

Pre-Work VO1 Week 4 Pre-Own

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock #	Year	Make	Model	Inventory	Acquisition Source	CP	Price (Time)	Transaction	Market %	End	Finance	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowance
1	W4087P	2019	Subaru	IMPREZA	38	Auction/Wholesale	No	\$ 23,900	\$ 23,900	97%	(\$2,370)	\$3,273	Desiree Dawson	Blake Mitchusso	Adam Smith	No	\$0
2	W2201507A	2020	Subaru	OUTBACK	13	Trade on New	Yes	\$ 31,997	\$ 31,997	100%	\$4,855	\$3,119	Bria Alexander	William MacKeer	Mark Duecker	Yes	\$0
3	RW2659	2022	Subaru	OUTBACK	11	Loaner	Yes	\$ 29,995	\$ 31,295	93%	\$2,757	\$2,098	Kevin Burjkowski	William MacKeer	Adam Smith	No	\$0
4	W2201502A	2020	Subaru	OUTBACK	32	Trade on New	Yes	\$ 29,500	\$ 29,500	103%	\$3,343	\$631	Jim Carpenter	William MacKeer	Holly Karas	Yes	\$1,000
5	RW2660	2022	Subaru	IMPREZA	21	Loaner	Yes	\$ 23,999	\$ 24,500	96%	\$1,813	\$154	Bill Entriken	Jay Johnson	Adam Smith	No	\$0
6	W2300242B	2015	Volkswagen	JETTA	13	Trade on Used	No	\$ 13,999	\$ 13,999	91%	\$5,000	\$1,443	Husein Badnervic	Jay Johnson	Adam Smith	No	\$0
7	W2300132A	2020	Honda	CRV	40	Trade on New	No	\$ 30,999	\$ 30,240	99%	\$1,240	\$0	Rob Carrol	Jay Johnson	Mark Duecker	No	\$0
8	W4086P	2021	Subaru	OUTBACK	54	Auction/Wholesale	Yes	\$ 29,995	\$ 29,995	106%	(\$2,641)	\$1,698	Darius Alford	Jay Johnson	Adam Smith	No	\$0
9	W2300286A	2022	Hyundai	ELANTRA	15	Trade on New	No	\$ 25,950	\$ 25,950	97%	\$5,620	\$1,253	Fred Hummel	William MacKeer	Holly Karas	Yes	\$1,000
10	W2201514A	2015	Honda	ACCORD	25	Trade on New	No	\$ 17,997	\$ 18,500	94%	\$5,499	\$758	Darius Alford	William MacKeer	Mark Duecker	No	\$0
11	W2201531A	2010	Honda	ACCORD	6	Trade on New	No	\$ 15,500	\$ 15,500	114%	\$6,182	\$195	Fred Hummel	William MacKeer	Adam Smith	No	\$0
12	RW2662	2022	Subaru	ASCENT	15	Loaner	No	\$ 40,724	\$ 40,224	99%	\$4,089	\$1,000	Kevin Burjkowski	William MacKeer	Mark Duecker	No	\$0
13	W2300214B	2021	Toyota	RAV4	23	Trade on Used	No	\$ 28,912	\$ 28,912	96%	\$2,516	\$1,455	Darius Alford	Jay Johnson	Mark Duecker	Yes	(\$300)
14	W2300175A	2016	Ford	EXPLORER	46	Trade on New	No	\$ 21,867	\$ 21,547	91%	\$1,967	\$2,593	Rob Carrol	William MacKeer	Mark Duecker	No	\$0
15	W2201499A	2016	Nissan	ROGUE	26	Trade on New	No	\$ 17,238	\$ 17,238	94%	\$5,071	\$374	Lexi Camburn	Blake Mitchusso	Mark Duecker	No	\$0
