

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Carl Berwald		
Aaron Hanson		
Richard Busker		
Lindsey Nelson	Chris Cohen	
	Harut Khachatryan	
	Adara Thomas	
		Emily Protzner
		Gabe Nagel
		Chelsey Johnson
		Iryna Antonova
		David Falkman
		Abdallah El-Sanjak
		Rory Onorato
		Sterling-James Brown
		Mark Larson
		Jenny Hager
		Jessica Reiss
		CJ Boley
		Tony Sivongxay
		Jon Henry







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	P61514A	2020	Porsche	Macan	55	Trade on Used	No	No	\$ 62,989	\$ 62,989	100%	\$ 62,989	100%	\$ -	\$9,449	\$300
2	AM2521A	2019	Mercedes-Benz	CLS 53 AMG	77	Trade on Used	No	No	\$ 55,983	\$ 55,983	95%	\$ 58,929	95%	\$ -	(\$4,599)	\$597
3	AM2533	2019	Volvo	XC90	75	Auction/Wholesale	No	No	\$ 45,960	\$ 45,960	100%	\$ 45,960	100%	\$ -	(\$353)	\$1,350
4	M7879A	2022	Ford	Explorer	35	Trade on New	No	No	\$ 57,483	\$ 55,500	99%	\$ 58,064	96%	\$ 1,983	\$3,367	\$300
5	P61566	2021	Audi	RS 6 Avant	71	Street/Curb Buy	No	Yes	\$ 122,450	\$ 118,001	99%	\$ 123,687	95%	\$ 4,449	\$3,805	\$4,193
6	P61557A	2015	Audi	A3	8	Trade on Used	No		\$ 21,259	\$ 21,259	106%	\$ 20,056	106%	\$ -	\$3,375	\$1,227
7	AM2532	2021	Audi	Q8	21	Auction/Wholesale	No		\$ 71,990	\$ 71,500	104%	\$ 69,221	103%	\$ 490	\$1,903	\$300
8	P61596A	2015	Volkswagen	Jetta TDI	11	Trade on Used	No	No	\$ 18,957	\$ 18,957	104%	\$ 18,228	104%	\$ -	\$2,261	\$840
9	B11657C	2019	Subaru	Crosstrek	72	Trade on Used	No	No	\$ 24,756	\$ 23,996	92%	\$ 26,909	89%	\$ 760	\$2,631	\$300
10	SM1714	2021	Audi	A5	37	Loaner	Yes		\$ 42,450	\$ 42,450	101%	\$ 42,030	101%	\$ -	\$2,169	\$4,640
11	P61605	2019	Audi	A4	24	Street/Curb Buy	No	Yes	\$ 31,933	\$ 31,933	99%	\$ 32,256	99%	\$ -	\$1,425	\$1,000
12	AM2510A	2019	Toyota	Tacoma	73	Trade on Used	No	No	\$ 37,459	\$ 37,459	92%	\$ 40,716	92%	\$ -	\$1,971	\$300
13	AM2526	2021	Audi	RS 6 Avant	92	Auction/Wholesale	No	Yes	\$ 134,999	\$ 134,000	105%	\$ 128,570	104%	\$ 999	\$2,319	\$1,300
14	M7982A	2018	Audi	A4	13	Trade on New	No	Yes	\$ 27,993	\$ 26,475	100%	\$ 27,993	95%	\$ 1,518	\$2,300	\$450
15	SM1685A	2018	Honda	Pilot	47	Trade on Used	No	No	\$ 30,477	\$ 29,777	99%	\$ 30,785	97%	\$ 700	\$1,553	\$300
16	M7730A	2016	Audi	A3	15	Trade on New	No		\$ 22,977	\$ 22,977	102%	\$ 22,526	102%	\$ -	\$3,271	\$1,619
17	P61600	2020	Audi	S4	28	Trade on New	No	Yes	\$ 47,938	\$ 47,938	99%	\$ 48,422	99%	\$ -	\$1,146	\$5,224
18	M7817A	2015	Lincoln	Navigator	47	Trade on New	No	No	\$ 22,954	\$ 22,954	90%	\$ 25,504	90%	\$ -	\$82	\$1,451
