

Unit #	Stock#	Year	Make	Model	Days In Stock	Acquisition Source	CP O	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Market Price at 100%	Transaction to Market (%)	Transactional Discount (\$)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	No	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	PN623308	23 FRONTIER	Nissan	FRONTIER	2	Other		Yes	\$ 38,705	\$ 37,405	99%	\$ 39,096	96%	\$ 1,300	\$1,296.05	\$1,988.89
2	HC222851	17 ALTIMA	Nissan	ALTIMA	5	Trade on Used	Yes	Yes	\$ 25,205	\$ 24,422	97%	\$ 25,985	94%	\$ 783	(\$1,486.00)	\$456.78
3	PN328089	23 ALTIMA	Nissan	ALTIMA	22	Other	Yes	Yes	\$ 30,437	\$ 30,458	96%	\$ 31,705	96%	\$ (21)	\$1,351.00	\$2,390.00
4								Blank				#DIV/0!	#DIV/0!	BLANK		
5	NY312470	22 SENTRA	Nissan	SENTRA	21	Other	Yes	Yes	\$ 21,285	\$ 20,785	94%	\$ 22,644	92%	\$ 500	\$871.00	\$502.00
6	PW405204	23 ROGUE	Nissan	ROGUE	21	Other		Yes	\$ 32,115	\$ 31,095	93%	\$ 34,532	90%	\$ 1,020	(\$2,596.95)	\$1,852.60
7	PL485602	23 KICKS	Nissan	KICKS	21	Other		Yes	\$ 23,376	\$ 24,776	92%	\$ 25,409	98%	\$ (1,400)	(\$1,337.84)	\$3,881.00
8								Blank				#DIV/0!	#DIV/0!	BLANK		
9	PW101728	23 ROGUE	Nissan	ROGUE	21	Other		Yes	\$ 32,115	\$ 33,095	91%	\$ 35,291	94%	\$ (980)	(\$2,134.95)	\$1,884.28
10	PC749855	23 ROUGE	Nissan	ROUGE	27	Other		Yes	\$ 30,005	\$ 3,005	92%	\$ 32,614	9%	\$ 27,000	(\$733.41)	\$791.00
11								Blank				#DIV/0!	#DIV/0!	BLANK		
12	M5903060	4 RUNNER	Toyota	4 RUNNER	28	Trade on New	No	No	\$ 47,000	\$ 45,363	94%	\$ 50,000	91%	\$ 1,637	\$3,020.59	\$2,955.69
13	PL484603	23 KICKS	Nissan	KICKS	22	Other		Yes	\$ 27,741	\$ 26,321	80%	\$ 34,676	76%	\$ 1,420	\$563.78	\$963.84
14	HP667566	17 COROLLA	Toyota	COROLLA	61	Auction/Wholesale	No	No	\$ 13,750	\$ 13,750	81%	\$ 16,975	81%	\$ -	\$102.73	\$101.00
15	PC223903	23 PATHFINDER	Nissan	PATHFINDER	22	Other		Yes	\$ 49,025	\$ 48,440	82%	\$ 59,787	81%	\$ 585	\$2,167.00	\$5,895.35
16	PW405307	23 ROGUE	Nissan	ROGUE	22	Other		Yes	\$ 23,376	\$ 24,776	83%	\$ 28,164	88%	\$ (1,400)	\$1,249.85	\$6,696.71
17	PC225850	23 PATHFINDER	Nissan	PATHFINDER	2	Other		Yes	\$ 35,200	\$ 37,428	84%	\$ 41,905	89%	\$ (2,228)	(\$1,325.95)	\$3,214.06
18	PC554695	23 LEAF	Nissan	LEAF	19	Other		Yes	\$ 27,145	\$ 27,321	85%	\$ 31,935	86%	\$ (176)	\$168.05	\$814.00
19	NY308219	22 SENTRA	Nissan	SENTRA	22	Other		Yes	\$ 23,745	\$ 22,745	86%	\$ 27,610	82%	\$ 1,000	\$500.00	\$506.00
20	PC225030	23 PATHFINDER	Nissan	PATHFINDER	8	Other		Yes	\$ 44,105	\$ 42,605	87%	\$ 50,695	84%	\$ 1,500	\$2,798.14	\$3,540.10
21	PC226559	23 PATHFINDER	Nissan	PATHFINDER	1	Other		Yes	\$ 49,025	\$ 48,025	88%	\$ 55,710	86%	\$ 1,000	\$2,739.00	\$4,270.60
22	HX065600	17 TACOMA	Toyota	TACOMA	51	Trade on New	No	No	\$ 27,000	\$ 26,380	89%	\$ 30,337	87%	\$ 620	\$0.97	\$3,981.79
23	MC797250	21 ROGUE	Nissan	21 ROGUE	31	Auction/Wholesale	Yes	Yes	\$ 27,000	\$ 25,604	90%	\$ 30,000	85%	\$ 1,396	(\$947.83)	\$1,627.44
24								Blank				#DIV/0!	#DIV/0!	BLANK		
