

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Melvyn Miller	James Rubino	Christina Corkell
Mark Thursby	Damien Addison	Carlos Fortiz
Selbe Hubbard	Rachael Smith	Carrie O'Connell
Stephen Biggar	Rose Thibault	Davonta Smith
Les Shirey	Joey Sivak	Deborah Pilley
		Earl Wilson
		Greg Rohman
		India Marshall
		Tara Shuler
		Jackson Stevens
		Jacob Dashiell
		Keith Moorer
		Keith Biggar Jr
		Les Shirey
		Michael Elliott
		Nicholas Pupillo
		Phillip Stuart
		Steve Sensibaugh







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	B15300	2019	Ford	Expedition Max	35	Auction/Wholesale	Yes	\$ 41,500	\$ 41,500	94%	\$1,211	\$2,030
2	C221825A	2012	Ford	Super Duty F-350 DRW	26	Trade on New	No	\$ 48,990	\$ 48,990	121%	\$6,506	\$0
3	C221896A	2020	GMC	Sierra 1500	12	Trade on New	No	\$ 42,990	\$ 42,990	101%	\$2,986	\$1,859
4	B32058	2019	Subaru	Forester	36	Trade on New	No	\$ 25,900	\$ 25,900	91%	\$3	\$170
5	M230033A	2014	Mazda	CX-5	2	Trade on New	No	\$ 13,995	\$ 13,995	116%	(\$1,026)	\$2,911
6	DX28928A	2020	Ford	Super Duty F-350 SRW	8	Trade on New	No	\$ 58,900	\$ 58,900	86%	(\$866)	\$0
7	F221822A	2019	Ford	F-150	30	Trade on New	No	\$ 52,500	\$ 52,500	98%	\$1,409	\$5,058
8	F221927A	2018	Ford	Mustang	2	Trade on New	No	\$ 31,990	\$ 29,500	96%	\$731	\$161
9	DX28969A	2016	Ford	Escape	12	Trade on New	No	\$ 14,990	\$ 13,500	99%	\$760	\$789
10	B15280	2020	Dodge	Grand Caravan	50	Rental Fleet (Enterprise, etc.)	No	\$ 21,200	\$ 20,200	100%	(\$1,558)	\$2,415
11	F221836A	2019	Ford	F-150	27	Trade on New	Yes	\$ 30,200	\$ 2,920	98%	\$1,030	\$1,495
12	DX28950B	2020	Ford	F-150	31	Trade on Used	No	\$ 75,399	\$ 75,399	119%	(\$4,721)	\$1,676
13	B32052	2020	Ford	Escape	49	Trade on New	No	\$ 21,700	\$ 21,700	89%	(\$3,593)	\$4,174
14	F221539A	2020	Ford	Fusion	66	Trade on New	No	\$ 22,000	\$ 20,973	96%	(\$2,043)	\$0
15	F230023A	2020	Ford	F-150	8	Trade on New	Yes	\$ 32,900	\$ 32,900	99%	\$1,916	\$4,991
16	F221523A	2017	Ford	F-150	27	Trade on New	Yes	\$ 32,600	\$ 31,600	100%	(\$43)	\$7,593
17	DX28970A	2016	Ford	Escape	14	Trade on New	No	\$ 15,990	\$ 12,535	107%	(\$747)	\$957
18	F221609B	2014	Honda	Odyssey	7	Trade on Used	No	\$ 17,200	\$ 17,200	95%	(\$1,983)	\$73
19	F221885A	2022	Ford	Explorer	7	Trade on New	Yes	\$ 35,990	\$ 34,990	97%	\$314	\$0
20	B32039	2019	Nissan	Kicks	67	Trade on Used	No	\$ 21,500	\$ 21,500	98%	\$852	\$3,616
21	DX228981A	2017	Ford	Fusion	2	Trade on New	No	\$ 27,990	\$ 27,000	110%	\$712	\$0
22	M220214A	2017	Nissan	Sentra	3	Trade on New	No	\$ 9,990	\$ 5,845	91%	(\$971)	\$0
23	B32094	2015	Toyota	Corolla	1	Trade on Used	No	\$ 14,000	\$ 12,264	93%	\$3,239	\$912
24	N220263B	2013	Toyota	Venza	28	Trade on Used	No	\$ 13,990	\$ 10,995	98%	\$23	\$1,396
25	N220249A	2019	Nissan	Rogue	78	Trade on New	No	\$ 21,500	\$ 21,500	87%	(\$3,707)	\$1,779
26	M220195A	2020	Volkswagen	Tiguan	28	Trade on New	No	\$ 32,100	\$ 32,092	97%	\$740	\$0
27	B15209	2018	Ford	Fusion Energi	83	Auction/Wholesale	No	\$ 20,500	\$ 20,500	92%	(\$4,687)	\$2,000
28	B15321	2015	Ford	Escape	8	Auction/Wholesale	No	\$ 17,990	\$ 17,157	126%	\$2,859	\$1,052
29	F221942A	2021	Ford	Super Duty F-250 SRW	5	Trade on New	No	\$ 55,990	\$ 50,598	104%	\$3,924	\$1,715
30	B32092	2009	Buick	Enclave	2	Trade on New	No	\$ 12,900	\$ 10,000	121%	\$1,218	\$1,755
31	DX28882A	2018	Nissan	Titan	26	Trade on New	No	\$ 27,500	\$ 27,500	101%	\$1,771	\$2,160
32	DX228981B	2017	Ford	Fusion	3	Trade on Used	Yes	\$ 21,990	\$ 21,990	108%	\$829	\$443
33	F221850A	2019	Ford	Edge	8	Trade on New	Yes	\$ 19,900	\$ 19,900	96%	\$1,410	\$4,431
34	B15271	2019	Ford	Escape	60	Auction/Wholesale	Yes	\$ 21,990	\$ 21,990	93%	(\$2,753)	\$1,360
35	M230042A	2015	Honda	CR-V	17	Trade on New	No	\$ 19,100	\$ 19,100	102%	\$1,155	\$563
36	BM0016	2020	Chevrolet	Malibu	10	Rental Fleet (Enterprise, etc.)	No	\$ 19,700	\$ 19,677	98%	\$1,148	\$2,233
37	F221579A	2019	Ford	Edge	8	Trade on New	No	\$ 24,990	\$ 23,000	100%	\$552	\$614
38	N220272A	2016	Nissan	Pathfinder	37	Trade on New	No	\$ 20,000	\$ 28,990	98%	(\$2,545)	\$2,905
39	DX28967A	2018	Ford	Escape	25	Trade on New	No	\$ 22,990	\$ 21,995	131%	\$3,287	\$1,270
40	F221988A	2020	Ford	Fusion	9	Trade on New	Yes	\$ 23,900	\$ 21,900	103%	(\$78)	\$876
41	M230017A	2021	Ford	Bronco Sport	34	Trade on New	Yes	\$ 33,500	\$ 33,500	98%	\$1,445	\$344