16	W2300281A	2015	Subaru	FORESTER	28	Trade on New	No	\$ 13,999	\$ 12,990	93%	\$3,494	\$85	Bria Alexander	Blake Mitchusso	Mark Duecker	No	\$0
17	W4075P	2021	Subaru	OUTBACK	81	Auction/Wholesale	Yes	\$ 27,495	\$ 27,495	96%	(\$4,757)	\$0	Darius Alford	William MacKeer	Adam Smith	No	\$0
18	W2300289A	2019	Subaru	CROSSTREK	33	Trade on New	Yes	\$ 28,556	\$ 28,045	104%	\$1,487	\$660	Aaron Smith	William MacKeer	Holly Karas	No	\$0
19	W2201501A	2021	Subaru	OUTBACK	51	Trade on New	Yes	\$ 36,368	\$ 36,368	100%	\$526	\$2,779	Aaron Smith	William MacKeer	Adam Smith	No	\$0
20	W2201454A	2019	Subaru	ASCENT	71	Trade on New	No	\$ 21,383	\$ 22,200	90%	\$482	\$1,970	Rob Carrol	William MacKeer	Mark Duecker	No	\$0
21	W2300368A	2020	Subaru	FORESTER	17	Trade on New	Yes	\$ 30,750	\$ 31,448	102%	\$3,255	\$98	Darius Alford	William MacKeer	Mark Duecker	No	\$0
22	W4074P	2021	Subaru	FORESTER	89	Auction/Wholesale	Yes	\$ 26,495	\$ 26,495	95%	(\$3,564)	\$0	Husein Badnervic	William MacKeer	Mark Duecker	No	\$0
23	W4098P	2020	Subaru	CROSSTREK	52	Auction/Wholesale	Yes	\$ 25,036	\$ 25,036	100%	(\$823)	\$1,581	Rob Carrol	William MacKeer	Holly Karas	No	\$0
24	W4095P	2017	Jeep	RENEGADE	56	Auction/Wholesale	No	\$ 16,999	\$ 16,999	87%	(\$5,443)	\$2,756	Aaron Smith	William MacKeer	Holly Karas	No	\$0
25	W4068PA	2021	Nissan	MAXIMA	83	Auction/Wholesale	No	\$ 18,495	\$ 18,495	93%	(\$11)	\$98	Jason Blechle	William MacKeer	Mark Duecker	No	\$0
26	W2300391A	2017	Subaru	ASCENT	20	Trade on New	Yes	\$ 31,817	\$ 31,817	102%	\$1,888	\$3,237	Bria Alexander	William MacKeer	Adam Smith	No	\$0
27	W2300304A	2015	Mitsubishi	OUTLANDER	20	Trade on New	No	\$ 13,999	\$ 13,499	92%	\$4,494	\$0	Amal Mustic	Blake Mitchusso	Holly Karas	No	\$0
28	W2300467A	2017	Subaru	OUTBACK	3	Trade on New	No	\$ 25,995	\$ 25,995	97%	\$3,200	\$1,258	Amal Mustic	Jay Johnson	Holly Karas	Yes	\$0
29	W2300272A	2011	Honda	CIVIC	50	Trade on New	No	\$ 8,849	\$ 7,996	80%	\$1,638	\$0	Jon Garcia	William MacKeer	Mark Duecker	No	\$0
30	W2300260A	2017	Toyota	CAMRY	59	Trade on New	No	\$ 18,999	\$ 18,390	91%	\$494	\$0	Kevin Burjkowski	William MacKeer	Adam Smith	No	\$0
31	W2201502B	2019	Hyundai	SANTA FE	19	Trade on Used	No	\$ 23,650	\$ 23,650	102%	\$2,848	\$212	Bria Alexander	William MacKeer	Adam Smith	Yes	\$0
