

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
KINNEY	DINOTO	CODD
KNAPP	JOHNSON	CLAR
QUINONES	FOTOPOULOS	BELLUCCIO
CORTER	TABACCO	LAKIS
MAY	SARKIS	SMITH
		SCHULTZ, B
		SCOTT
		LEVINE
		CUBIOTTI
		MITCHELL
		ZACCAGLINO
		BARTLETT
		HARRINGTON
		HOSBACH
		PETERS
		ANTINORE
		GRIMSHAW
		PADGHAM
		BARTY
		MARLATT
		MORILLO
		HARTWIGH
		CANNAVINO
		DESTEFANO
		HAILER
		DENNIS
		KOBEL
		BOSEK-SILLS
		DEGEORGE
		WILLIAMS
		SCHULTZ, L
		HOUSE

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	P19197	2019	Chevrolet	SILVERADO	70	LBO OEM/Leasing Co.	No	\$ 35,488	\$ 35,488	97%	(\$4,042)	\$6,412
2	p19750	2019	Chevrolet	Equinox	22	LBO OEM/Leasing Co.	No	\$ 23,621	\$ 23,621		\$1,651	\$2,745
3	P19763	2019	Chevrolet	TRAX	19	LBO OEM/Leasing Co.	No	\$ 21,421	\$ 21,421		\$2,708	\$1,484
4	P19670	2019	Chevrolet	TRAX	30	LBO OEM/Leasing Co.	No	\$ 19,911	\$ 19,911		\$5,204	\$1,937
5	P19045	2019	Chevrolet	SILVERADO	82	LBO OEM/Leasing Co.	No	\$ 36,996	\$ 36,996		(\$3,572)	\$100
6	P19958	2019	Chevrolet	SILVERADO	0	Other	No	\$ 42,638	\$ 42,638		\$1,030	\$3,212
7	P19190	2021	JEEP	GRAND CHEROKEE	68	LBO OEM/Leasing Co.	No	\$ 34,969	\$ 34,000	94%	(\$1,118)	\$0
8	U3757	2020	JEEP	WRANGLER	26	Auction/Wholesale	No	\$ 45,900	\$ 45,900	112%	\$6,868	\$3,275
9	P19297	2020	Chevrolet	SILVERADO	63	LBO OEM/Leasing Co.	No	\$ 40,416	\$ 38,000	101%	\$312	\$69
10	RC19029A	2016	Chevrolet	CRUZE	33	Trade on Used	No	\$ 15,942	\$ 15,942	103%	\$873	\$1,249
11	P19327	2019	Chevrolet	SILVERADO	55	LBO OEM/Leasing Co.	No	\$ 43,700	\$ 43,700	99%	(\$2,139)	\$2,987
12	P19936	2016	Chevrolet	SILVERADO	2	Trade on Used	No	\$ 34,270	\$ 33,609	101%	\$2,222	\$0
13	P19744	2019	Chevrolet	COLORADO	21	LBO OEM/Leasing Co.	No	\$ 30,232	\$ 29,730	99%	\$540	\$1,816
14	P19809	2019	Chevrolet	Equinox	12	LBO OEM/Leasing Co.	No	\$ 24,810	\$ 24,810	101%	\$1,698	\$0
15	P19715	2019	Chevrolet	Equinox	20	LBO OEM/Leasing Co.	No	\$ 24,831	\$ 24,831	99%	\$536	\$2,108
16	U3786	2019	Chevrolet	SILVERADO	8	LBO OEM/Leasing Co.	No	\$ 33,828	\$ 33,828	0%	\$501	\$3,518
17	P19574	2019	Chevrolet	Equinox	32	LBO OEM/Leasing Co.	No	\$ 24,432	\$ 24,432	98%	\$436	\$252
18	P19504	2019	Chevrolet	Equinox	39	LBO OEM/Leasing Co.	No	\$ 24,423	\$ 24,423	96%	\$2,707	\$733
19	P19654	2020	Chevrolet	TRAX	26	LBO OEM/Leasing Co.	No	\$ 21,221	\$ 21,221	98%	\$253	\$1,786
20	P19967	2014	CADILLAC	SRX	0	Street/Curb Buy	No	\$ 19,470	\$ 19,000	101%	\$190	\$0
21	P19160	2020	Chevrolet	SILVERADO	69	LBO OEM/Leasing Co.	No	\$ 34,669	\$ 36,037	96%	(\$318)	\$1,493
22	P19623	2019	Chevrolet	TRAVERSE	27	LBO OEM/Leasing Co.	No	\$ 33,842	\$ 34,441	99%	\$5,053	\$1,629
23	P19698	2019	JEEP	CHEROKEE	22	LBO OEM/Leasing Co.	No	\$ 29,412	\$ 29,412	99%	\$2,541	\$5,557
24	P19614	2020	Chevrolet	Equinox	28	LBO OEM/Leasing Co.	No	\$ 30,411	\$ 30,411	99%	\$5,626	\$0
25	P19581	2019	Chevrolet	TRAX	28	LBO OEM/Leasing Co.	No	\$ 19,821	\$ 19,821	100%	\$2,470	\$4,361
26	RC228808	2015	NISSAN	ALTIMA	30	Trade on Used	No	\$ 17,242	\$ 17,242	97%	\$1,563	\$359
27	T228391A	2020	JEEP	COMPASS	79	Trade on New	No	\$ 23,988	\$ 23,988	86%	(\$2,145)	\$1,393

