

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Carlo Borg	Joe Gates	Baney, Shawn
Nathan Fitzgerald	Jackson Odle	Helton, Josh
	Anthony Russett	Hill, Matthew
	Shawn Trice	Hitzemann, Andy
	Jon Walker	Kingery, Meagan
	Caleb Craun	Kruger, Rick
	HOUSE	Lawrence, Travis
	Chad Oberlin	Rose, Romain
		Wachenschwanz, Brandon
		Ward, Jeff
		Broaden, John
		Couch, Kyle
		Crull, Matt
		Demetriades, Chris
		Gilmore, Jeff
		Henderson, Greg
		Herbst, Travis
		Jugloff, Chris
		Loeffler, Chris
		Macias, David
		Sauder, Isaac
		Vasquez, Cristian
		Walker, Matt
		Luke, Austin
		Guzman, Dan
		Dean, PJ
		HOUSE







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	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	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	P20395	2018	Volkswagen	Atlas	124	Street/Curb Buy	No	No	\$ 31,000	\$ 31,000	95%	(\$2,222)	\$393
2	P20474B	2020	Honda	CRV	36		Yes	Yes	\$ 32,765	\$ 32,765	100%	\$2,245	\$3,457
3	P20578	2022	Honda	ACCORD	63	Auction/Wholesale	Yes	Yes	\$ 37,548	\$ 37,548	102%	\$85	\$7,792
4	P20649	2020	Honda	CIVIC	29	Street/Curb Buy	Yes	Yes	\$ 26,997	\$ 25,961	102%	\$1,903	\$3,450
5	P20706	2022	Honda	CIVIC	15	Auction/Wholesale	Yes	Yes	\$ 34,986	\$ 34,500	102%	\$732	\$200
6	P20681	2018	Honda	CIVIC	16	Auction/Wholesale	Yes	Yes	\$ 24,982	\$ 24,982	100%	(\$1,230)	\$125
7	221224A	2019	Honda	ACCORD	45	Trade on New	Yes	Yes	\$ 26,881	\$ 26,881	102%	\$4,136	\$1,579
8	P20678	2020	Honda	ODYSSEY	16	Street/Curb Buy	Yes	Yes	\$ 45,981	\$ 45,981	83%	\$7,439	\$10,586
9	221126A	2017	Chevrolet	CAMARO	80	Trade on Used	No	No	\$ 27,839	\$ 27,839	91%	\$1,281	\$3,650
10	P20729	2018	Honda	ACCORD	14	Street/Curb Buy	Yes	Yes	\$ 28,411	\$ 28,111	109%	(\$3,014)	\$3,038
11	221299A	2019	Honda	CRV	14	Trade on New	Yes	Yes	\$ 32,883	\$ 32,883	91%	\$2,880	\$1,000
12	23048A	2013	Toyota	RAV4	18	Trade on New	No	No	\$ 20,000	\$ 20,000	81%	\$2,326	\$570
13	P20528	2021	Honda	CRV	77	Auction/Wholesale	Yes	Yes	\$ 40,000	\$ 40,000	106%	(\$4,290)	\$5,142
14	221277A	2019	Honda	CIVIC	15	Trade on Used	Yes	Yes	\$ 23,981	\$ 23,981	95%	\$1,301	\$4,471
15	221283A	2014	Chrysler	TOWN & COUNTRY	17	Trade on Used	No	No	\$ 19,947	\$ 13,347	92%	\$1,451	\$1,500
16	221069B	2015	Ford	FUSION	102	Trade on Used	No	No	\$ 15,539	\$ 15,539	84%	\$1,797	\$990
17	P20743	2020	Honda	CIVIC	1	LBO Customer	No	Yes	\$ 16,619	\$ 16,619	100%	\$400	\$5,377
18	P20671	2019	Honda	PILOT	22	Auction/Wholesale	Yes	Yes	\$ 35,844	\$ 35,844	104%	(\$1,505)	\$2,537
19	P20732	2021	Subaru	OUTBACK	12	Auction/Wholesale	No	No	\$ 35,644	\$ 35,644	96%	\$1,349	\$300
20	P20650	2016	Honda	CRV	35	Street/Curb Buy	No	Yes	\$ 22,999	\$ 22,999	101%	\$16	\$1,752
21	P20646	2014	Honda	CRV	37	Auction/Wholesale	No	Yes	\$ 19,992	\$ 19,992	101%	(\$835)	\$372
22	P20599	2022	Honda	CIVIC	58	Auction/Wholesale	Yes	Yes	\$ 31,454	\$ 31,454	104%	(\$1,206)	\$1,595
23	P20665	2019	Honda	CRV	22	Auction/Wholesale	Yes	Yes	\$ 30,000	\$ 31,630	104%	(\$813)	\$1,245
24	221350A	2020	Honda	ACCORD	13	Trade on New	Yes	Yes	\$ 29,996	\$ 29,941	84%	\$3,122	\$424
25	221264A	2016	Jeep	GRAND CHEROKEE	37	Trade on New	No	No	\$ 27,514	\$ 27,514	95%	\$1,404	\$3,078
26	P20691	2019	Honda	CRV	16	Auction/Wholesale	Yes	Yes	\$ 29,659	\$ 29,659	100%	\$1,400	\$5,800
27	P20592	2016	Honda	FIT	61	Street/Curb Buy	No	Yes	\$ 14,826	\$ 14,826	87%	\$1,198	\$454
28	P20707	2022	Toyota	CAMRY	16	Auction/Wholesale	No	No	\$ 32,844	\$ 32,844	103%	(\$700)	\$9,966
29	P20665A	2015	Honda	CRV	7	Trade on Used	No	Yes	\$ 23,799	\$ 23,799	102%	\$2,185	\$0
30	P20664A	2016	Honda	CIVIC	15	Trade on Used	No	Yes	\$ 20,952	\$ 20,452	82%	\$2,987	\$471
31	23041A	2018	Honda	CRV	6	Trade on New	Yes	Yes	\$ 27,937	\$ 27,937	77%	\$5,013	\$6,626
32	P20663	2019	Honda	CRV	26	Auction/Wholesale	Yes	Yes	\$ 30,977	\$ 30,976	110%	(\$1,993)	\$500
33	221315A	2019	Honda	ODYSSEY	13	Trade on New	Yes	Yes	\$ 37,941	\$ 37,941	97%	\$965	\$100
34	P20693	2018	Nissan	MAXIMA	22	Auction/Wholesale	No	No	\$ 26,557	\$ 26,557	103%	(\$998)	\$1,580
35	P20577	2021	Honda	PILOT	68	Auction/Wholesale	Yes	Yes	\$ 38,574	\$ 38,574	107%	(\$5,183)	\$4,974
36	221178A	2021	Honda	CRV	57	Trade on New	Yes	Yes	\$ 34,756	\$ 34,656	90%	\$3,231	\$100
37	P20742	2022	Honda	CRV	10	Auction/Wholesale	Yes	Yes	\$ 35,536	\$ 35,536	100%	(\$76)	\$2,743