25	JH402104	18 ELANTRA	Hyundai	1ELANTRA	32	Trade on New	No	No	\$ 24,000	\$ 23,160	92%	\$ 26,087	89%	\$ 840	\$1,848.98	\$1,839.72
26								Blank				#DIV/0!	#DIV/0!	BLANK		
27	LZ118005	20 SILVERADO	Chevrolet	SILVERADO	6	Trade on New	No	No	\$ 41,500	\$ 41,237	94%	\$ 44,149	93%	\$ 263	(\$623.01)	\$4,288.51
28	PC753939	23 ROGUE	Nissan	ROGUE	1	Other		Yes	\$ 23,376	\$ 24,776	95%	\$ 24,606	101%	\$ (1,400)	(\$386.00)	\$951.84
29	LN501294	20 TITAN	Nissan	TITAN	18	Auction/Wholesale	Yes	Yes	\$ 34,000	\$ 35,239	96%	\$ 35,417	99%	\$ (1,239)	\$1,522.00	\$2,422.80
30								Blank				#DIV/0!	#DIV/0!	BLANK		
31	PC752016	23 ROGUE	Nissan	ROGUE	1	Other		Yes	\$ 30,005	\$ 30,005	98%	\$ 30,617	98%	\$ -	\$2,314.27	\$3,030.18
32	PN611558	23 FRONTIER	Nissan	FRONTIER	47	Other		Yes	\$ 38,705	\$ 37,805	99%	\$ 39,096	97%	\$ 900	(\$41.96)	\$3,023.00
33	PN622001	23 FRONTIER	Nissan	FRONTIER	19	Other		Yes	\$ 38,705	\$ 37,405	105%	\$ 36,862	101%	\$ 1,300	\$297.20	\$2,271.34
34	HX112916	17 TUNDRA	Toyota	TUNDRA	34	Trade on New	No	No	\$ 24,900	\$ 24,899	99%	\$ 25,152	99%	\$ 1	\$39.52	\$3,237.00
35	PN331382	23 ALTIMA	Nissan	ALTIMA	3	Other		Yes	\$ 30,872	\$ 30,505	98%	\$ 31,502	97%	\$ 367	\$1,709.00	\$4,730.00
36								Blank				#DIV/0!	#DIV/0!	BLANK		
37	PN330843	23 ALTIMA	Nissan	ALTIMA	6	Other		Yes	\$ 30,872	\$ 28,409	98%	\$ 31,502	90%	\$ 2,463	(\$786.95)	\$1,788.00
38	NY310806	22 SENTRA	Nissan	SENTRA	1	Other		Yes	\$ 21,785	\$ 20,785	98%	\$ 22,230	94%	\$ 1,000	(\$404.00)	\$3,362.00
39	PC555493	23 LEAF	Nissan	LEAF	8	Other		Yes	\$ 27,145	\$ 27,885	97%	\$ 27,985	100%	\$ (740)	(\$1,022.00)	\$2,752.00
40	MN345150	21 ALTIMA	Nissan	ALTIMA	9	Auction/Wholesale	Yes	Yes	\$ 25,395	\$ 25,395	98%	\$ 25,913	98%	\$ -	(\$500.00)	\$1,800.00
41								Blank				#DIV/0!	#DIV/0!	BLANK		
42	NC564024	22 LEAF	Nissan	LEAF	156	Other		Yes	\$ 27,145	\$ 27,321	96%	\$ 28,276	97%	\$ (176)	(\$1,856.15)	\$2,448.74
43	MY314705	21 SENTRA	Nissan	SENTRA	20	Trade on New	Yes	Yes	\$ 18,550	\$ 18,800	95%	\$ 19,526	96%	\$ (250)	\$267.88	\$4,061.60
44								Blank				#DIV/0!	#DIV/0!	BLANK		
45	NW493544	22 ROGUE	Nissan	ROGUE	29	Other		Yes	\$ 32,115	\$ 31,095	93%	\$ 34,532	90%	\$ 1,020	\$2,759.00	\$993.52
46	NY308477	22 SENTRA	Nissan	SENTRA	1	Other		Yes	\$ 21,785	\$ 22,785	92%	\$ 23,679	96%	\$ (1,000)	\$998.86	\$431.20
47	PN627681	23 FRONTIER	Nissan	FRONTIER	1	Other		Yes	\$ 31,860	\$ 32,201	91%	\$ 35,011	92%	\$ (341)	(\$255.00)	\$511.00
48	NY308852	22 SENTRA	Nissan	SENTRA	5	Other		Yes	\$ 21,775	\$ 20,785	90%	\$ 24,194	86%	\$ 990	(\$28.86)	\$654.90
49	NY308882	22 SENTRA	Nissan	SENTRA	1	Other		Yes	\$ 21,775	\$ 21,275	89%	\$ 24,466	87%	\$ 500	\$1,151.14	\$1,474.00
50	F7149576	15 SOUL	Kia	SOUL	10	Trade on Used	No	No	\$ 13,500	\$ 12,335	88%	\$ 15,341	80%	\$ 1,165	\$117.72	\$951.00
51	PC228831	23 PATHFINDER	Nissan	PATHFINDER	3	Other		Yes	\$ 54,145	\$ 53,105	89%	\$ 60,837	87%	\$ 1,040	(\$2,226.90)	\$1,630.80
52	PW405869	23 ROGUE	Nissan	ROGUE	1	Other		Yes	\$ 32,115	\$ 32,095	90%	\$ 35,683	90%	\$ 20	\$212.14	\$3,800.59
53								Blank				#DIV/0!	#DIV/0!	BLANK		