28	P19892	2020	RAM	1500	5	LBO OEM/Leasing Co.	No	\$	42,830	\$	41,591	100%	(\$60)	\$0
29	P19918	2020	Chevrolet	SILVERADO	1	LBO OEM/Leasing Co.	No	\$	59,820	\$	54,548	0%	(\$364)	\$2,359
30	RC228762A	2015	Chevrolet	SILVERADO	38	Trade on Used	No	\$	26,873	\$	26,300	99%	(\$266)	\$0
31	P19365	2019	Chevrolet	SILVERADO	51	LBO OEM/Leasing Co.	No	\$	35,834	\$	35,834	95%	\$1,856	\$1,066
32	P19304	2020	Chevrolet	COLORADO	51	LBO OEM/Leasing Co.	No	\$	33,424	\$	33,424	96%	\$1,512	\$4,034
33	P19571	2020	NISSAN	SENTRA	26	LBO OEM/Leasing Co.	No	\$	22,411	\$	21,000	98%	\$1,243	\$3,675
34	P19302	2019	Chevrolet	COLORADO	50	LBO OEM/Leasing Co.	No	\$	32,844	\$	33,443	96%	\$814	\$2,154
35	RC228282A	2015	TOYOTA	TUNDRA	80	Trade on Used	No	\$	30,969	\$	29,969	87%	(\$321)	\$2,118
36	RC227995B	2016	LEXUS	NX 200T	27	Trade on Used	No	\$	29,441	\$	29,340	100%	\$1,095	\$1,825
37	P19848	2018	Chevrolet	SILVERADO	1	LBO OEM/Leasing Co.	No	\$	33,920	\$	31,594	96%	\$62	\$1,523
38	P19146	2019	Chevrolet	TRAX	64	LBO OEM/Leasing Co.	No	\$	21,900	\$	21,900	92%	(\$1,014)	\$3,537
39	P19862	2018	DODGE	JOURNEY	3	Street/Curb Buy	No	\$	24,820	\$	22,560	111%	(\$1,275)	\$689
40	P19844	2015	NISSAN	JUKE	0	Street/Curb Buy	No	\$	16,860	\$	15,145	98%	\$0	\$1,700
41	RC228299A	2019	Chevrolet	TRAX	89	Trade on Used	No	\$	17,900	\$	17,900	85%	(\$1,360)	\$2,098
42	T228337A	2019	Chevrolet	COLORADO	48	Trade on New	No	\$	27,853	\$	27,353	94%	(\$460)	\$2,098
43	P19306	2021	Chevrolet	SILVERADO	56	LBO OEM/Leasing Co.	No	\$	44,671	\$	44,671	95%	\$1,064	\$1,726
44	P19841	2017	CADILLAC	XT5	1	Street/Curb Buy	No	\$	29,860	\$	28,535	101%	(\$738)	\$2,636
45	T229031A	2014	Chevrolet	CRUZE	6	Trade on New	No	\$	14,460	\$	8,950	102%	\$479	\$40
46	P18901	2019	Chevrolet	TRAVERSE	83	LBO OEM/Leasing Co.	No	\$	27,833	\$	27,832	91%	(\$888)	\$2,882
47	RC18714A	2019	BUICK	CASCADA	35	Trade on Used	No	\$	30,413	\$	29,912	98%	\$3,058	\$1,050
48	P19413	2021	Chevrolet	TRAILBLAZER	39	LBO OEM/Leasing Co.	No	\$	26,912	\$	26,662	96%	\$3,288	\$4,105
49	RC19386	2019	NISSAN	SENTRA	40	LBO OEM/Leasing Co.	No	\$	19,822	\$	19,822	97%	\$2,211	\$1,780
50	C228609A	2019	RAM	1500	60	Trade on New	No	\$	38,445	\$	38,445	97%	(\$430)	\$2,149
51	U3779	2019	Chevrolet	SILVERADO	10	Auction/Wholesale	No	\$	-	\$	35,000	0%	\$961	\$4,403
52	P19669	2019	Chevrolet	Equinox	22	LBO OEM/Leasing Co.	No	\$	24,821	\$	24,821	98%	\$2,000	\$2,162
53	P19837	2017	NISSAN	ROGUE	2	Street/Curb Buy	No	\$	-	\$	21,592	0%	(\$89)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	34%
Total # Retail Units	100
Avg. Days to Sale	34.4
Avg. Advertised Price (Time of Sale)	\$ 28,826
Avg. Transaction Price	\$ 29,317
Avg. Market Price at 100%	\$ 31,165
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ (491)
Avg. Front-End Gross	\$ 1,508
Avg. Finance Gross	\$ 2,242
PUVR	\$ 3,750
Total Gross (Units & PUVR)	\$ 375,007
GROI	134%
% with Trade	50%
Avg. Over/Under Allowance	\$44