19	P61582	2020	Audi	Q8	4	Trade on New	No	Yes	\$ 71,290	\$ 71,920	100%	\$ 71,290	101%	\$ (630)	\$4,323	\$4,420
20	M7660A	2018	Mercedes-Benz	GLE 350	40	Trade on New	No	No	\$ 31,263	\$ 30,264	98%	\$ 31,901	95%	\$ 999	\$1,058	\$4,956
21	M7683B	2016	Ford	Focus RS	48	Trade on Used	No	No	\$ 31,959	\$ 30,500	98%	\$ 32,611	94%	\$ 1,459	(\$399)	\$300
22	M7570B	2019	Infiniti	QX60	50	Trade on Used	No		\$ 33,759	\$ 33,409	94%	\$ 35,914	93%	\$ 350	(\$350)	\$300
23	AM2507	2021	Audi	S8	103	Auction/Wholesale	No		\$ 114,598	\$ 122,598	102%	\$ 112,351	109%	\$ (8,000)	(\$10,936)	\$4,267
24	P61577	2017	Audi	A6	15	Street/Curb Buy	No		\$ 28,967	\$ 28,967	99%	\$ 29,260	99%	\$ -	\$2,097	\$300
25	P61609	2021	Audi	A4	27	Trade on New	No	Yes	\$ 37,931	\$ 36,931	94%	\$ 40,352	92%	\$ 1,000	(\$1,699)	\$5,460
26	M7717B	2016	Honda	Accord	65	Trade on Used	No	No	\$ 20,974	\$ 20,974	95%	\$ 22,078	95%	\$ -	\$1,872	\$1,838
27	M7969A	2019	Volkswagen	Atlas	15	Trade on New	No	No	\$ 37,983	\$ 37,483	98%	\$ 38,758	97%	\$ 500	\$3,153	\$1,550
28	MA1971	2021	Audi	Q7	21	Other	No		\$ 59,950	\$ 59,950	89%	\$ 67,360	89%	\$ -	\$1,450	\$300
29	P61606	2019	Audi	A6	27	Trade on New	No	Yes	\$ 39,972	\$ 38,972	100%	\$ 39,972	97%	\$ 1,000	\$4,010	\$3,300
30	M7970A	2015	Audi	Q5	17	Trade on New	No	Yes	\$ 16,995	\$ 16,145	108%	\$ 15,736	103%	\$ 850	\$4,701	\$300
31	M7706A	2018	Audi	Q7	80	Trade on New	No	Yes	\$ 34,977	\$ 34,477	94%	\$ 37,210	93%	\$ 500	(\$575)	\$300
32	M7892A	2019	Volkswagen	Tiguan	20	Trade on New	No		\$ 27,563	\$ 26,000	102%	\$ 27,023	96%	\$ 1,563	\$2,387	\$300
33	M7818B	2021	Audi	SQ8	14	Trade on Used	No	Yes	\$ 89,772	\$ 89,000	98%	\$ 91,604	97%	\$ 772	\$2,308	\$2,850
34	SM1689	2021	Audi	Q5	79	Loaner	Yes	Yes	\$ 40,990	\$ 40,000	97%	\$ 42,258	95%	\$ 990	\$125	\$300
35	SM1718	2021	Audi	Q7	88	Loaner	Yes	Yes	\$ 56,490	\$ 56,490	92%	\$ 61,402	92%	\$ -	\$408	\$2,300
36	P61599	2019	Audi	A3 FWD	31	Trade on New	No	Yes	\$ 26,699	\$ 25,699	96%	\$ 27,811	92%	\$ 1,000	\$192	\$2,120
37	P61586	2019	Audi	A6	10	Street/Curb Buy	No		\$ 40,999	\$ 40,999	100%	\$ 40,999	99%	\$ 500	\$3,498	\$3,650
38	M7973A	2019	Toyota	Highlander	21	Trade on New	No	No	\$ 41,995	\$ 41,500	102%	\$ 41,172	101%	\$ 495	\$2,748	\$300
39	M7920A	2019	Audi	Q8	9	Trade on New	No		\$ 67,893	\$ 67,890	103%	\$ 65,916	103%	\$ 3	\$8,749	\$5,603
40	M7795A	2018	Audi	Q5	14	Trade on New	No	Yes	\$ 33,897	\$ 33,697	100%	\$ 33,897	99%	\$ 200	\$4,287	\$2,627