Scoreboard Totals

% Retailed of Non-Franchise Make	20%
Total # Retail Units	140
Avg. Days to Sale	23.7
Avg. Advertised Price (Time of Sale)	\$ 30,916
Avg. Transaction Price	\$ 30,649
Avg. Market Price at 100%	\$ 32,773
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 267
Avg. Front-End Gross	\$ (224)
Avg. Finance Gross	\$ 2,000
PUVR	\$ 1,761
Total Gross (Units & PUVR)	\$ 246,557
GROI	87%
% with Trade	31%
Avg. Over/Under Allowance	\$1,320



Scoreboard

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Desk Manager	Totals	Bob Atwood	JV
% Retailed of Non-New Franchise	20%	#DIV/0!	19%
Total # Retail Units	140	0	21
Avg. Days to Sale	23.7	#DIV/0!	32.0
Avg. Advertised Price (Time of Sale)	\$ 30,916	#DIV/0!	\$ 27,518
Avg. Transaction Price	\$ 30,649	#DIV/0!	\$ 27,751
Avg. Market Price at 100%	\$ 32,773	#DIV/0!	\$ 28,945
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	95%
Avg. Transaction to Market	94%	#DIV/0!	96%
Avg. Transactional Discount	\$ 267	#DIV/0!	\$ (232)
Avg. Front-End Gross	\$ (224)	#DIV/0!	\$ (154)
Avg. Finance Gross	\$ 2,000	#DIV/0!	\$ 2,327
PUVR	\$ 1,761	#DIV/0!	\$ 2,173
Total Gross (Units & PUVR)	\$ 246,557	#DIV/0!	\$ 45,623
GROI	87%	#DIV/0!	88%
% with Trade	31%	#DIV/0!	29%
Avg. Over/Under Allowance	1,320	#DIV/0!	1,267



