

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Jenny Southard	Dan Baer	Aaron Funkhouser
Frank Kudlac	Tim Flanagan	Tom Nickell
Tony Garofalo	Andrew Ragle	Bryan Pence
		Brayden Mattimore
		Kirk Levy
		Jacob Harris
		Brant Benson
		Matt McLaughlin
		Travis Lafferty
		Jesse Smith
		Kevin McClellan
		Bryan Hoying
		Freeda Floyd
		Richard Supe







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	KN653087	2019	Ram	1500	38	Trade on Used	No	No	\$ 39,000	\$ 39,000	93%	\$ 41,935	93%	\$ -	\$4,979	\$2,889
2	ER329910	2014	Chrysler	Town&Country	15	Trade on New	No	No	\$ 10,000	\$ 9,575	95%	\$ 10,526	91%	\$ 425	\$4,765	\$0
3	CFA74516	2012	Ford	F-150	48	Trade on New	No	Yes	\$ 20,000	\$ 19,000	102%	\$ 19,608	97%	\$ 1,000	\$3,748	\$340
4	HU500294	2017	Hyundai	Tucson	97	Other	No	No	\$ 18,500	\$ 18,500	92%	\$ 20,109	92%	\$ -	\$337	\$1,079
5	M1208903	2021	GMC	Canyon	85	Trade on New	No	No	\$ 37,000	\$ 37,000	95%	\$ 38,947	95%	\$ -	\$31	\$4,668
6	M5143747	2021	Ford	Mustang	18	Other	No	Yes	\$ 37,000	\$ 37,000	95%	\$ 38,947	95%	\$ -	\$1,067	\$0
7	BL505813	2011	Jeep	Wrangler	17	Trade on Used	No	No	\$ 16,000	\$ 15,820	91%	\$ 17,582	90%	\$ 180	\$163	\$1,313
8	HPE63416	2017	Jeep	Renegade	100	Trade on Used	No	No	\$ 14,500	\$ 14,500	83%	\$ 17,470	83%	\$ -	(\$252)	\$0
9	JS501958	2018	Chevrolet	Equinox	73	Trade on Used	No	No	\$ 18,500	\$ 18,500	91%	\$ 20,330	91%	\$ -	(\$1,116)	\$0
10	MED87841	2021	Ford	F-350	51	Trade on New	No	Yes	\$ 76,000	\$ 75,000	99%	\$ 76,768	98%	\$ 1,000	(\$708)	\$6,829
11	J0416610	2018	Mazda	CX-5	34	Trade on Used	No	No	\$ 23,000	\$ 22,820	93%	\$ 24,731	92%	\$ 180	\$1,668	\$1,875
12	H6262025	2017	GMC	Terrain	99	Trade on New	No	No	\$ 17,000	\$ 17,000	94%	\$ 18,085	94%	\$ -	\$1,057	\$4,168
13	MRB10744	2021	Ford	Bronco Sport	13	Trade on New	No	Yes	\$ 30,000	\$ 30,000	95%	\$ 31,579	95%	\$ -	\$3,697	\$0
14	H5333117	2017	Ford	Mustang	50	Trade on New	No	Yes	\$ 30,000	\$ 29,482	96%	\$ 31,250	94%	\$ 518	\$2,393	\$1,800
15	HH040274	2017	Hyundai	Elantra	12	Trade on New	No	No	\$ 13,500	\$ 13,500	94%	\$ 14,362	94%	\$ -	\$3,051	\$1,365
16	D2866489	2013	Subaru	Impreza Wago	49	Trade on Used	No	No	\$ 12,500	\$ 12,090	97%	\$ 12,887	94%	\$ 410	\$2,014	\$0
17	ED536096	2014	BMW	535XI	79	Trade on Used	No	No	\$ 17,500	\$ 17,000	93%	\$ 18,817	90%	\$ 500	\$2,932	\$2,103
18	LG228956	2020	Ram	2500	39	Trade on New	No	No	\$ 61,000	\$ 59,692	96%	\$ 63,542	94%	\$ 1,308	\$1,045	\$0
19	CFC32117	2012	Ford	F-150	6	Trade on New	No	Yes	\$ 17,500	\$ 17,500	101%	\$ 17,327	101%	\$ -	\$2,027	\$383
20	HR657470	2017	Lincoln	MKZ	24	Trade on Used	No	No	\$ 16,500	\$ 16,320	94%	\$ 17,553	93%	\$ 180	\$2,132	\$850
21	K5153183	2019	Ford	Mustang	89	Trade on New	No	Yes	\$ 24,000	\$ 24,000	94%	\$ 25,532	94%	\$ -	(\$3,224)	\$2,640
22	FKE14068	2015	Ford	F-150	25	Trade on New	No	Yes	\$ 25,000	\$ 24,657	109%	\$ 22,936	108%	\$ 343	\$4,656	\$1,165
23	MLA43445	2021	Ford	Bronco	31	Street/Curb Buy	No	Yes	\$ 75,000	\$ 72,320	97%	\$ 77,320	94%	\$ 2,680	(\$3,730)	\$1,009
24	JL220535	2018	Ford	Focus	10	Trade on New	No	Yes	\$ 14,500	\$ 13,320	98%	\$ 14,796	90%	\$ 1,180	\$456	\$2,054
25	M5138314	2021	Ford	Mustang	97	Street/Curb Buy	No	Yes	\$ 40,500	\$ 40,500	93%	\$ 43,548	93%	\$ -	\$490	\$3,217
26	LKD15815	2020	Ford	F-150	33	Trade on New	No	Yes	\$ 34,000	\$ 34,000	98%	\$ 34,694	98%	\$ -	\$1,448	\$1,892
27	LBB53826	2020	Ford	Edge	63	Trade on New	No	Yes	\$ 36,000	\$ 36,000	102%	\$ 35,294	102%	\$ -	(\$1,408)	\$1,519
28	EKF34189	2014	Ford	F-150	37	Trade on New	No	Yes	\$ 15,000	\$ 12,500	91%	\$ 16,484	76%	\$ 2,500	\$2,216	\$239
29	JFE75484	2018	Ford	F-150	3	Trade on New	No	Yes	\$ 38,000	\$ 37,716	103%	\$ 36,893	102%	\$ 284	\$2,876	\$0
30	JC240527	2018	Ford	EcoSport	10	Trade on New	No	Yes	\$ 17,500	\$ 16,500	103%	\$ 16,990	97%	\$ 1,000	\$3,023	\$2,141
31	LJ157080	2020	Chevrolet	Traverse	17	Other	No	No	\$ 27,000	\$ 26,494	98%	\$ 27,551	96%	\$ 506	\$1,213	\$3,047
32	LUB40037	2020	Ford	Escape	52	Auction/Wholesale	No	Yes	\$ 19,500	\$ 19,500	88%	\$ 22,159	88%	\$ -	(\$786)	\$906
33	APA67057	2010	Ford	Ranger	12	Trade on New	No	Yes	\$ 15,000	\$ 14,500	101%	\$ 14,851	98%	\$ 500	\$3,348	\$0
34	55128193	2005	Chevrolet	Corvette	52	Trade on Used	No	No	\$ 25,000	\$ 25,000	99%	\$ 25,253	99%	\$ -	\$2,903	\$1,401
35	DX315143	2013	Toyota	Tundra	17	Trade on New	No	No	\$ 21,000	\$ 21,000	102%	\$ 20,588	102%	\$ -	\$2,962	\$417
36	LED58082	2020	Ford	F-350	14	Street/Curb Buy	No	Yes	\$ 53,000	\$ 50,960	99%	\$ 53,535	95%	\$ 2,040	\$5,434	\$4,169
37	BBJ32005	2011	Lincoln	MKX	13	Trade on New	No	No	\$ 11,000	\$ 10,000	75%	\$ 14,667	68%	\$ 1,000	\$918	\$256
38	KEF82756	2019	Ford	Super Duty	100	Trade on New	No	Yes	\$ 37,000	\$ 36,500	91%	\$ 40,659	90%	\$ 500	(\$1,523)	\$0
39	KG110530	2019	Ford	Taurus	51	Trade on New	No	Yes	\$ 23,000	\$ 23,000	92%	\$ 25,000	92%	\$ -	\$2,681	\$2,870