42	L220023N	2016	Chevrolet	Silverado 1500	13	Trade on Used	No	\$ 28,000	\$ 27,000	96%	(\$2,018)	\$0
43	F221880A	2018	Ford	Escape	10	Trade on New	No	\$ 20,200	\$ 20,500	97%	\$597	\$790
44	F221909A	2020	Ford	F-150	14	Trade on New	Yes	\$ 46,000	\$ 43,995	98%	(\$913)	\$338
45	F200670A	2022	Ford	Escape	72	Trade on New	Yes	\$ 30,400	\$ 30,400	93%	(\$1,029)	\$140
46	B32090	2021	Honda	Accord Sedan	22	Trade on New	No	\$ 33,890	\$ 33,500	95%	\$1,064	\$1,521
47	F200096A	2021	Jeep	Grand Cherokee	5	Trade on New	No	\$ 35,124	\$ 35,124	91%	(\$726)	\$1,870
48	B15326	2020	Lincoln	Corsair	0	LBO Customer	No	\$ -	\$ 23,990	0%	(\$50)	\$1,164
49	B15327	2019	Ford	F-150	0	LBO Customer	No	\$ -	\$ 24,620	0%	(\$128)	\$2,604
50	F221874A	2015	Scion	xB	14	Trade on New	No	\$ 15,790	\$ 14,500	92%	\$339	\$178
51	F221750A	2018	Ford	F-150	3	Trade on New	Yes	\$ 33,990	\$ 33,400	100%	\$4,522	\$4,047
52	B15328	2020	Hyundai	Tucson	0	Auction/Wholesale	No	\$ 30,960	\$ 28,500	118%	(\$2,261)	\$817
53	BM0014	2020	Chevrolet	Malibu	21	Rental Fleet (Enterprise, etc.)	No	\$ 22,790	\$ 22,790	99%	\$63	\$3,490

## Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	142
Avg. Days to Sale	22.8
Avg. Advertised Price (Time of Sale)	\$ 29,219
Avg. Transaction Price	\$ 29,811
Avg. Market Price at 100%	\$ 30,438
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ (592)
Avg. Front-End Gross	\$ 294
Avg. Finance Gross	\$ 1,549
PUVR	\$ 1,843
Total Gross (Units & PUVR)	\$ 261,730
GROI	97%
% with Trade	37%
Avg. Over/Under Allowance	(\$1,248)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Melvyn Miller	Mark Thursby
% Retailed of Non-New Franchise	32%	31%	33%
Total # Retail Units	142	58	9
Avg. Days to Sale	22.8	27.0	18.6
Avg. Advertised Price (Time of Sale)	\$ 29,219	\$ 29,506	\$ 33,841
Avg. Transaction Price	\$ 29,811	\$ 32,205	\$ 33,150
Avg. Market Price at 100%	\$ 30,438	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (592)	\$ (2,699)	\$ 691
Avg. Front-End Gross	\$ 294	\$ (62)	\$ 1,912
Avg. Finance Gross	\$ 1,549	\$ 1,758	\$ 1,466
PUVR	\$ 1,843	\$ 1,695	\$ 3,377
Total Gross (Units & PUVR)	\$ 261,730	\$ 98,334	\$ 30,396
GROI	97%	70%	198%
% with Trade	37%	33%	33%
Avg. Over/Under Allowance	-1,248	-1,395	-307



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Selbe Hubbard	Stephen Biggar	Les Shirey	
33%	32%	0%	#DIV/0!
39	34	1	0
21.6	19.2	3.0	#DIV/0!
\$ 27,650	\$ 29,371	\$ 35,500	#DIV/0!
\$ 26,573	\$ 28,671	\$ 35,500	#DIV/0!
\$ 27,407	#DIV/0!	\$ 33,178	#DIV/0!
101%	#DIV/0!	107%	#DIV/0!
97%	#DIV/0!	107%	#DIV/0!
\$ 1,077	\$ 700	\$ -	#DIV/0!
\$ 553	\$ 121	\$ 5,573	#DIV/0!
\$ 1,330	\$ 1,433	\$ 2,837	#DIV/0!
\$ 1,883	\$ 1,554	\$ 8,410	#DIV/0!
\$ 73,448	\$ 52,841	\$ 8,410	#DIV/0!
118%	102%	2843%	#DIV/0!
41%	41%	0%	#DIV/0!
-1,422	-1,051	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Christina Corkell	Carlos Fortiz
% Retailed of Non-New Franchise	32%	50%	0%
Total # Retail Units	142	6	1
Avg. Days to Sale	22.8	15.5	30.0
Avg. Advertised Price (Time of Sale)	\$ 29,219	\$ 21,991	\$ 52,500
Avg. Transaction Price	\$ 29,811	\$ 20,967	\$ 52,500
Avg. Market Price at 100%	\$ 30,438	\$ 21,549	\$ 53,571
Avg. Price to Market % (Time of Sale)	96%	102%	98%
Avg. Transaction to Market	98%	97%	98%
Avg. Transactional Discount	\$ (592)	\$ 1,024	\$ -
Avg. Front-End Gross	\$ 294	\$ 283	\$ 1,409
Avg. Finance Gross	\$ 1,549	\$ 855	\$ 5,058
PUVR	\$ 1,843	\$ 1,138	\$ 6,467
Total Gross (Units & PUVR)	\$ 261,730	\$ 6,828	\$ 6,467
GROI	97%	126%	148%
% with Trade	37%	50%	0%
Avg. Over/Under Allowance	-1,248	-2,300	#DIV/0!