38	P20711	2020	Chevrolet	Equinox	26	Auction/Wholesale	No	No	\$ 25,470	\$ 25,470	97%	(\$847)	\$2,840
39	221258A	2015	Ford	ESCAPE	52	Trade on New	No	No	\$ 12,905	\$ 12,905	85%	\$1,580	\$0
40	P20685	2020	Subaru	ASCENT	23	Auction/Wholesale	No	No	\$ 39,000	\$ 38,750	99%	(\$517)	\$2,558
41	P20521B	2018	Dodge	RAM	24	Trade on Used	No	No	\$ 54,844	\$ 54,477	87%	\$5,900	\$700
42	P20628	2020	Honda	CIVIC	60	Street/Curb Buy	Yes	Yes	\$ 26,896	\$ 26,896	82%	\$4,513	\$0
43	221307B	2007	Honda	CRV	17	Trade on Used	No	Yes	\$ 10,941	\$ 10,700	68%	\$3,461	\$0
44	P20610A	2015	Honda	CRV	21	Trade on Used	No	Yes	\$ 18,830	\$ 18,830	89%	\$2,721	\$1,100
45	P20440	2021	Honda	CRV	116	Auction/Wholesale	Yes	Yes	\$ 36,383	\$ 36,383	107%	(\$5,125)	\$3,623
46	P20752	2019	Honda	ACCORD	18	Street/Curb Buy	Yes	Yes	\$ 26,976	\$ 26,976	92%	\$504	\$200
47	P20703	2021	Ford	BRONCO	26	Auction/Wholesale	No	No	\$ 52,794	\$ 52,794	97%	\$1,580	\$0
48	23044A	2019	Honda	ODYSSEY	32	Trade on New	Yes	Yes	\$ 36,799	\$ 37,289	98%	\$434	\$3,052
49	221367A	2019	Honda	PASSPORT	11	Trade on New	Yes	Yes	\$ 34,371	\$ 34,371	89%	\$4,541	\$1,567
50	221113B	2014	Nissan	JUKE	75	Trade on Used	No	No	\$ 12,956	\$ 12,956	83%	\$1,373	\$0
51	221269A	2019	JEEP	RENEGADE	47	Trade on New	No	No	\$ 23,984	\$ 23,984	95%	(\$759)	\$888
52	P20734	2018	Honda	CRV	23	Auction/Wholesale	Yes	Yes	\$ 29,884	\$ 29,884	98%	(\$633)	\$1,700
53	P20736	2020	HONDA	PILOT	18	Street/Curb Buy	Yes	Yes	\$ 41,896	\$ 41,896	95%	\$1,826	\$5,541

## Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	200
Avg. Days to Sale	32.8
Avg. Advertised Price (Time of Sale)	\$ 28,180
Avg. Transaction Price	\$ 28,325
Avg. Market Price at 100%	\$ 29,508
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ (145)
Avg. Front-End Gross	\$ 1,196
Avg. Finance Gross	\$ 2,353
PUVR	\$ 3,549
Total Gross (Units & PUVR)	\$ 709,791
GROI	137%
% with Trade	33%
Avg. Over/Under Allowance	\$208



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Carlo Borg	Nathan Fitzgerald
% Retailed of Non-New Franchise	32%	30%	34%
Total # Retail Units	200	132	68
Avg. Days to Sale	32.8	30.4	37.5
Avg. Advertised Price (Time of Sale)	\$ 28,180	\$ 28,032	\$ 28,466
Avg. Transaction Price	\$ 28,325	\$ 27,946	\$ 29,061
Avg. Market Price at 100%	\$ 29,508	\$ 29,315	\$ 29,742
Avg. Price to Market % (Time of Sale)	96%	96%	96%
Avg. Transaction to Market	96%	95%	98%
Avg. Transactional Discount	\$ (145)	\$ 86	\$ (595)
Avg. Front-End Gross	\$ 1,196	\$ 1,233	\$ 1,124
Avg. Finance Gross	\$ 2,353	\$ 2,399	\$ 2,263
PUVR	\$ 3,549	\$ 3,632	\$ 3,387
Total Gross (Units & PUVR)	\$ 709,791	\$ 479,475	\$ 230,316
GROI	137%	154%	112%
% with Trade	33%	36%	28%
Avg. Over/Under Allowance	208	231	164









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Baney, Shawn	Helton, Josh
% Retailed of Non-New Franchise	32%	50%	17%
Total # Retail Units	200	2	6
Avg. Days to Sale	32.8	24.0	48.5
Avg. Advertised Price (Time of Sale)	\$ 28,180	\$ 43,210	\$ 28,811
Avg. Transaction Price	\$ 28,325	\$ 43,210	\$ 28,689
Avg. Market Price at 100%	\$ 29,508	\$ 43,859	\$ 30,334
Avg. Price to Market % (Time of Sale)	96%	99%	95%
Avg. Transaction to Market	96%	99%	95%
Avg. Transactional Discount	\$ (145)	\$ -	\$ 123
Avg. Front-End Gross	\$ 1,196	\$ 1,625	\$ 1,345
Avg. Finance Gross	\$ 2,353	\$ -	\$ 1,840
PUVR	\$ 3,549	\$ 1,625	\$ 3,184
Total Gross (Units & PUVR)	\$ 709,791	\$ 3,249	\$ 19,105
GROI	137%	56%	82%
% with Trade	33%	50%	33%
Avg. Over/Under Allowance	208	400	300