41	M7860A	2021	Toyota	Highlander	14	Trade on New	No	No	\$ 49,495	\$ 48,995	99%	\$ 49,995	98%	\$ 500	\$4,728	\$1,023
42	P61593	2020	Audi	S3	31	Trade on New	Yes	Yes	\$ 42,526	\$ 42,526	98%	\$ 43,394	98%	\$ -	\$3,172	\$3,150
43	P61592	2021	Audi	A4	44	Street/Curb Buy	Yes	Yes	\$ 35,977	\$ 35,500	99%	\$ 36,340	98%	\$ 477	\$2,371	\$724
44	P61606A	2016	Audi	A6	7	Trade on Used	No	Yes	\$ 21,950	\$ 21,450	98%	\$ 22,398	96%	\$ 500	\$2,450	\$300
45	SM1724	2021	Audi	Q5	50	Loaner	Yes		\$ 43,990	\$ 42,990	98%	\$ 44,888	96%	\$ 1,000	\$2,081	\$1,650
46	M7778A	2017	Mazda	CX-5	46	Trade on New	No	No	\$ 19,495	\$ 18,000	92%	\$ 21,190	85%	\$ 1,495	\$1,231	\$300
47	P100834A	2020	Jeep	Wrangler	89	Trade on Used	No	No	\$ 31,961	\$ 31,961	87%	\$ 36,737	87%	\$ -	(\$1,500)	\$300
48	TB1092	2019	Audi	RS 5 Sportback	56	Other	Yes	Yes	\$ 65,995	\$ 65,620	99%	\$ 66,662	98%	\$ 375	(\$2,928)	\$2,300
49	P61624	2018	Audi	Q5	13	Street/Curb Buy	No	Yes	\$ 32,937	\$ 31,500	104%	\$ 31,670	99%	\$ 1,437	\$3,090	\$800
50	SA1817	2021	Audi	A4	9	Other	Yes	Yes	\$ 36,950	\$ 36,800	99%	\$ 37,323	99%	\$ 150	\$800	\$2,623
51	M7798A	2014	Acura	MDX	68	Trade on New	No	No	\$ 18,999	\$ 18,499	99%	\$ 19,191	96%	\$ 500	\$950	\$800
52	AM2525A	2021	Porsche	Cayenne	44	Trade on Used	No		\$ 119,931	\$ 117,000	102%	\$ 117,579	100%	\$ 2,931	(\$4,075)	\$6,311
53	AM2529	2021	Audi	RSQ8	50	Auction/Wholesale	No		\$ 126,995	\$ 125,795	103%	\$ 123,296	102%	\$ 1,200	(\$3,947)	\$4,923

## Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	200
Avg. Days to Sale	43.5
Avg. Advertised Price (Time of Sale)	\$ 40,517
Avg. Transaction Price	\$ 39,959
Avg. Market Price at 100%	\$ 41,598
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 555
Avg. Front-End Gross	\$ 845
Avg. Finance Gross	\$ 1,928
PUVR	\$ 2,773
Total Gross (Units & PUVR)	\$ 554,642
GROI	57%
% with Trade	33%
Avg. Over/Under Allowance	\$0



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Lindsey Nelson	Aaron Hanson
% Retailed of Non-New Franchise	28%	41%	29%
Total # Retail Units	200	17	111
Avg. Days to Sale	43.5	33.8	43.3
Avg. Advertised Price (Time of Sale)	\$ 40,517	\$ 39,126	\$ 41,722
Avg. Transaction Price	\$ 39,959	\$ 38,155	\$ 41,216
Avg. Market Price at 100%	\$ 41,598	\$ 39,592	\$ 43,123
Avg. Price to Market % (Time of Sale)	97%	99%	97%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 555	\$ 971	\$ 507
Avg. Front-End Gross	\$ 845	\$ 1,406	\$ 967
Avg. Finance Gross	\$ 1,928	\$ 1,738	\$ 1,794
PUVR	\$ 2,773	\$ 3,144	\$ 2,761
Total Gross (Units & PUVR)	\$ 554,642	\$ 53,448	\$ 306,501
GROI	57%	88%	56%
% with Trade	33%	18%	35%
Avg. Over/Under Allowance	0	0	0