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	KINNEY
% Retailed of Non-New Franchise	34%	#DIV/0!	18%
Total # Retail Units	100	0	11
Avg. Days to Sale	34.4	#DIV/0!	36.5
Avg. Advertised Price (Time of Sale)	\$ 28,826	#DIV/0!	\$ 27,933
Avg. Transaction Price	\$ 29,317	#DIV/0!	\$ 27,449
Avg. Market Price at 100%	\$ 31,165	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (491)	#DIV/0!	\$ 483
Avg. Front-End Gross	\$ 1,508	#DIV/0!	\$ 866
Avg. Finance Gross	\$ 2,242	#DIV/0!	\$ 1,408
PUVR	\$ 3,750	#DIV/0!	\$ 2,274
Total Gross (Units & PUVR)	\$ 375,007	#DIV/0!	\$ 25,015
GROI	134%	#DIV/0!	82%
% with Trade	50%	#DIV/0!	45%
Avg. Over/Under Allowance	44	#DIV/0!	841



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

KNAPP	QUINONES	CORTER	MAY
30%	38%	17%	61%
30	13	23	23
35.2	26.3	30.0	41.4
\$ 31,313	\$ 27,531	\$ 24,729	\$ 30,838
\$ 30,845	\$ 29,784	\$ 26,946	\$ 30,326
\$ 32,241	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 468	\$ (2,253)	\$ (2,217)	\$ 513
\$ 1,143	\$ 1,816	\$ 2,673	\$ 952
\$ 1,970	\$ 2,262	\$ 3,434	\$ 1,793
\$ 3,113	\$ 4,078	\$ 6,107	\$ 2,745
\$ 93,388	\$ 53,018	\$ 140,452	\$ 63,134
103%	187%	272%	79%
50%	54%	52%	48%
-167	-192	109	11