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Carrie O'Connell	Davonta Smith	Deborah Pilley	Earl Wilson
38%	46%	36%	50%
8	13	14	10
21.9	23.3	23.1	21.1
\$ 36,909	\$ 17,504	\$ 43,397	\$ 24,095
\$ 39,195	\$ 16,739	\$ 42,660	\$ 26,141
#DIV/0!	\$ 17,062	\$ 43,639	#DIV/0!
#DIV/0!	103%	99%	#DIV/0!
#DIV/0!	98%	98%	#DIV/0!
\$ (2,286)	\$ 765	\$ 737	\$ (2,046)
\$ 1,020	\$ (479)	\$ 548	\$ 1,000
\$ 1,169	\$ 1,023	\$ 2,354	\$ 1,465
\$ 2,188	\$ 544	\$ 2,902	\$ 2,465
\$ 17,505	\$ 7,076	\$ 40,627	\$ 24,650
92%	50%	106%	161%
25%	31%	64%	20%
500	-2,050	-539	-750

Greg Rohman	India Marshall	Tara Shuler	Jackson Stevens
22%	20%	20%	17%
9	20	5	6
26.2	13.0	41.2	15.2
\$ 31,582	\$ 31,262	\$ 20,400	\$ 31,048
\$ 31,536	\$ 32,160	\$ 36,178	\$ 30,632
\$ 32,331	#DIV/0!	#DIV/0!	\$ 31,761
98%	#DIV/0!	#DIV/0!	98%
98%	#DIV/0!	#DIV/0!	96%
\$ 46	\$ (898)	\$ (15,778)	\$ 417
\$ 387	\$ 582	\$ (209)	\$ 1,471
\$ 1,419	\$ 2,091	\$ 1,122	\$ 1,347
\$ 1,806	\$ 2,672	\$ 912	\$ 2,817
\$ 16,258	\$ 53,445	\$ 4,561	\$ 16,904
79%	230%	22%	218%
44%	35%	0%	50%
375	-1,907	#DIV/0!	-1,500

Jacob Dashiell	Keith Moorer	Keith Biggar Jr	Les Shirey
0%	17%	43%	0%
1	6	7	1
27.0	37.2	27.4	3.0
\$ 30,200	\$ 31,965	\$ 34,897	\$ 35,500
\$ 2,920	\$ 31,632	\$ 33,572	\$ 35,500
\$ 30,816	\$ 34,207	\$ 33,112	\$ 33,178
98%	93%	105%	107%
9%	92%	101%	107%
\$ 27,280	\$ 333	\$ 1,324	\$ -
\$ 1,030	\$ (901)	\$ (2,047)	\$ 5,573
\$ 1,495	\$ 928	\$ 1,121	\$ 2,837
\$ 2,525	\$ 26	\$ (926)	\$ 8,410
\$ 2,525	\$ 158	\$ (6,480)	\$ 8,410
1153%	1%	-36%	2843%
0%	50%	43%	0%
#DIV/0!	167	-2,772	#DIV/0!

Michael Elliott	Nicholas Pupillo	Phillip Stuart	Steve Sensibaugh
17%	50%	40%	13%
6	16	5	8
5.7	22.9	42.0	32.3
\$ 23,133	\$ 20,449	\$ 39,396	\$ 28,848
\$ 27,225	\$ 20,235	\$ 39,739	\$ 28,032
#DIV/0!	\$ 20,420	\$ 39,743	\$ 30,411
#DIV/0!	100%	99%	95%
#DIV/0!	99%	100%	92%
\$ (4,092)	\$ 214	\$ (343)	\$ 816
\$ 1,028	\$ 907	\$ (268)	\$ (1,259)
\$ 1,918	\$ 1,446	\$ 94	\$ 2,301
\$ 2,946	\$ 2,353	\$ (174)	\$ 1,043
\$ 17,677	\$ 37,649	\$ (871)	\$ 8,341
687%	183%	-4%	42%
17%	44%	60%	13%
0	-1,829	-1,824	-2,000