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SH	HG	CM	FH
50%	6%	0%	13%
2	18	1	16
64.0	29.1	17.0	17.8
\$ 28,500	\$ 30,475	\$ 27,741	\$ 29,863
\$ 27,958	\$ 30,183	\$ 27,321	\$ 27,959
\$ 29,891	\$ 32,373	\$ 28,599	\$ 31,280
95%	94%	97%	95%
94%	93%	96%	89%
\$ 542	\$ 292	\$ 420	\$ 1,904
\$ (7,471)	\$ 375	\$ 208	\$ (521)
\$ 1,803	\$ 2,164	\$ -	\$ 2,482
\$ (6,570)	\$ 2,539	\$ 208	\$ 1,961
\$ (13,140)	\$ 45,709	\$ 208	\$ 31,370
-132%	104%	16%	142%
0%	17%	0%	31%
754	1,238	1,770	1,367

RW	MS		
24%	0%	#DIV/0!	#DIV/0!
78	2	0	0
20.9	4.5	#DIV/0!	#DIV/0!
\$ 32,546	\$ 24,475	#DIV/0!	#DIV/0!
\$ 32,520	\$ 24,084	#DIV/0!	#DIV/0!
\$ 34,862	\$ 25,359	#DIV/0!	#DIV/0!
93%	97%	#DIV/0!	#DIV/0!
93%	95%	#DIV/0!	#DIV/0!
\$ 26	\$ 392	#DIV/0!	#DIV/0!
\$ (146)	\$ (1,425)	#DIV/0!	#DIV/0!
\$ 1,852	\$ 664	#DIV/0!	#DIV/0!
\$ 1,706	\$ (761)	#DIV/0!	#DIV/0!
\$ 133,091	\$ (1,521)	#DIV/0!	#DIV/0!
91%	-253%	#DIV/0!	#DIV/0!
37%	50%	#DIV/0!	#DIV/0!
1,365	798	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Spencer	Santos
% Retailed of Non-New Franchise	20%	7%	0%
Total # Retail Units	140	14	5
Avg. Days to Sale	23.7	16.3	38.3
Avg. Advertised Price (Time of Sale)	\$ 30,916	\$ 28,378	\$ 43,567
Avg. Transaction Price	\$ 30,649	\$ 26,763	\$ 42,794
Avg. Market Price at 100%	\$ 32,773	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 267	\$ 1,615	\$ 773
Avg. Front-End Gross	\$ (224)	\$ (5)	\$ 253
Avg. Finance Gross	\$ 2,000	\$ 3,082	\$ 1,956
PUVR	\$ 1,761	\$ 3,077	\$ 2,209
Total Gross (Units & PUVR)	\$ 246,557	\$ 43,079	\$ 11,045
GROI	87%	254%	48%
% with Trade	31%	43%	40%
Avg. Over/Under Allowance	1,320	1,112	1,161



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Darko	Cole	Joanna	Adriana
0%	14%	24%	0%
2	14	17	3
15.5	18.9	19.2	30.7
\$ 23,376	\$ 29,757	\$ 27,576	\$ 23,542
\$ 24,476	\$ 29,579	\$ 27,554	\$ 23,940
\$ 24,631	\$ 31,409	\$ 29,675	\$ 24,193
95%	95%	93%	97%
99%	94%	93%	99%
\$ (1,100)	\$ 177	\$ 22	\$ (398)
\$ (498)	\$ 727	\$ (269)	\$ (843)
\$ 3,215	\$ 1,199	\$ 1,893	\$ 1,681
\$ 2,716	\$ 1,926	\$ 1,512	\$ 838
\$ 5,432	\$ 26,964	\$ 25,710	\$ 2,514
258%	124%	103%	41%
0%	36%	29%	0%
1,065	1,531	1,359	1,460