Scoreboard

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Sales Consultant	Totals	CODD	CLAR
% Retailed of Non-New Franchise	34%	44%	13%
Total # Retail Units	100	9	8
Avg. Days to Sale	34.4	26.4	46.3
Avg. Advertised Price (Time of Sale)	\$ 28,826	\$ 30,643	\$ 30,059
Avg. Transaction Price	\$ 29,317	\$ 34,125	\$ 29,231
Avg. Market Price at 100%	\$ 31,165	#DIV/0!	\$ 30,869
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	97%
Avg. Transaction to Market	94%	#DIV/0!	95%
Avg. Transactional Discount	\$ (491)	\$ (3,482)	\$ 828
Avg. Front-End Gross	\$ 1,508	\$ 1,086	\$ 266
Avg. Finance Gross	\$ 2,242	\$ 1,874	\$ 2,485
PUVR	\$ 3,750	\$ 2,961	\$ 2,750
Total Gross (Units & PUVR)	\$ 375,007	\$ 26,645	\$ 22,002
GROI	134%	118%	73%
% with Trade	50%	67%	63%
Avg. Over/Under Allowance	44	-188	0



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

BELLUCCIO	LAKIS	SMITH	SCHULTZ, B
59%	0%	0%	75%
17	4	2	4
38.5	30.5	25.0	20.3
\$ 28,937	\$ 31,076	\$ 28,121	\$ 19,292
\$ 28,600	\$ 31,076	\$ 28,121	\$ 24,261
\$ 29,913	#DIV/0!	\$ 28,344	#DIV/0!
97%	#DIV/0!	99%	#DIV/0!
96%	#DIV/0!	99%	#DIV/0!
\$ 337	\$ -	\$ -	\$ (4,969)
\$ 1,357	\$ 2,345	\$ 2,729	\$ (420)
\$ 1,939	\$ 3,570	\$ 1,289	\$ 2,901
\$ 3,295	\$ 5,915	\$ 4,018	\$ 2,481
\$ 56,020	\$ 23,660	\$ 8,035	\$ 9,922
108%	225%	206%	182%
47%	100%	100%	25%
15	1,313	-375	0

SCOTT	SCOTT	LEVINE	CUBIOTTI
60%	60%	0%	#DIV/0!
5	5	4	0
30.4	30.4	36.0	#DIV/0!
\$ 32,108	\$ 32,108	\$ 23,347	#DIV/0!
\$ 38,862	\$ 38,862	\$ 23,142	#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!
\$ (6,755)	\$ (6,755)	\$ 205	#DIV/0!
\$ 2,478	\$ 2,478	\$ 1,647	#DIV/0!
\$ 3,054	\$ 3,054	\$ 1,764	#DIV/0!
\$ 5,532	\$ 5,532	\$ 3,412	#DIV/0!
\$ 27,659	\$ 27,659	\$ 13,646	#DIV/0!
169%	169%	147%	#DIV/0!
80%	80%	50%	#DIV/0!
-800	-800	250	#DIV/0!

MITCHELL	ZACCAGLINO	BARTLETT	HARRINGTON
0%	0%	50%	0%
2	2	2	1
50.5	30.0	18.5	17.0
\$ 22,679	\$ 28,842	\$ 33,631	\$ 21,631
\$ 22,679	\$ 29,142	\$ 33,012	\$ 21,631
\$ 22,456	\$ 29,256	\$ 33,880	\$ 21,631
101%	99%	99%	100%
101%	100%	97%	100%
\$ -	\$ (300)	\$ 620	\$ -
\$ 3,925	\$ 2,214	\$ 188	\$ 2,127
\$ 1,744	\$ 1,549	\$ 126	\$ 2,975
\$ 5,669	\$ 3,762	\$ 314	\$ 5,102
\$ 11,338	\$ 7,524	\$ 628	\$ 5,102
178%	155%	19%	499%
50%	100%	50%	100%
75	1,250	0	0