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	James Rubino	Damien Addison
% Retailed of Non-New Franchise	32%	32%	32%
Total # Retail Units	142	44	50
Avg. Days to Sale	22.8	19.5	25.8
Avg. Advertised Price (Time of Sale)	\$ 29,219	\$ 26,058	\$ 30,564
Avg. Transaction Price	\$ 29,811	\$ 29,516	\$ 29,164
Avg. Market Price at 100%	\$ 30,438	#DIV/0!	\$ 30,734
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	99%
Avg. Transaction to Market	98%	#DIV/0!	95%
Avg. Transactional Discount	\$ (592)	\$ (3,458)	\$ 1,401
Avg. Front-End Gross	\$ 294	\$ 270	\$ 358
Avg. Finance Gross	\$ 1,549	\$ 2,060	\$ 1,465
PUVR	\$ 1,843	\$ 2,330	\$ 1,824
Total Gross (Units & PUVR)	\$ 261,730	\$ 102,517	\$ 91,187
GROI	97%	146%	87%
% with Trade	37%	0%	0%
Avg. Over/Under Allowance	-1,248	-1,851	-400



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Rachael Smith	Rose Thibault	Joey Sivak	
27%	67%	40%	#DIV/0!
37	6	5	0
23.4	23.3	18.4	#DIV/0!
\$ 27,328	\$ 54,298	\$ 27,475	#DIV/0!
\$ 27,380	\$ 54,631	\$ 27,075	#DIV/0!
#DIV/0!	#DIV/0!	\$ 25,792	#DIV/0!
#DIV/0!	#DIV/0!	107%	#DIV/0!
#DIV/0!	#DIV/0!	105%	#DIV/0!
\$ (52)	\$ (333)	\$ 400	#DIV/0!
\$ (60)	\$ 1,982	\$ 451	#DIV/0!
\$ 1,048	\$ 1,988	\$ 1,080	#DIV/0!
\$ 988	\$ 3,970	\$ 1,531	#DIV/0!
\$ 36,553	\$ 23,821	\$ 7,653	#DIV/0!
55%	112%	111%	#DIV/0!
0%	0%	0%	#DIV/0!
-1,214	-1,818	-1,605	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	142	29	113
Avg. Days to Sale	22.8	21.5	23.2
Avg. Advertised Price (Time of Sale)	\$ 29,219	\$ 36,071	\$ 28,555
Avg. Transaction Price	\$ 29,811	\$ 34,701	\$ 28,555
Avg. Market Price at 100%	\$ 30,438	\$ 36,536	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	99%	#DIV/0!
Avg. Transaction to Market	98%	95%	#DIV/0!
Avg. Transactional Discount	\$ (592)	\$ 1,369	\$ (1,095)
Avg. Front-End Gross	\$ 294	\$ 969	\$ 121
Avg. Finance Gross	\$ 1,549	\$ 1,830	\$ 1,477
PUVR	\$ 1,843	\$ 2,798	\$ 1,598
Total Gross (Units & PUVR)	\$ 261,730	\$ 81,154	\$ 180,576
GROI	97%	135%	87%
% with Trade	37%	52%	33%
Avg. Over/Under Allowance	-1,248	-700	-1,470



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	142	96	46
Avg. Days to Sale	22.8	20.2	28.3
Avg. Advertised Price (Time of Sale)	\$ 29,219	\$ 29,079	\$ 28,888
Avg. Transaction Price	\$ 29,811	\$ 30,252	\$ 28,888
Avg. Market Price at 100%	\$ 30,438	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (592)	\$ (1,174)	\$ 622
Avg. Front-End Gross	\$ 294	\$ 490	\$ (115)
Avg. Finance Gross	\$ 1,549	\$ 1,602	\$ 1,439
PUVR	\$ 1,843	\$ 2,092	\$ 1,324
Total Gross (Units & PUVR)	\$ 261,730	\$ 200,815	\$ 60,916
GROI	97%	123%	58%
% with Trade	37%	38%	35%
Avg. Over/Under Allowance	-1,248	-1,263	-1,213