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

Hill, Matthew	Hitzemann, Andy	Kingery, Meagan	Kruger, Rick
25%	0%	50%	25%
4	2	6	8
74.3	15.0	33.0	23.1
\$ 27,025	\$ 15,031	\$ 20,923	\$ 24,490
\$ 26,925	\$ 15,031	\$ 19,823	\$ 26,495
\$ 27,132	\$ 16,054	\$ 23,108	\$ 24,836
100%	94%	91%	99%
99%	94%	86%	107%
\$ 100	\$ -	\$ 1,100	\$ (2,005)
\$ (1,763)	\$ 901	\$ 1,601	\$ 554
\$ 2,674	\$ 576	\$ 1,876	\$ 3,548
\$ 910	\$ 1,477	\$ 3,477	\$ 4,102
\$ 3,642	\$ 2,954	\$ 20,861	\$ 32,815
16%	236%	191%	241%
0%	0%	17%	38%
0	0	0	236

Lawrence, Travis	Rose, Romain	Wachenschwanz, Br	Ward, Jeff
20%	20%	0%	17%
5	5	4	6
25.8	44.6	25.0	22.0
\$ 24,375	\$ 38,860	\$ 32,121	\$ 25,762
\$ 24,304	\$ 38,774	\$ 32,121	\$ 25,723
\$ 24,937	\$ 39,214	\$ 32,927	\$ 28,289
98%	99%	98%	91%
97%	99%	98%	91%
\$ 71	\$ 86	\$ -	\$ 39
\$ 1,488	\$ (188)	\$ 426	\$ 1,557
\$ 4,411	\$ 3,803	\$ 5,685	\$ 672
\$ 5,898	\$ 3,614	\$ 6,111	\$ 2,229
\$ 29,492	\$ 18,071	\$ 24,444	\$ 13,373
339%	75%	274%	142%
0%	40%	25%	33%
0	503	329	275

Broaden, John	Couch, Kyle	Crull, Matt	Demetriades, Chris
7%	64%	0%	33%
14	11	6	6
30.5	35.5	23.7	45.7
\$ 28,896	\$ 28,930	\$ 25,704	\$ 25,867
\$ 28,864	\$ 28,986	\$ 25,704	\$ 25,933
\$ 30,658	\$ 30,675	\$ 26,381	\$ 26,978
94%	94%	97%	96%
94%	94%	97%	96%
\$ 32	\$ (56)	\$ -	\$ (66)
\$ 606	\$ 1,816	\$ 595	\$ 276
\$ 1,965	\$ 2,188	\$ 1,733	\$ 3,993
\$ 2,571	\$ 4,004	\$ 2,328	\$ 4,270
\$ 35,991	\$ 44,043	\$ 13,970	\$ 25,617
105%	140%	138%	130%
36%	45%	0%	33%
148	236	0	167

Gilmore, Jeff	Henderson, Greg	Herbst, Travis	Jugloff, Chris
33%	45%	30%	45%
9	11	23	11
19.8	27.5	32.0	37.0
\$ 29,337	\$ 22,652	\$ 29,492	\$ 27,832
\$ 29,212	\$ 22,772	\$ 29,398	\$ 27,860
\$ 31,579	\$ 23,428	\$ 30,837	\$ 28,197
93%	97%	96%	99%
93%	97%	95%	99%
\$ 126	\$ (120)	\$ 94	\$ (28)
\$ 2,683	\$ 1,259	\$ 1,791	\$ (215)
\$ 3,028	\$ 1,665	\$ 1,880	\$ 1,302
\$ 5,711	\$ 2,924	\$ 3,671	\$ 1,087
\$ 51,398	\$ 32,163	\$ 84,434	\$ 11,957
356%	168%	140%	38%
33%	9%	57%	18%
200	0	426	0

Loeffler, Chris	Macias, David	Sauder, Isaac	Vasquez, Cristian
20%	57%	40%	31%
15	7	10	13
30.9	56.3	35.5	23.4
\$ 35,777	\$ 32,014	\$ 24,187	\$ 27,884
\$ 35,672	\$ 31,985	\$ 24,013	\$ 29,935
\$ 37,715	\$ 33,284	\$ 26,076	\$ 28,684
95%	96%	93%	97%
95%	96%	92%	104%
\$ 106	\$ 29	\$ 174	\$ (2,051)
\$ 2,261	\$ (344)	\$ 2,092	\$ 1,665
\$ 2,812	\$ 2,327	\$ 1,905	\$ 2,433
\$ 5,072	\$ 1,983	\$ 3,998	\$ 4,098
\$ 76,086	\$ 13,879	\$ 39,978	\$ 53,276
165%	40%	169%	211%
47%	29%	50%	31%
423	-71	423	119