HOSBACH	PETERS	ANTINORE	GRIMSHAW
#DIV/0!	25%	0%	0%
0	4	1	4
#DIV/0!	41.5	4.0	25.5
#DIV/0!	\$ 21,345	\$ 41,830	\$ 23,572
#DIV/0!	\$ 21,594	\$ 39,931	\$ 23,276
#DIV/0!	\$ 21,975	\$ 41,416	#DIV/0!
#DIV/0!	97%	101%	#DIV/0!
#DIV/0!	98%	96%	#DIV/0!
#DIV/0!	\$ (249)	\$ 1,899	\$ 296
#DIV/0!	\$ 1,967	\$ (559)	\$ 1,474
#DIV/0!	\$ 2,111	\$ 5,769	\$ 1,561
#DIV/0!	\$ 4,079	\$ 5,210	\$ 3,034
#DIV/0!	\$ 16,314	\$ 5,210	\$ 12,137
#DIV/0!	164%	1174%	184%
#DIV/0!	50%	100%	0%
#DIV/0!	0	0	0

PADGHAM	BARTY	MARLATT	MORILLO
50%	25%	33%	0%
4	4	3	3
34.8	17.0	35.3	48.0
\$ 24,066	\$ 31,236	\$ 45,349	\$ 25,348
\$ 22,093	\$ 31,118	\$ 45,374	\$ 25,245
\$ 24,922	#DIV/0!	\$ 48,030	\$ 26,520
97%	#DIV/0!	94%	96%
89%	#DIV/0!	94%	95%
\$ 1,973	\$ 118	\$ (25)	\$ 103
\$ 828	\$ 509	\$ 3,245	\$ 11,570
\$ 1,112	\$ 1,990	\$ 1,318	\$ 12,457
\$ 1,940	\$ 2,499	\$ 4,562	\$ 24,028
\$ 7,759	\$ 9,995	\$ 13,687	\$ 72,083
91%	170%	102%	714%
25%	25%	0%	67%
125	0	0	-333

HARTWIGH	CANNAVINO	DESTEFANO	HAILER
33%	#DIV/0!	#DIV/0!	0%
3	0	0	2
26.0	#DIV/0!	#DIV/0!	19.0
\$ 22,391	#DIV/0!	#DIV/0!	\$ 36,116
\$ 21,638	#DIV/0!	#DIV/0!	\$ 34,902
\$ 21,417	#DIV/0!	#DIV/0!	\$ 35,859
105%	#DIV/0!	#DIV/0!	101%
101%	#DIV/0!	#DIV/0!	97%
\$ 753	#DIV/0!	#DIV/0!	\$ 1,214
\$ 181	#DIV/0!	#DIV/0!	\$ 2,626
\$ 1,785	#DIV/0!	#DIV/0!	\$ -
\$ 1,966	#DIV/0!	#DIV/0!	\$ 2,626
\$ 5,898	#DIV/0!	#DIV/0!	\$ 5,251
126%	#DIV/0!	#DIV/0!	143%
0%	#DIV/0!	#DIV/0!	100%
0	#DIV/0!	#DIV/0!	1,500

DENNIS	KOBEL	BOSEK-SILLS	DEGEORGE
#DIV/0!	33%	0%	100%
0	3	1	4
#DIV/0!	25.0	89.0	55.8
#DIV/0!	\$ 30,699	\$ 17,900	\$ 26,042
#DIV/0!	\$ 30,664	\$ 17,900	\$ 25,640
#DIV/0!	\$ 31,008	\$ 21,059	\$ 28,308
#DIV/0!	99%	85%	92%
#DIV/0!	99%	85%	91%
#DIV/0!	\$ 34	\$ -	\$ 403
#DIV/0!	\$ 689	\$ (1,360)	\$ 238
#DIV/0!	\$ 962	\$ 2,098	\$ 1,465
#DIV/0!	\$ 1,651	\$ 738	\$ 1,703
#DIV/0!	\$ 4,954	\$ 738	\$ 6,811
#DIV/0!	78%	17%	43%
#DIV/0!	33%	0%	25%
#DIV/0!	-333	0	0