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	142	96	18
% of Retail Units	100%	68%	13%
% Retailed of Non-New Franchise	32%	28%	50%
Avg. Days to Sale	22.8	17.9	32.6
Avg. Transaction Price	\$ 29,811	\$ 30,352	\$ 27,399
Avg. Transaction to Market %	98%	#DIV/0!	96%
Avg. Transactional Discount	\$ (592)	\$ (13)	\$ 893
Avg. Front End Gross	\$ 294	\$ 726	\$ (131)
Avg. Finance Gross	\$ 1,549	\$ 1,605	\$ 1,079
PUVR	\$ 1,843	\$ 2,331	\$ 947
Total Gross (Units & PUVR)	\$ 261,730	\$ 223,815	\$ 17,054
GROI	97%	154%	38%
% with Trade	37%	38%	33%
Avg. Over/Under Allowance	-1,248	-1,298	-586



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
2	17	0	4
1%	12%	0%	3%
50%	29%	#DIV/0!	0%
1.5	37.7	#DIV/0!	0.0
\$ 21,150	\$ 32,245	#DIV/0!	\$ 26,653
113%	100%	#DIV/0!	#DIV/0!
\$ -	\$ 358	#DIV/0!	\$ (26,653)
\$ 3,213	\$ (1,304)	#DIV/0!	\$ (69)
\$ 1,803	\$ 1,545	#DIV/0!	\$ 1,253
\$ 5,016	\$ 241	#DIV/0!	\$ 1,184
\$ 10,032	\$ 4,105	#DIV/0!	\$ 4,736
5692%	7%	#DIV/0!	#DIV/0!
0%	53%	#DIV/0!	0%
#DIV/0!	-1,628	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	5	0
0%	4%	0%
#DIV/0!	80%	#DIV/0!
#DIV/0!	58.4	#DIV/0!
#DIV/0!	\$ 25,803	#DIV/0!
#DIV/0!	96%	#DIV/0!
#DIV/0!	\$ 335	#DIV/0!
#DIV/0!	\$ (1,915)	#DIV/0!
#DIV/0!	\$ 2,312	#DIV/0!
#DIV/0!	\$ 398	#DIV/0!
#DIV/0!	\$ 1,988	#DIV/0!
#DIV/0!	9%	#DIV/0!
#DIV/0!	20%	#DIV/0!
#DIV/0!	0	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	142	93	13
% of Retail Units	100%	65%	9%
% Retailed of Non-New Franchise	32%	32%	15%
Avg. Days to Sale	22.8	11.1	36.0
Avg. Transaction Price	\$ 29,811	\$ 29,076	\$ 37,087
Avg. Transaction to Market %	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (592)	\$ 1,233	\$ (7,387)
Avg. Front End Gross	\$ 294	\$ 936	\$ 700
Avg. Finance Gross	\$ 1,549	\$ 1,527	\$ 1,319
PUVR	\$ 1,843	\$ 2,462	\$ 2,019
Total Gross (Units & PUVR)	\$ 261,730	\$ 229,009	\$ 26,251
GROI	97%	274%	54%
% with Trade	37%	37%	46%
Avg. Over/Under Allowance	-1,248	-1,035	-2,238



46-60 days	61-90 days	90+ days
7	11	5
5%	8%	4%
57%	27%	80%
52.4	72.6	114.6
\$ 30,276	\$ 28,093	\$ 26,643
96%	92%	95%
\$ (78)	\$ 152	\$ (443)
\$ (1,473)	\$ (1,558)	\$ (5,703)
\$ 2,416	\$ 1,572	\$ 1,694
\$ 943	\$ 14	\$ (4,008)
\$ 6,600	\$ 150	\$ (20,042)
21%	0%	-47%
29%	36%	40%
-2,886	0	-2,500