32	W2300238A	2014	Honda	CRV	49	Trade on New	No	\$ 16,935	\$ 16,500	95%	\$1,088	\$0	Lexi Camburn	William MacKeer	Adam Smith	No	\$0
33	W4096PA	2014	Chevrolet	CRUZE	23	Auction/Wholesale	No	\$ 9,994	\$ 9,994	92%	\$4,984	\$1,294	Rob Carrol	William MacKeer	Adam Smith	No	\$0
34	W2300372A	2019	Subaru	FORESTER	18	Trade on New	Yes	\$ 30,109	\$ 30,109	99%	\$2,949	\$2,344	Jon Garcia	William MacKeer	Adam Smith	No	\$0
35	RW2661	2022	Subaru	ASCENT	72	Loaner	Yes	\$ 38,989	\$ 38,739	98%	\$1,489	\$2,000	Kevin Burjkowski	Jay Johnson	Adam Smith	No	\$0
36	W2300351A	2016	Toyota	COROLLA	12	Trade on New	No	\$ 14,250	\$ 14,250	98%	\$3,231	\$214	Jon Garcia	William MacKeer	Adam Smith	No	\$0
37	W5005P	2021	Subaru	STI	33	Auction/Wholesale	No	\$ 43,196	\$ 43,218	98%	\$3,233	\$0	Jon Garcia	William MacKeer	Mark Duecker	No	\$0
38	W2300285A	2019	Toyota	RAV 4	55	Trade on New	No	\$ 32,995	\$ 32,490	94%	\$1,719	\$210	Husein Badnervic	Blake Mitchusso	Adam Smith	No	\$0
39	W4093P	2020	Honda	CIVIC R	49	Auction/Wholesale	No	\$ 42,787	\$ 42,587	96%	(\$1,614)	\$735	Husein Badnervic	Jay Johnson	Mark Duecker	No	\$0
40	W2300402A	2017	Subaru	FORESTER	14	Trade on New	No	\$ 14,986	\$ 14,986	86%	\$4,833	\$758	Rob Carrol	William MacKeer	Holly Karas	No	\$0
41	W2300467B	2019	Mazda	CX 5	19	Trade on Used	No	\$ 26,990	\$ 25,900	100%	\$2,283	\$0	Sean Sullivan	William MacKeer	Adam Smith	No	\$0
42	W2300388A	2020	Subaru	LEGACY	23	Trade on New	Yes	\$ 23,971	\$ 23,971	95%	(\$102)	\$2,823	Amal Mustic	William MacKeer	Mark Duecker	Yes	\$0
43	W2300373A	2020	Subaru	FORESTER	18	Trade on New	Yes	\$ 25,995	\$ 24,995	98%	\$1,950	\$0	Sean Sullivan	Blake Mitchusso	Holly Karas	No	\$0
44	W2201540A	2020	Buick	ENCORE	31	Trade on New	No	\$ 19,995	\$ 19,995	88%	\$2,590	\$85	Rob Carrol	Blake Mitchusso	Adam Smith	No	\$0
45	W2300437A	2015	Nissan	ALTIMA	10	Trade on New	No	\$ 10,499	\$ 10,499	79%	\$2,983	\$1,279	Darius Alford	Jay Johnson	Adam Smith	No	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	49%
Total # Retail Units	84
Avg. Days to Sale	33.8
Avg. Advertised Price (Time of Sale)	\$ 24,423
Avg. Transaction Price	\$ 24,246
Avg. Market Price at 100%	\$ 25,615
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 177
Avg. Front-End Gross	\$ 1,626
Avg. Finance Gross	\$ 946
PUVR	\$ 2,572
Total Gross (Units & PUVR)	\$ 216,049
GROI	113%
% with Trade	17%
Avg. Over/Under Allowance	\$33