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Carl Berwald	Richard Busker		
22%	23%	#DIV/0!	#DIV/0!
32	40	0	0
40.2	51.0	#DIV/0!	#DIV/0!
\$ 40,698	\$ 38,255	#DIV/0!	#DIV/0!
\$ 40,157	\$ 37,732	#DIV/0!	#DIV/0!
\$ 41,660	\$ 39,484	#DIV/0!	#DIV/0!
98%	97%	#DIV/0!	#DIV/0!
96%	96%	#DIV/0!	#DIV/0!
\$ 541	\$ 523	#DIV/0!	#DIV/0!
\$ 391	\$ 632	#DIV/0!	#DIV/0!
\$ 2,342	\$ 2,050	#DIV/0!	#DIV/0!
\$ 2,733	\$ 2,681	#DIV/0!	#DIV/0!
\$ 87,449	\$ 107,245	#DIV/0!	#DIV/0!
61%	50%	#DIV/0!	#DIV/0!
34%	33%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Emily Protzner	Gabe Nagel
% Retailed of Non-New Franchise	28%	33%	14%
Total # Retail Units	200	12	7
Avg. Days to Sale	43.5	44.8	37.6
Avg. Advertised Price (Time of Sale)	\$ 40,517	\$ 34,981	\$ 50,060
Avg. Transaction Price	\$ 39,959	\$ 34,398	\$ 49,684
Avg. Market Price at 100%	\$ 41,598	\$ 35,712	\$ 51,425
Avg. Price to Market % (Time of Sale)	97%	98%	97%
Avg. Transaction to Market	96%	96%	97%
Avg. Transactional Discount	\$ 555	\$ 583	\$ 376
Avg. Front-End Gross	\$ 845	\$ 1,119	\$ 2,494
Avg. Finance Gross	\$ 1,928	\$ 2,841	\$ 2,018
PUVR	\$ 2,773	\$ 3,960	\$ 4,512
Total Gross (Units & PUVR)	\$ 554,642	\$ 47,518	\$ 31,587
GROI	57%	92%	87%
% with Trade	33%	50%	43%
Avg. Over/Under Allowance	0	0	0



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Chelsey Johnson	Iryna Antonova	David Falkman	Abdallah El-Sanjak
31%	31%	17%	44%
16	13	12	16
41.4	32.8	48.7	44.8
\$ 39,658	\$ 34,620	\$ 46,294	\$ 35,068
\$ 38,959	\$ 34,441	\$ 46,649	\$ 33,934
\$ 40,614	\$ 35,175	\$ 46,033	\$ 39,485
98%	98%	101%	89%
96%	98%	101%	86%
\$ 699	\$ 179	\$ (354)	\$ 1,134
\$ 333	\$ 1,338	\$ (216)	\$ 643
\$ 1,854	\$ 1,454	\$ 2,610	\$ 1,400
\$ 2,187	\$ 2,792	\$ 2,394	\$ 2,043
\$ 34,993	\$ 36,295	\$ 28,728	\$ 32,687
49%	89%	38%	48%
25%	38%	33%	44%
0	0	0	0

Rory Onorato	Sterling-James Brow	Mark Larson	Jenny Hager
25%	15%	16%	35%
20	13	19	20
36.8	53.1	39.3	55.8
\$ 36,486	\$ 45,472	\$ 39,945	\$ 46,840
\$ 35,921	\$ 44,637	\$ 39,405	\$ 46,141
\$ 37,976	\$ 46,432	\$ 41,019	\$ 48,362
96%	98%	97%	97%
95%	96%	96%	95%
\$ 565	\$ 835	\$ 540	\$ 700
\$ 988	\$ 776	\$ 1,097	\$ 306
\$ 1,541	\$ 2,487	\$ 2,039	\$ 1,174
\$ 2,529	\$ 3,264	\$ 3,136	\$ 1,480
\$ 50,585	\$ 42,426	\$ 59,593	\$ 29,599
69%	50%	73%	21%
35%	23%	53%	30%
0	0	0	0

