	15%	0%
4	8	13	11
25.5	41.6	12.1	18.9
\$ 46,215	\$ 33,056	\$ 28,127	\$ 31,904
\$ 45,559	\$ 33,055	\$ 27,923	\$ 31,785
\$ 46,498	\$ 33,259	\$ 28,300	\$ 32,099
99%	99%	99%	99%
98%	99%	99%	99%
\$ 656	\$ 1	\$ 204	\$ 118
\$ 829	\$ 2,581	\$ 1,264	\$ 3,426
\$ 1,281	\$ 2,201	\$ 2,993	\$ 1,634
\$ 2,110	\$ 4,781	\$ 4,257	\$ 5,060
\$ 8,441	\$ 38,249	\$ 55,340	\$ 55,660
65%	125%	454%	303%
75%	38%	15%	0%
0	0	0	#DIV/0!

RANDOLPH PITTNE LUC CHRISTEN PACCESAR QUEZADA (ELSON QUEZADA (			
22%	13%	19%	17%
9	8	16	6
11.9	22.3	29.2	20.7
\$ 28,622	\$ 43,154	\$ 30,579	\$ 22,759
\$ 28,400	\$ 43,085	\$ 30,062	\$ 22,758
\$ 28,798	\$ 43,419	\$ 30,766	\$ 22,899
99%	99%	99%	99%
99%	99%	98%	99%
\$ 222	\$ 69	\$ 517	\$ 1
\$ 710	\$ 2,675	\$ 1,706	\$ 305
\$ 1,247	\$ 2,215	\$ 1,738	\$ 486
\$ 1,957	\$ 4,890	\$ 3,444	\$ 791
\$ 17,610	\$ 39,121	\$ 55,110	\$ 4,745
209%	184%	141%	61%
22%	50%	19%	17%
0	75	58	300

VICTOR MANUEL HRAVANN RYANN P / COREY GASTON (5) MARCOS A AVINA			
17%	14%	33%	0%
12	21	3	5
17.3	20.3	12.7	17.4
\$ 33,268	\$ 31,660	\$ 42,101	\$ 28,449
\$ 32,537	\$ 31,053	\$ 42,101	\$ 28,162
\$ 33,472	\$ 31,854	\$ 42,360	\$ 28,624
99%	99%	99%	99%
97%	97%	99%	98%
\$ 730	\$ 607	\$ -	\$ 288
\$ 1,658	\$ 1,648	\$ 4,163	\$ (543)
\$ 1,693	\$ 1,433	\$ 3,520	\$ 1,580
\$ 3,352	\$ 3,081	\$ 7,683	\$ 1,037
\$ 40,222	\$ 64,702	\$ 23,050	\$ 5,185
215%	176%	519%	76%
17%	10%	33%	20%
0	0	0	0

ANTHONY FABELA	DARREN MICHAEL	NICO FUSCO (69)	
25%	25%	0%	#DIV/0!
4	8	1	0
20.3	56.0	3.0	#DIV/0!
\$ 29,745	\$ 37,379	\$ 21,053	#DIV/0!
\$ 29,745	\$ 37,379	\$ 21,053	#DIV/0!
\$ 29,928	\$ 37,608	\$ 21,182	#DIV/0!
99%	99%	99%	#DIV/0!
99%	99%	99%	#DIV/0!
\$ -	\$ -	\$ -	#DIV/0!
\$ 1,627	\$ 506	\$ 500	#DIV/0!
\$ 761	\$ -	\$ -	#DIV/0!
\$ 2,388	\$ 506	\$ 500	#DIV/0!
\$ 9,552	\$ 4,046	\$ 500	#DIV/0!
143%	9%	285%	#DIV/0!
0%	13%	0%	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!





















## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	MARTIN ANDRE	MAHMOUD YOU
% Retailed of Non-New Franchise	16%	15%	17%
Total # Retail Units	186	47	47
Avg. Days to Sale	24.4	21.9	21.5
Avg. Advertised Price (Time of Sale)	\$ 32,758	\$ 33,454	\$ 34,277
Avg. Transaction Price	\$ 32,424	\$ 33,282	\$ 33,723
Avg. Market Price at 100%	\$ 32,959	\$ 33,659	\$ 34,487
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ 334	\$ 172	\$ 553
Avg. Front-End Gross	\$ 1,711	\$ 2,148	\$ 1,665
Avg. Finance Gross	\$ 1,723	\$ 2,033	\$ 2,555
PUVR	\$ 3,434	\$ 4,181	\$ 4,221
Total Gross (Units & PUVR)	\$ 638,758	\$ 196,517	\$ 198,379
GROI	156%	207%	209%
% with Trade	20%	0%	0%
Avg. Over/Under Allowance	42	75	0



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JI KIM (223)	CRAIG P HOLLADARREN MICHA	ANDREW W MC
13%	10%	22%
15	40	9
19.4	25.6	50.7
\$ 28,324	\$ 33,924	\$ 37,403
\$ 27,317	\$ 33,797	\$ 37,403
\$ 28,498	\$ 34,132	\$ 37,633
99%	99%	99%
96%	99%	99%
\$ 1,007	\$ 127	\$ -
\$ 598	\$ 2,134	\$ 450
\$ 359	\$ 2,412	\$ -
\$ 957	\$ 4,546	\$ 450
\$ 14,352	\$ 181,848	\$ 4,046
65%	189%	9%
0%	0%	11%
44	38	0
		#DIV/0!

RODRIGO ANTONIO JAVIER MORALES THOMAS VHOUSE			
33%	0%	17%	33%
6	2	6	9
43.2	9.5	16.0	27.1
\$ 34,132	\$ 14,445	\$ 26,942	\$ 25,912
\$ 33,157	\$ 14,195	\$ 26,942	\$ 25,784
\$ 34,342	\$ 14,533	\$ 27,107	\$ 26,071
99%	99%	99%	99%
97%	98%	99%	99%
\$ 975	\$ 250	\$ -	\$ 128
\$ 1,076	\$ (5)	\$ 2,287	\$ 1,130
\$ 72	\$ -	\$ 99	\$ 211
\$ 1,148	\$ (5)	\$ 2,387	\$ 1,341
\$ 6,890	\$ (10)	\$ 14,321	\$ 12,068
29%	-1%	199%	69%
0%	0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!	150

## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	186	5	181
Avg. Days to Sale	24.4	44.8	23.9
Avg. Advertised Price (Time of Sale)	\$ 32,758	\$ 48,505	\$ 31,980
Avg. Transaction Price	\$ 32,424	\$ 48,505	\$ 31,980
Avg. Market Price at 100%	\$ 32,959	\$ 48,802	\$ 32,521
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ 334	\$ -	\$ 343
Avg. Front-End Gross	\$ 1,711	\$ 933	\$ 1,732
Avg. Finance Gross	\$ 1,723	\$ 1,259	\$ 1,736
PUVR	\$ 3,434	\$ 2,191	\$ 3,469
Total Gross (Units & PUVR)	\$ 638,758	\$ 10,956	\$ 627,802
GROI	156%	36%	164%
% with Trade	20%	20%	20%
Avg. Over/Under Allowance	42	0	43



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	186	156	30
Avg. Days to Sale	24.4	22.8	33.0
Avg. Advertised Price (Time of Sale)	\$ 32,758	\$ 33,295	\$ 29,837
Avg. Transaction Price	\$ 32,424	\$ 32,922	\$ 29,837
Avg. Market Price at 100%	\$ 32,959	\$ 33,499	\$ 30,149
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	98%	99%
Avg. Transactional Discount	\$ 334	\$ 373	\$ 128
Avg. Front-End Gross	\$ 1,711	\$ 1,841	\$ 1,034
Avg. Finance Gross	\$ 1,723	\$ 1,754	\$ 1,565
PUVR	\$ 3,434	\$ 3,595	\$ 2,599
Total Gross (Units & PUVR)	\$ 638,758	\$ 560,789	\$ 77,969
GROI	156%	172%	95%
% with Trade	20%	19%	30%
Avg. Over/Under Allowance	42	43	39