WILLIAMS	SCHULTZ, L	HOUSE	
#DIV/0!	25%	#DIV/0!	#DIV/0!
0	4	0	0
#DIV/0!	45.8	#DIV/0!	#DIV/0!
#DIV/0!	\$ 40,621	#DIV/0!	#DIV/0!
#DIV/0!	\$ 39,378	#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!
#DIV/0!	\$ 1,244	#DIV/0!	#DIV/0!
#DIV/0!	\$ (384)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 881	#DIV/0!	#DIV/0!
#DIV/0!	\$ 497	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,989	#DIV/0!	#DIV/0!
#DIV/0!	10%	#DIV/0!	#DIV/0!
#DIV/0!	50%	#DIV/0!	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	DINOTO	JOHNSON
% Retailed of Non-New Franchise	34%	32%	31%
Total # Retail Units	100	31	48
Avg. Days to Sale	34.4	36.2	29.6
Avg. Advertised Price (Time of Sale)	\$ 28,826	\$ 30,781	\$ 26,354
Avg. Transaction Price	\$ 29,317	\$ 30,224	\$ 27,960
Avg. Market Price at 100%	\$ 31,165	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (491)	\$ 557	\$ (1,606)
Avg. Front-End Gross	\$ 1,508	\$ 576	\$ 2,341
Avg. Finance Gross	\$ 2,242	\$ 1,749	\$ 2,405
PUVR	\$ 3,750	\$ 2,325	\$ 4,747
Total Gross (Units & PUVR)	\$ 375,007	\$ 72,063	\$ 227,834
GROI	134%	76%	207%
% with Trade	50%	0%	0%
Avg. Over/Under Allowance	44	-42	92



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

FOTOPOULOS	SARKIS	TABACCO	
0%	#DIV/0!	47%	#DIV/0!
2	0	19	0
11.0	#DIV/0!	46.2	#DIV/0!
\$ 29,551	#DIV/0!	\$ 31,805	#DIV/0!
\$ 29,220	#DIV/0!	\$ 31,276	#DIV/0!
\$ 29,506	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 331	#DIV/0!	\$ 528	#DIV/0!
\$ 1,379	#DIV/0!	\$ 937	#DIV/0!
\$ 1,054	#DIV/0!	\$ 2,760	#DIV/0!
\$ 2,433	#DIV/0!	\$ 3,697	#DIV/0!
\$ 4,866	#DIV/0!	\$ 70,245	#DIV/0!
273%	#DIV/0!	92%	#DIV/0!
0%	#DIV/0!	0%	#DIV/0!
0	#DIV/0!	66	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	100	0	108
Avg. Days to Sale	34.4	#DIV/0!	34.4
Avg. Advertised Price (Time of Sale)	\$ 28,826	#DIV/0!	\$ 29,317
Avg. Transaction Price	\$ 29,317	#DIV/0!	\$ 29,317
Avg. Market Price at 100%	\$ 31,165	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (491)	#DIV/0!	\$ (491)
Avg. Front-End Gross	\$ 1,508	#DIV/0!	\$ 1,508
Avg. Finance Gross	\$ 2,242	#DIV/0!	\$ 2,242
PUVR	\$ 3,750	#DIV/0!	\$ 3,750
Total Gross (Units & PUVR)	\$ 375,007	#DIV/0!	\$ 405,008
GROI	134%	#DIV/0!	134%
% with Trade	50%	#DIV/0!	46%
Avg. Over/Under Allowance	44	#DIV/0!	44



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	100	66	34
Avg. Days to Sale	34.4	34.6	34.1
Avg. Advertised Price (Time of Sale)	\$ 28,826	\$ 28,612	\$ 29,404
Avg. Transaction Price	\$ 29,317	\$ 29,273	\$ 29,404
Avg. Market Price at 100%	\$ 31,165	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (491)	\$ (661)	\$ (162)
Avg. Front-End Gross	\$ 1,508	\$ 1,785	\$ 971
Avg. Finance Gross	\$ 2,242	\$ 2,514	\$ 1,714
PUVR	\$ 3,750	\$ 4,299	\$ 2,685
Total Gross (Units & PUVR)	\$ 375,007	\$ 283,734	\$ 91,273
GROI	134%	153%	97%
% with Trade	50%	52%	47%
Avg. Over/Under Allowance	44	102	-66