Jessica Reiss	CJ Boley	Tony Sivongxay	Jon Henry
20%	25%	46%	29%
20	12	13	7
40.7	51.2	44.5	31.1
\$ 45,632	\$ 43,263	\$ 37,799	\$ 31,099
\$ 45,018	\$ 42,636	\$ 37,511	\$ 30,523
\$ 46,263	\$ 44,523	\$ 38,756	\$ 31,325
99%	97%	98%	99%
97%	96%	97%	97%
\$ 614	\$ 627	\$ 288	\$ 577
\$ 1,552	\$ (778)	\$ 701	\$ 2,873
\$ 2,202	\$ 2,403	\$ 1,672	\$ 2,153
\$ 3,755	\$ 1,625	\$ 2,373	\$ 5,027
\$ 75,093	\$ 19,500	\$ 30,853	\$ 35,186
74%	27%	51%	190%
15%	33%	31%	0%
0	0	0	0

























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Chris Cohen	Harut Khachatryan
% Retailed of Non-New Franchise	28%	31%	20%
Total # Retail Units	200	70	59
Avg. Days to Sale	43.5	45.5	40.1
Avg. Advertised Price (Time of Sale)	\$ 40,517	\$ 41,896	\$ 39,600
Avg. Transaction Price	\$ 39,959	\$ 41,360	\$ 39,062
Avg. Market Price at 100%	\$ 41,598	\$ 42,668	\$ 40,467
Avg. Price to Market % (Time of Sale)	97%	98%	98%
Avg. Transaction to Market	96%	97%	97%
Avg. Transactional Discount	\$ 555	\$ 536	\$ 538
Avg. Front-End Gross	\$ 845	\$ 133	\$ 1,761
Avg. Finance Gross	\$ 1,928	\$ 1,986	\$ 2,114
PUVR	\$ 2,773	\$ 2,120	\$ 3,875
Total Gross (Units & PUVR)	\$ 554,642	\$ 148,379	\$ 228,642
GROI	57%	41%	89%
% with Trade	33%	0%	0%
Avg. Over/Under Allowance	0	0	0