Walker, Matt	Luke, Austin	Guzman, Dan	Dean, PJ
46%	0%	#DIV/0!	0%
13	1	0	1
40.4	21.0	#DIV/0!	7.0
\$ 26,940	\$ 18,830	#DIV/0!	\$ 31,508
\$ 26,916	\$ 18,830	#DIV/0!	\$ 31,508
\$ 28,282	\$ 21,157	#DIV/0!	\$ 30,590
95%	89%	#DIV/0!	103%
95%	89%	#DIV/0!	103%
\$ 23	\$ -	#DIV/0!	\$ -
\$ 696	\$ 2,721	#DIV/0!	\$ 5,206
\$ 2,777	\$ 1,100	#DIV/0!	\$ 4,577
\$ 3,473	\$ 3,821	#DIV/0!	\$ 9,783
\$ 45,148	\$ 3,821	#DIV/0!	\$ 9,783
115%	348%	#DIV/0!	1597%
31%	0%	#DIV/0!	100%
143	0	#DIV/0!	927

HOUSE			
100%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
2.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,271	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,271	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,271	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 239	#DIV/0!	#DIV/0!	#DIV/0!
\$ 239	#DIV/0!	#DIV/0!	#DIV/0!
\$ 239	#DIV/0!	#DIV/0!	#DIV/0!
193%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

















## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Joe Gates	Jackson Odle
% Retailed of Non-New Franchise	32%	31%	36%
Total # Retail Units	200	51	25
Avg. Days to Sale	32.8	29.9	37.0
Avg. Advertised Price (Time of Sale)	\$ 28,180	\$ 28,417	\$ 25,466
Avg. Transaction Price	\$ 28,325	\$ 28,732	\$ 25,419
Avg. Market Price at 100%	\$ 29,508	\$ 29,821	\$ 26,668
Avg. Price to Market % (Time of Sale)	96%	95%	95%
Avg. Transaction to Market	96%	96%	95%
Avg. Transactional Discount	\$ (145)	\$ (316)	\$ 47
Avg. Front-End Gross	\$ 1,196	\$ 1,179	\$ 1,553
Avg. Finance Gross	\$ 2,353	\$ 2,053	\$ 2,015
PUVR	\$ 3,549	\$ 3,232	\$ 3,568
Total Gross (Units & PUVR)	\$ 709,791	\$ 164,824	\$ 89,195
GROI	137%	135%	137%
% with Trade	33%	0%	0%
Avg. Over/Under Allowance	208	215	224



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

Anthony Russet	Shawn Trice	Jon Walker	Caleb Craun
28%	32%	40%	25%
43	59	5	8
34.1	33.8	42.4	30.4
\$ 27,785	\$ 31,445	\$ 30,697	\$ 22,065
\$ 28,367	\$ 31,305	\$ 30,647	\$ 21,817
\$ 29,356	\$ 32,470	\$ 31,505	\$ 24,054
95%	97%	97%	92%
97%	96%	97%	91%
\$ (582)	\$ 140	\$ 50	\$ 248
\$ 813	\$ 1,290	\$ 1,860	\$ 1,284
\$ 2,561	\$ 3,231	\$ 2,494	\$ 210
\$ 3,374	\$ 4,521	\$ 4,354	\$ 1,494
\$ 145,096	\$ 266,749	\$ 21,769	\$ 11,955
126%	154%	121%	81%
0%	0%	0%	0%
119	247	834	125

Chad Oberlin			
33%	#DIV/0!	#DIV/0!	#DIV/0!
9	0	0	0
21.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,898	#DIV/0!	#DIV/0!	#DIV/0!
\$ 18,844	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,611	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 54	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,071	#DIV/0!	#DIV/0!	#DIV/0!
\$ 63	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,134	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,203	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
22	#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	97	103
Avg. Days to Sale	32.8	28.5	36.9
Avg. Advertised Price (Time of Sale)	\$ 28,180	\$ 33,244	\$ 23,545
Avg. Transaction Price	\$ 28,325	\$ 33,400	\$ 23,545
Avg. Market Price at 100%	\$ 29,508	\$ 34,348	\$ 24,858
Avg. Price to Market % (Time of Sale)	96%	97%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ (145)	\$ (157)	\$ (134)
Avg. Front-End Gross	\$ 1,196	\$ 1,239	\$ 1,156
Avg. Finance Gross	\$ 2,353	\$ 2,971	\$ 1,770
PUVR	\$ 3,549	\$ 4,210	\$ 2,926
Total Gross (Units & PUVR)	\$ 709,791	\$ 408,390	\$ 301,401
GROI	137%	159%	121%
% with Trade	33%	40%	26%
Avg. Over/Under Allowance	208	291	130