Steve	Jorge	Lombardo	Juan
31%	17%	#DIV/0!	#DIV/0!
16	12	0	0
25.6	32.6	#DIV/0!	#DIV/0!
\$ 30,069	\$ 31,895	#DIV/0!	#DIV/0!
\$ 29,687	\$ 31,675	#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!
\$ 382	\$ 220	#DIV/0!	#DIV/0!
\$ (246)	\$ 108	#DIV/0!	#DIV/0!
\$ 2,000	\$ 1,407	#DIV/0!	#DIV/0!
\$ 1,754	\$ 1,515	#DIV/0!	#DIV/0!
\$ 28,058	\$ 18,177	#DIV/0!	#DIV/0!
83%	53%	#DIV/0!	#DIV/0!
19%	17%	#DIV/0!	#DIV/0!
1,385	1,215	#DIV/0!	#DIV/0!

Jaylan	Brendan	Marcus	Layton
30%	23%	22%	0%
10	13	9	1
23.1	15.4	18.0	2.0
\$ 38,540	\$ 36,961	\$ 25,558	\$ 27,741
\$ 37,950	\$ 36,754	\$ 25,652	\$ 27,991
#DIV/0!	#DIV/0!	#DIV/0!	\$ 28,599
#DIV/0!	#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	#DIV/0!	98%
\$ 591	\$ 207	\$ (94)	\$ (250)
\$ (578)	\$ (295)	\$ 274	\$ 1,456
\$ 1,904	\$ 2,715	\$ 1,864	\$ 4,562
\$ 1,326	\$ 2,421	\$ 2,138	\$ 6,018
\$ 13,257	\$ 31,468	\$ 19,244	\$ 6,018
54%	154%	167%	3870%
50%	46%	22%	0%
1,127	1,222	1,185	#DIV/0!

Xriston	Qua	Karla	Helena
29%	11%	#DIV/0!	#DIV/0!
7	9	0	0
44.1	26.9	#DIV/0!	#DIV/0!
\$ 31,609	\$ 30,595	#DIV/0!	#DIV/0!
\$ 31,871	\$ 30,596	#DIV/0!	#DIV/0!
\$ 32,890	\$ 33,221	#DIV/0!	#DIV/0!
96%	92%	#DIV/0!	#DIV/0!
97%	92%	#DIV/0!	#DIV/0!
\$ (262)	\$ (1)	#DIV/0!	#DIV/0!
\$ (1,136)	\$ (1,013)	#DIV/0!	#DIV/0!
\$ 1,113	\$ 2,717	#DIV/0!	#DIV/0!
\$ (23)	\$ 1,704	#DIV/0!	#DIV/0!
\$ (160)	\$ 15,336	#DIV/0!	#DIV/0!
-1%	75%	#DIV/0!	#DIV/0!
29%	22%	#DIV/0!	#DIV/0!
1,460	1,399	#DIV/0!	#DIV/0!

Naryman	Moji Tabatabaie	EX	
#DIV/0!	#DIV/0!	10%	#DIV/0!
0	0	29	0
#DIV/0!	#DIV/0!	32.5	#DIV/0!
#DIV/0!	#DIV/0!	\$ 30,620	#DIV/0!
#DIV/0!	#DIV/0!	\$ 30,532	#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!	\$ 88	#DIV/0!
#DIV/0!	#DIV/0!	\$ (440)	#DIV/0!
#DIV/0!	#DIV/0!	\$ 1,640	#DIV/0!
#DIV/0!	#DIV/0!	\$ 1,200	#DIV/0!
#DIV/0!	#DIV/0!	\$ 34,799	#DIV/0!
#DIV/0!	#DIV/0!	44%	#DIV/0!
#DIV/0!	#DIV/0!	7%	#DIV/0!
#DIV/0!	#DIV/0!	1,439	#DIV/0!