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

Adara Thomas			
30%	#DIV/0!	#DIV/0!	#DIV/0!
71	0	0	0
44.4	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,278	#DIV/0!	#DIV/0!	#DIV/0!
\$ 39,691	#DIV/0!	#DIV/0!	#DIV/0!
\$ 42,223	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 587	#DIV/0!	#DIV/0!	#DIV/0!
\$ 786	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,716	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,502	#DIV/0!	#DIV/0!	#DIV/0!
\$ 177,621	#DIV/0!	#DIV/0!	#DIV/0!
51%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	35	165
Avg. Days to Sale	43.5	61.3	39.8
Avg. Advertised Price (Time of Sale)	\$ 40,517	\$ 42,707	\$ 39,614
Avg. Transaction Price	\$ 39,959	\$ 42,329	\$ 39,614
Avg. Market Price at 100%	\$ 41,598	\$ 43,946	\$ 41,419
Avg. Price to Market % (Time of Sale)	97%	97%	96%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 555	\$ 378	\$ 592
Avg. Front-End Gross	\$ 845	\$ 183	\$ 986
Avg. Finance Gross	\$ 1,928	\$ 2,218	\$ 1,866
PUVR	\$ 2,773	\$ 2,401	\$ 2,852
Total Gross (Units & PUVR)	\$ 554,642	\$ 84,034	\$ 470,608
GROI	57%	33%	65%
% with Trade	33%	31%	33%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	117	55
Avg. Days to Sale	43.5	45.1	44.3
Avg. Advertised Price (Time of Sale)	\$ 40,517	\$ 40,970	\$ 34,886
Avg. Transaction Price	\$ 39,959	\$ 40,383	\$ 34,886
Avg. Market Price at 100%	\$ 41,598	\$ 41,835	\$ 38,090
Avg. Price to Market % (Time of Sale)	97%	98%	92%
Avg. Transaction to Market	96%	97%	92%
Avg. Transactional Discount	\$ 555	\$ 588	\$ 715
Avg. Front-End Gross	\$ 845	\$ 681	\$ 1,104
Avg. Finance Gross	\$ 1,928	\$ 2,226	\$ 1,269
PUVR	\$ 2,773	\$ 2,907	\$ 2,373
Total Gross (Units & PUVR)	\$ 554,642	\$ 340,162	\$ 130,530
GROI	57%	57%	55%
% with Trade	33%	35%	31%
Avg. Over/Under Allowance	0	0	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	84	41
% of Retail Units	100%	42%	21%
% Retailed of Non-New Franchise	28%	27%	66%
Avg. Days to Sale	43.5	34.4	46.0
Avg. Transaction Price	\$ 39,959	\$ 34,089	\$ 35,428
Avg. Transaction to Market %	96%	94%	94%
Avg. Transactional Discount	\$ 555	\$ 731	\$ 537
Avg. Front End Gross	\$ 845	\$ 1,768	\$ 572
Avg. Finance Gross	\$ 1,928	\$ 1,859	\$ 1,335
PUVR	\$ 2,773	\$ 3,627	\$ 1,906
Total Gross (Units & PUVR)	\$ 554,642	\$ 304,642	\$ 78,165
GROI	57%	111%	42%
% with Trade	33%	31%	34%
Avg. Over/Under Allowance	0	0	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
19	14	28	0
10%	7%	14%	0%
5%	7%	0%	#DIV/0!
46.7	46.9	68.8	#DIV/0!
\$ 43,677	\$ 69,640	\$ 44,442	#DIV/0!
97%	100%	97%	#DIV/0!
\$ 818	\$ (230)	\$ 345	#DIV/0!
\$ 786	\$ (1,650)	\$ (20)	#DIV/0!
\$ 2,002	\$ 2,493	\$ 2,504	#DIV/0!
\$ 2,787	\$ 842	\$ 2,484	#DIV/0!
\$ 52,962	\$ 11,793	\$ 69,547	#DIV/0!
49%	9%	29%	#DIV/0!
32%	43%	29%	#DIV/0!
0	0	0	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
1	0	13
1%	0%	7%
0%	#DIV/0!	23%
10.0	#DIV/0!	34.4
\$ 34,339	#DIV/0!	\$ 47,561
98%	#DIV/0!	96%
\$ 500	#DIV/0!	\$ 392
\$ 762	#DIV/0!	\$ 392
\$ 1,575	#DIV/0!	\$ 2,316
\$ 2,337	#DIV/0!	\$ 2,707
\$ 2,337	#DIV/0!	\$ 35,196
245%	#DIV/0!	60%
100%	#DIV/0!	38%
0	#DIV/0!	0

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	81	34
% of Retail Units	100%	41%	17%
% Retailed of Non-New Franchise	28%	25%	26%
Avg. Days to Sale	43.5	19.0	38.8
Avg. Transaction Price	\$ 39,959	\$ 37,585	\$ 38,084
Avg. Transaction to Market %	96%	97%	96%
Avg. Transactional Discount	\$ 555	\$ 546	\$ 703
Avg. Front End Gross	\$ 845	\$ 2,328	\$ 274
Avg. Finance Gross	\$ 1,928	\$ 1,884	\$ 2,277
PUVR	\$ 2,773	\$ 4,213	\$ 2,550
Total Gross (Units & PUVR)	\$ 554,642	\$ 341,221	\$ 86,716
GROI	57%	213%	62%
% with Trade	33%	40%	35%
Avg. Over/Under Allowance	0	0	0



46-60 days	61-90 days	90+ days
31	38	13
16%	19%	7%
39%	32%	15%
52.1	72.9	107.3
\$ 38,476	\$ 43,646	\$ 53,240
94%	93%	96%
\$ 666	\$ 611	\$ (116)
\$ 33	\$ (136)	\$ (2,474)
\$ 1,536	\$ 1,897	\$ 2,284
\$ 1,569	\$ 1,761	\$ (189)
\$ 48,642	\$ 66,912	\$ (2,462)
28%	20%	-1%
6%	39%	31%
0	0	0