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	William MacKeen	Jay Johnson
% Retailed of Non-New Franchise	49%	44%	63%
Total # Retail Units	84	57	16
Avg. Days to Sale	33.8	33.6	35.1
Avg. Advertised Price (Time of Sale)	\$ 24,423	\$ 24,639	\$ 24,378
Avg. Transaction Price	\$ 24,246	\$ 24,480	\$ 24,204
Avg. Market Price at 100%	\$ 25,615	\$ 25,488	\$ 25,516
Avg. Price to Market % (Time of Sale)	95%	97%	96%
Avg. Transaction to Market	95%	96%	95%
Avg. Transactional Discount	\$ 177	\$ 159	\$ 174
Avg. Front-End Gross	\$ 1,626	\$ 1,777	\$ 1,168
Avg. Finance Gross	\$ 946	\$ 938	\$ 1,131
PUVR	\$ 2,572	\$ 2,715	\$ 2,299
Total Gross (Units & PUVR)	\$ 216,049	\$ 154,745	\$ 36,783
GROI	113%	119%	97%
% with Trade	17%	19%	13%
Avg. Over/Under Allowance	33	54	-19



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

Blake Mitchusson			
55%	#DIV/0!	#DIV/0!	#DIV/0!
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32.6	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,366	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,092	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,798	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 274	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,511	#DIV/0!	#DIV/0!	#DIV/0!
\$ 718	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,229	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,521	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Rob Carrol	Jon Garcia	Lexi Camburn
% Retailed of Non-New Franchise	49%	62%	40%	67%
Total # Retail Units	84	13	10	3
Avg. Days to Sale	33.8	42.4	29.2	35.3
Avg. Advertised Price (Time of Sale)	\$ 24,423	\$ 22,996	\$ 27,495	\$ 21,980
Avg. Transaction Price	\$ 24,246	\$ 22,734	\$ 27,244	\$ 21,835
Avg. Market Price at 100%	\$ 25,615	\$ 24,730	\$ 28,546	\$ 22,436
Avg. Price to Market % (Time of Sale)	95%	93%	96%	98%
Avg. Transaction to Market	95%	92%	95%	97%
Avg. Transactional Discount	\$ 177	\$ 262	\$ 251	\$ 145
Avg. Front-End Gross	\$ 1,626	\$ 1,461	\$ 1,075	\$ 3,286
Avg. Finance Gross	\$ 946	\$ 1,091	\$ 986	\$ 1,160
PUVR	\$ 2,572	\$ 2,553	\$ 2,060	\$ 4,446
Total Gross (Units & PUVR)	\$ 216,049	\$ 33,186	\$ 20,604	\$ 13,338
GROI	113%	95%	93%	207%
% with Trade	17%	8%	20%	33%
Avg. Over/Under Allowance	33	83	0	0



Select your staff member for each column.)

Bill Enriken	Fred Hummel	Jim Carpenter	Sean Sullivan	Jason Blechle	Jason Blechle
50%	75%	0%	33%	100%	100%
2	8	1	3	1	1
30.5	17.6	32.0	40.0	83.0	83.0
\$ 29,738	\$ 18,154	\$ 29,500	\$ 24,494	\$ 18,495	\$ 18,495
\$ 29,988	\$ 18,004	\$ 29,500	\$ 23,798	\$ 18,495	\$ 18,495
\$ 31,370	\$ 18,754	\$ 28,641	\$ 25,347	\$ 19,887	\$ 19,887
95%	97%	103%	97%	93%	93%
96%	96%	103%	94%	93%	93%
\$ (251)	\$ 150	\$ -	\$ 697	\$ -	\$ -
\$ 922	\$ 3,791	\$ 3,343	\$ (264)	\$ (11)	\$ (11)
\$ 1,401	\$ 495	\$ 631	\$ 732	\$ 98	\$ 98
\$ 2,324	\$ 4,286	\$ 3,973	\$ 468	\$ 87	\$ 87
\$ 4,647	\$ 34,284	\$ 3,973	\$ 1,403	\$ 87	\$ 87
91%	486%	152%	18%	2%	2%
50%	13%	100%	33%	0%	0%
0	125	1,000	0	0	0