Scoreboard

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Finance Manager	Totals	ORTIZ	SAMMY
% Retailed of Non-New Franchise	20%	16%	13%
Total # Retail Units	140	50	8
Avg. Days to Sale	23.7	20.7	12.8
Avg. Advertised Price (Time of Sale)	\$ 30,916	\$ 30,305	\$ 40,757
Avg. Transaction Price	\$ 30,649	\$ 30,275	\$ 41,464
Avg. Market Price at 100%	\$ 32,773	\$ 32,151	\$ 44,531
Avg. Price to Market % (Time of Sale)	94%	94%	92%
Avg. Transaction to Market	94%	94%	93%
Avg. Transactional Discount	\$ 267	\$ 30	\$ (707)
Avg. Front-End Gross	\$ (224)	\$ (5)	\$ (1,410)
Avg. Finance Gross	\$ 2,000	\$ 1,772	\$ 2,160
PUVR	\$ 1,761	\$ 1,768	\$ 750
Total Gross (Units & PUVR)	\$ 246,557	\$ 88,390	\$ 5,999
GROI	87%	101%	51%
% with Trade	31%	0%	0%
Avg. Over/Under Allowance	1,320	1,247	1,330



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MILTON	OKEOMA		
28%	18%	#DIV/0!	#DIV/0!
47	34	0	0
27.5	25.4	#DIV/0!	#DIV/0!
\$ 27,418	\$ 34,499	#DIV/0!	#DIV/0!
\$ 26,614	\$ 34,387	#DIV/0!	#DIV/0!
\$ 29,417	\$ 36,398	#DIV/0!	#DIV/0!
93%	95%	#DIV/0!	#DIV/0!
90%	94%	#DIV/0!	#DIV/0!
\$ 804	\$ 112	#DIV/0!	#DIV/0!
\$ (90)	\$ (367)	#DIV/0!	#DIV/0!
\$ 2,127	\$ 2,169	#DIV/0!	#DIV/0!
\$ 1,992	\$ 1,802	#DIV/0!	#DIV/0!
\$ 93,607	\$ 61,283	#DIV/0!	#DIV/0!
98%	74%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
1,461	1,189	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	140	3	0
Avg. Days to Sale	23.7	16.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 30,916	\$ 25,642	#DIV/0!
Avg. Transaction Price	\$ 30,649	\$ 25,222	#DIV/0!
Avg. Market Price at 100%	\$ 32,773	\$ 26,778	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	96%	#DIV/0!
Avg. Transaction to Market	94%	94%	#DIV/0!
Avg. Transactional Discount	\$ 267	\$ 421	#DIV/0!
Avg. Front-End Gross	\$ (224)	\$ 245	#DIV/0!
Avg. Finance Gross	\$ 2,000	\$ 1,116	#DIV/0!
PUVR	\$ 1,761	\$ 1,362	#DIV/0!
Total Gross (Units & PUVR)	\$ 246,557	\$ 4,085	#DIV/0!
GROI	87%	121%	#DIV/0!
% with Trade	31%	0%	#DIV/0!
Avg. Over/Under Allowance	1,320	1,389	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	140	112	28
Avg. Days to Sale	23.7	21.7	31.8
Avg. Advertised Price (Time of Sale)	\$ 30,916	\$ 31,542	\$ 28,095
Avg. Transaction Price	\$ 30,649	\$ 31,288	\$ 28,095
Avg. Market Price at 100%	\$ 32,773	\$ 33,535	\$ 30,508
Avg. Price to Market % (Time of Sale)	94%	94%	92%
Avg. Transaction to Market	94%	93%	92%
Avg. Transactional Discount	\$ 267	\$ 255	\$ 319
Avg. Front-End Gross	\$ (224)	\$ (250)	\$ (119)
Avg. Finance Gross	\$ 2,000	\$ 2,056	\$ 1,765
PUVR	\$ 1,761	\$ 1,806	\$ 1,583
Total Gross (Units & PUVR)	\$ 246,557	\$ 202,246	\$ 44,311
GROI	87%	96%	64%
% with Trade	31%	33%	25%
Avg. Over/Under Allowance	1,320	1,332	1,258