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	137	63
Avg. Days to Sale	32.8	26.5	46.5
Avg. Advertised Price (Time of Sale)	\$ 28,180	\$ 28,894	\$ 26,907
Avg. Transaction Price	\$ 28,325	\$ 28,977	\$ 26,907
Avg. Market Price at 100%	\$ 29,508	\$ 30,046	\$ 28,186
Avg. Price to Market % (Time of Sale)	96%	96%	95%
Avg. Transaction to Market	96%	96%	95%
Avg. Transactional Discount	\$ (145)	\$ (83)	\$ (281)
Avg. Front-End Gross	\$ 1,196	\$ 1,298	\$ 975
Avg. Finance Gross	\$ 2,353	\$ 2,577	\$ 1,866
PUVR	\$ 3,549	\$ 3,875	\$ 2,841
Total Gross (Units & PUVR)	\$ 709,791	\$ 530,817	\$ 178,973
GROI	137%	182%	82%
% with Trade	33%	34%	32%
Avg. Over/Under Allowance	208	208	208



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	60	42
% of Retail Units	100%	30%	21%
% Retailed of Non-New Franchise	32%	18%	62%
Avg. Days to Sale	32.8	25.1	41.9
Avg. Transaction Price	\$ 28,325	\$ 29,178	\$ 21,628
Avg. Transaction to Market %	96%	96%	88%
Avg. Transactional Discount	\$ (145)	\$ (171)	\$ 193
Avg. Front End Gross	\$ 1,196	\$ 2,668	\$ 2,133
Avg. Finance Gross	\$ 2,353	\$ 2,586	\$ 1,952
PUVR	\$ 3,549	\$ 5,254	\$ 4,085
Total Gross (Units & PUVR)	\$ 709,791	\$ 315,250	\$ 171,574
GROI	137%	258%	162%
% with Trade	33%	40%	24%
Avg. Over/Under Allowance	208	327	133



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
25	64	1	7
13%	32%	1%	4%
16%	33%	0%	14%
37.6	36.0	16.0	0.4
\$ 29,529	\$ 32,469	\$ 30,678	\$ 18,031
96%	101%	102%	100%
\$ (1,013)	\$ (24)	\$ -	\$ -
\$ 1,580	\$ (913)	\$ 3,487	\$ 390
\$ 2,007	\$ 2,510	\$ -	\$ 2,742
\$ 3,587	\$ 1,597	\$ 3,487	\$ 3,133
\$ 89,672	\$ 102,177	\$ 3,487	\$ 21,928
116%	49%	256%	14593%
20%	41%	0%	0%
51	226	0	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	200	115	36
% of Retail Units	100%	58%	18%
% Retailed of Non-New Franchise	32%	24%	28%
Avg. Days to Sale	32.8	17.3	35.9
Avg. Transaction Price	\$ 28,325	\$ 29,193	\$ 29,356
Avg. Transaction to Market %	96%	97%	96%
Avg. Transactional Discount	\$ (145)	\$ (264)	\$ 21
Avg. Front End Gross	\$ 1,196	\$ 1,660	\$ 737
Avg. Finance Gross	\$ 2,353	\$ 2,399	\$ 1,748
PUVR	\$ 3,549	\$ 4,059	\$ 2,485
Total Gross (Units & PUVR)	\$ 709,791	\$ 466,795	\$ 89,456
GROI	137%	290%	85%
% with Trade	33%	29%	47%
Avg. Over/Under Allowance	208	156	311



46-60 days	61-90 days	90+ days
15	21	8
8%	11%	4%
47%	52%	88%
52.3	75.8	113.8
\$ 25,559	\$ 28,992	\$ 21,433
91%	95%	94%
\$ 42	\$ (15)	\$ 38
\$ 2,409	\$ (290)	\$ (1,326)
\$ 2,649	\$ 2,732	\$ 2,638
\$ 5,058	\$ 2,441	\$ 1,312
\$ 75,867	\$ 51,265	\$ 10,496
136%	40%	19%
53%	33%	13%
345	275	203