Darius Alford	Aaron Smith	Aaron Smith	Kevin Burjkowski	Amal Mustic	Husein Badnervic
60%	22%	22%	33%	50%	60%
10	9	9	6	8	5
35.7	33.6	33.6	38.5	31.0	42.6
\$ 26,178	\$ 24,072	\$ 24,072	\$ 28,534	\$ 21,186	\$ 26,935
\$ 26,081	\$ 24,016	\$ 24,016	\$ 28,423	\$ 21,008	\$ 26,714
\$ 26,879	\$ 24,774	\$ 24,774	\$ 29,778	\$ 22,189	\$ 28,770
97%	97%	97%	96%	95%	94%
97%	97%	97%	95%	95%	93%
\$ 97	\$ 57	\$ 57	\$ 112	\$ 179	\$ 221
\$ 924	\$ 107	\$ 107	\$ 2,048	\$ 1,804	\$ 1,333
\$ 688	\$ 926	\$ 926	\$ 1,008	\$ 1,354	\$ 644
\$ 1,612	\$ 1,033	\$ 1,033	\$ 3,056	\$ 3,158	\$ 1,977
\$ 16,124	\$ 9,294	\$ 9,294	\$ 18,334	\$ 25,262	\$ 9,883
62%	46%	46%	101%	175%	63%
10%	0%	0%	0%	38%	0%
-30	0	0	0	0	0

Bria Alexander					
20%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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20.4	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,335	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,133	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,096	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 202	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,740	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,386	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,126	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,628	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
346%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
40%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Holly Karas	Adam Smith	Mark Duecker
% Retailed of Non-New Franchise	49%	34%	59%	52%
Total # Retail Units	84	29	32	23
Avg. Days to Sale	33.8	29.5	36.1	36.0
Avg. Advertised Price (Time of Sale)	\$ 24,423	\$ 22,705	\$ 25,106	\$ 25,636
Avg. Transaction Price	\$ 24,246	\$ 22,515	\$ 24,978	\$ 25,411
Avg. Market Price at 100%	\$ 25,615	\$ 23,728	\$ 25,927	\$ 26,786
Avg. Price to Market % (Time of Sale)	95%	96%	97%	96%
Avg. Transaction to Market	95%	95%	96%	95%
Avg. Transactional Discount	\$ 177	\$ 191	\$ 129	\$ 226
Avg. Front-End Gross	\$ 1,626	\$ 1,496	\$ 1,115	\$ 2,502
Avg. Finance Gross	\$ 946	\$ 725	\$ 1,103	\$ 1,005
PUVR	\$ 2,572	\$ 2,221	\$ 2,218	\$ 3,507
Total Gross (Units & PUVR)	\$ 216,049	\$ 64,414	\$ 70,975	\$ 80,659
GROI	113%	120%	88%	138%
% with Trade	17%	0%	0%	0%
Avg. Over/Under Allowance	33	69	34	-13



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	84	29	55
Avg. Days to Sale	33.8	31.6	35.0
Avg. Advertised Price (Time of Sale)	\$ 24,423	\$ 29,823	\$ 21,316
Avg. Transaction Price	\$ 24,246	\$ 29,802	\$ 21,316
Avg. Market Price at 100%	\$ 25,615	\$ 30,170	\$ 22,890
Avg. Price to Market % (Time of Sale)	95%	99%	93%
Avg. Transaction to Market	95%	99%	93%
Avg. Transactional Discount	\$ 177	\$ 21	\$ 259
Avg. Front-End Gross	\$ 1,626	\$ 1,135	\$ 1,885
Avg. Finance Gross	\$ 946	\$ 1,460	\$ 675
PUVR	\$ 2,572	\$ 2,595	\$ 2,560
Total Gross (Units & PUVR)	\$ 216,049	\$ 75,263	\$ 140,786
GROI	113%	99%	124%
% with Trade	17%	21%	15%
Avg. Over/Under Allowance	33	34	32