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	186	68	16
% of Retail Units	100%	37%	9%
% Retailed of Non-New Franchise	16%	32%	44%
Avg. Days to Sale	24.4	37.4	27.4
Avg. Transaction Price	\$ 32,424	\$ 31,749	\$ 26,326
Avg. Transaction to Market %	98%	98%	99%
Avg. Transactional Discount	\$ 334	\$ 521	\$ 98
Avg. Front End Gross	\$ 1,711	\$ 1,111	\$ 1,110
Avg. Finance Gross	\$ 1,723	\$ 1,800	\$ 1,078
PUVR	\$ 3,434	\$ 2,911	\$ 2,187
Total Gross (Units & PUVR)	\$ 638,758	\$ 197,942	\$ 35,000
GROI	156%	88%	109%
% with Trade	20%	26%	25%
Avg. Over/Under Allowance	42	72	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
13	7	35	45
7%	4%	19%	24%
0%	14%	0%	0%
21.1	28.6	24.2	3.9
\$ 43,267	\$ 36,366	\$ 42,180	\$ 24,431
99%	96%	98%	99%
\$ 177	\$ 842	\$ 482	\$ -
\$ 2,789	\$ 1,821	\$ 4,504	\$ 361
\$ 2,795	\$ 1,378	\$ 1,996	\$ 1,291
\$ 5,584	\$ 3,199	\$ 6,500	\$ 1,652
\$ 72,593	\$ 22,392	\$ 227,512	\$ 74,354
220%	111%	229%	626%
15%	0%	17%	13%
0	#DIV/0!	0	50

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	1
1%	0%	1%
0%	#DIV/0!	0%
14.0	#DIV/0!	53.0
\$ 27,995	#DIV/0!	\$ 29,995
99%	#DIV/0!	99%
\$ -	#DIV/0!	\$ -
\$ (1,382)	#DIV/0!	\$ 3,380
\$ 3,551	#DIV/0!	\$ 3,417
\$ 2,169	#DIV/0!	\$ 6,797
\$ 2,169	#DIV/0!	\$ 6,797
199%	#DIV/0!	154%
100%	#DIV/0!	100%
0	#DIV/0!	0

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	186	125	21
% of Retail Units	100%	67%	11%
% Retailed of Non-New Franchise	16%	14%	19%
Avg. Days to Sale	24.4	11.9	37.2
Avg. Transaction Price	\$ 32,424	\$ 32,154	\$ 33,457
Avg. Transaction to Market %	98%	99%	99%
Avg. Transactional Discount	\$ 334	\$ 271	\$ 181
Avg. Front End Gross	\$ 1,711	\$ 1,939	\$ 1,068
Avg. Finance Gross	\$ 1,723	\$ 1,806	\$ 1,451
PUVR	\$ 3,434	\$ 3,745	\$ 2,519
Total Gross (Units & PUVR)	\$ 638,758	\$ 468,172	\$ 52,895
GROI	156%	351%	73%
% with Trade	20%	19%	24%
Avg. Over/Under Allowance	42	59	35



46-60 days	61-90 days	90+ days
24	13	1
13%	7%	1%
25%	23%	0%
52.0	70.8	101.0
\$ 33,401	\$ 32,189	\$ 37,987
98%	96%	99%
\$ 521	\$ 919	\$ -
\$ 1,886	\$ 587	\$ 2
\$ 1,537	\$ 1,735	\$ -
\$ 3,423	\$ 2,322	\$ 2
\$ 82,160	\$ 30,186	\$ 2
71%	37%	0%
29%	15%	0%
0	0	#DIV/0!