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	140	13	13
% of Retail Units	100%	9%	9%
% Retailed of Non-New Franchise	20%	62%	54%
Avg. Days to Sale	23.7	38.3	24.5
Avg. Transaction Price	\$ 30,649	\$ 29,749	\$ 26,725
Avg. Transaction to Market %	94%	93%	92%
Avg. Transactional Discount	\$ 267	\$ 509	\$ 669
Avg. Front End Gross	\$ (224)	\$ (717)	\$ (329)
Avg. Finance Gross	\$ 2,000	\$ 2,572	\$ 1,504
PUVR	\$ 1,761	\$ 1,855	\$ 1,175
Total Gross (Units & PUVR)	\$ 246,557	\$ 24,110	\$ 15,278
GROI	87%	59%	65%
% with Trade	31%	23%	38%
Avg. Over/Under Allowance	1,320	1,243	1,079



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	19	0	0
2%	14%	0%	0%
33%	53%	#DIV/0!	#DIV/0!
33.3	34.9	#DIV/0!	#DIV/0!
\$ 20,374	\$ 29,727	#DIV/0!	#DIV/0!
90%	94%	#DIV/0!	#DIV/0!
\$ 403	\$ (223)	#DIV/0!	#DIV/0!
\$ (1,134)	\$ (963)	#DIV/0!	#DIV/0!
\$ 2,670	\$ 1,828	#DIV/0!	#DIV/0!
\$ 1,536	\$ 769	#DIV/0!	#DIV/0!
\$ 4,609	\$ 14,613	#DIV/0!	#DIV/0!
81%	27%	#DIV/0!	#DIV/0!
0%	16%	#DIV/0!	#DIV/0!
1,385	1,336	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	92
0%	0%	66%
#DIV/0!	#DIV/0!	2%
#DIV/0!	#DIV/0!	18.8
#DIV/0!	#DIV/0!	\$ 31,856
#DIV/0!	#DIV/0!	94%
#DIV/0!	#DIV/0!	\$ 273
#DIV/0!	#DIV/0!	\$ 42
#DIV/0!	#DIV/0!	\$ 2,000
#DIV/0!	#DIV/0!	\$ 2,043
#DIV/0!	#DIV/0!	\$ 187,947
#DIV/0!	#DIV/0!	123%
#DIV/0!	#DIV/0!	36%
#DIV/0!	#DIV/0!	1,355

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	140	99	18
% of Retail Units	100%	71%	13%
% Retailed of Non-New Franchise	20%	16%	22%
Avg. Days to Sale	23.7	12.0	38.1
Avg. Transaction Price	\$ 30,649	\$ 31,084	\$ 28,919
Avg. Transaction to Market %	94%	93%	93%
Avg. Transactional Discount	\$ 267	\$ 318	\$ 394
Avg. Front End Gross	\$ (224)	\$ 166	\$ (95)
Avg. Finance Gross	\$ 2,000	\$ 2,051	\$ 2,015
PUVR	\$ 1,761	\$ 2,217	\$ 1,920
Total Gross (Units & PUVR)	\$ 246,557	\$ 219,465	\$ 34,564
GROI	87%	214%	63%
% with Trade	31%	38%	17%
Avg. Over/Under Allowance	1,320	1,340	1,160



46-60 days	61-90 days	90+ days
12	9	2
9%	6%	1%
33%	44%	0%
52.1	71.1	156.0
\$ 32,610	\$ 27,384	\$ 27,603
96%	92%	93%
\$ (218)	\$ 265	\$ (458)
\$ (907)	\$ (3,985)	\$ 336
\$ 1,542	\$ 1,914	\$ 2,440
\$ 635	\$ (2,070)	\$ 2,776
\$ 7,624	\$ (18,634)	\$ 5,553
13%	-38%	23%
17%	11%	0%
1,148	1,745	680