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	84	43	41
Avg. Days to Sale	33.8	29.9	37.9
Avg. Advertised Price (Time of Sale)	\$ 24,423	\$ 27,195	\$ 21,199
Avg. Transaction Price	\$ 24,246	\$ 27,151	\$ 21,199
Avg. Market Price at 100%	\$ 25,615	\$ 27,801	\$ 22,888
Avg. Price to Market % (Time of Sale)	95%	98%	93%
Avg. Transaction to Market	95%	98%	93%
Avg. Transactional Discount	\$ 177	\$ 44	\$ 316
Avg. Front-End Gross	\$ 1,626	\$ 1,510	\$ 1,748
Avg. Finance Gross	\$ 946	\$ 1,262	\$ 614
PUVR	\$ 2,572	\$ 2,772	\$ 2,363
Total Gross (Units & PUVR)	\$ 216,049	\$ 119,183	\$ 96,865
GROI	113%	123%	106%
% with Trade	17%	19%	15%
Avg. Over/Under Allowance	33	23	43



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	84	49	9
% of Retail Units	100%	58%	11%
% Retailed of Non-New Franchise	49%	51%	89%
Avg. Days to Sale	33.8	30.5	23.7
Avg. Transaction Price	\$ 24,246	\$ 22,462	\$ 20,762
Avg. Transaction to Market %	95%	94%	92%
Avg. Transactional Discount	\$ 177	\$ 212	\$ 533
Avg. Front End Gross	\$ 1,626	\$ 2,541	\$ 2,899
Avg. Finance Gross	\$ 946	\$ 837	\$ 481
PUVR	\$ 2,572	\$ 3,378	\$ 3,380
Total Gross (Units & PUVR)	\$ 216,049	\$ 165,516	\$ 30,421
GROI	113%	177%	248%
% with Trade	17%	14%	22%
Avg. Over/Under Allowance	33	63	-33



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	18	8	0
0%	21%	10%	0%
#DIV/0!	44%	0%	#DIV/0!
#DIV/0!	50.7	27.3	#DIV/0!
#DIV/0!	\$ 27,289	\$ 32,247	#DIV/0!
#DIV/0!	96%	96%	#DIV/0!
#DIV/0!	\$ 10	\$ (68)	#DIV/0!
#DIV/0!	\$ (1,259)	\$ 1,085	#DIV/0!
#DIV/0!	\$ 1,276	\$ 1,391	#DIV/0!
#DIV/0!	\$ 17	\$ 2,476	#DIV/0!
#DIV/0!	\$ 302	\$ 19,810	#DIV/0!
#DIV/0!	0%	101%	#DIV/0!
#DIV/0!	28%	0%	#DIV/0!
#DIV/0!	0	0	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	84	45	12
% of Retail Units	100%	54%	14%
% Retailed of Non-New Franchise	49%	38%	50%
Avg. Days to Sale	33.8	16.8	35.4
Avg. Transaction Price	\$ 24,246	\$ 23,257	\$ 30,636
Avg. Transaction to Market %	95%	96%	95%
Avg. Transactional Discount	\$ 177	\$ 150	\$ 202
Avg. Front End Gross	\$ 1,626	\$ 3,086	\$ 1,231
Avg. Finance Gross	\$ 946	\$ 929	\$ 1,053
PUVR	\$ 2,572	\$ 4,015	\$ 2,284
Total Gross (Units & PUVR)	\$ 216,049	\$ 180,689	\$ 27,409
GROI	113%	370%	76%
% with Trade	17%	18%	33%
Avg. Over/Under Allowance	33	16	173



46-60 days	61-90 days	90+ days
15	12	0
18%	14%	0%
80%	50%	#DIV/0!
52.7	72.3	#DIV/0!
\$ 23,297	\$ 22,749	#DIV/0!
92%	91%	#DIV/0!
\$ 309	\$ 86	#DIV/0!
\$ (182)	\$ (1,194)	#DIV/0!
\$ 1,071	\$ 745	#DIV/0!
\$ 890	\$ (450)	#DIV/0!
\$ 13,346	\$ (5,395)	#DIV/0!
26%	-10%	#DIV/0!
7%	8%	#DIV/0!
0	0	#DIV/0!