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	100	11	20
% of Retail Units	100%	11%	20%
% Retailed of Non-New Franchise	34%	45%	60%
Avg. Days to Sale	34.4	45.8	39.4
Avg. Transaction Price	\$ 29,317	\$ 31,889	\$ 24,400
Avg. Transaction to Market %	94%	91%	96%
Avg. Transactional Discount	\$ (491)	\$ 723	\$ 241
Avg. Front End Gross	\$ 1,508	\$ 938	\$ 858
Avg. Finance Gross	\$ 2,242	\$ 1,657	\$ 1,238
PUVR	\$ 3,750	\$ 2,594	\$ 2,096
Total Gross (Units & PUVR)	\$ 375,007	\$ 28,538	\$ 41,912
GROI	134%	64%	79%
% with Trade	50%	45%	30%
Avg. Over/Under Allowance	44	-364	38



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
7	2	0	0
7%	2%	0%	0%
86%	50%	#DIV/0!	#DIV/0!
1.7	18.0	#DIV/0!	#DIV/0!
\$ 26,858	\$ 40,450	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,672)	\$ (17,500)	#DIV/0!	#DIV/0!
\$ (349)	\$ 3,915	#DIV/0!	#DIV/0!
\$ 1,711	\$ 3,839	#DIV/0!	#DIV/0!
\$ 1,362	\$ 7,754	#DIV/0!	#DIV/0!
\$ 9,533	\$ 15,507	#DIV/0!	#DIV/0!
1065%	383%	#DIV/0!	#DIV/0!
43%	100%	#DIV/0!	#DIV/0!
-71	-500	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
59	0	1
59%	0%	1%
17%	#DIV/0!	0%
35.6	#DIV/0!	0.0
\$ 30,193	#DIV/0!	\$ 42,638
#DIV/0!	#DIV/0!	#DIV/0!
\$ (258)	#DIV/0!	\$ -
\$ 1,982	#DIV/0!	\$ 1,030
\$ 2,684	#DIV/0!	\$ 3,212
\$ 4,666	#DIV/0!	\$ 4,242
\$ 275,276	#DIV/0!	\$ 4,242
156%	#DIV/0!	#DIV/0!
56%	#DIV/0!	100%
158	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	100	50	16
% of Retail Units	100%	50%	16%
% Retailed of Non-New Franchise	34%	34%	25%
Avg. Days to Sale	34.4	17.5	36.6
Avg. Transaction Price	\$ 29,317	\$ 29,925	\$ 25,903
Avg. Transaction to Market %	94%	#DIV/0!	97%
Avg. Transactional Discount	\$ (491)	\$ (1,191)	\$ 266
Avg. Front End Gross	\$ 1,508	\$ 1,994	\$ 1,135
Avg. Finance Gross	\$ 2,242	\$ 2,006	\$ 1,564
PUVR	\$ 3,750	\$ 4,000	\$ 2,699
Total Gross (Units & PUVR)	\$ 375,007	\$ 199,980	\$ 43,180
GROI	134%	275%	103%
% with Trade	50%	52%	25%
Avg. Over/Under Allowance	44	103	-94



46-60 days	61-90 days	90+ days
14	17	0
14%	17%	0%
29%	41%	#DIV/0!
52.2	73.6	#DIV/0!
\$ 29,714	\$ 31,073	#DIV/0!
96%	#DIV/0!	#DIV/0!
\$ 116	\$ 138	#DIV/0!
\$ 876	\$ 1,146	#DIV/0!
\$ 2,243	\$ 3,681	#DIV/0!
\$ 3,119	\$ 4,827	#DIV/0!
\$ 43,659	\$ 82,057	#DIV/0!
72%	76%	#DIV/0!
71%	53%	#DIV/0!
54	0	#DIV/0!