40	LKD65117	2020	Ford	F-150	13	Street/Curb Buy	No	Yes	\$ 45,000	\$ 44,255	100%	\$ 45,000	98%	\$ 745	\$3,076	\$1,538
41	JL896283	2018	Jeep	Wrangler	37	Trade on New	No	No	\$ 26,500	\$ 26,450	93%	\$ 28,495	93%	\$ 50	\$137	\$2,167
42	LUC18641	2020	Ford	Escape	10	Trade on New	No	Yes	\$ 30,500	\$ 30,500	97%	\$ 31,443	97%	\$ -	\$3,755	\$1,150
43	KN862440	2019	Ram	1500	27	Trade on New	No	No	\$ 37,500	\$ 36,700	95%	\$ 39,474	93%	\$ 800	\$1,787	\$1,553
44	MGA69669	2021	Ford	Explorer	62	Trade on New	No	Yes	\$ 40,000	\$ 38,919	90%	\$ 44,444	88%	\$ 1,081	(\$1,209)	\$679
45	GG023175	2016	Kia	Optima	29	Street/Curb Buy	No	No	\$ 15,000	\$ 15,000	101%	\$ 14,851	101%	\$ -	(\$1,433)	\$3,576
46	CB034303	2012	Honda	Pilot	43	Trade on Used	No	No	\$ 13,500	\$ 12,900	101%	\$ 13,366	97%	\$ 600	\$53	\$0
47	MNA05530	2021	Ford	Explorer	34	Trade on New	No	Yes	\$ 45,000	\$ 44,820	99%	\$ 45,455	99%	\$ 180	\$1,417	\$1,938
48	LH538922	2020	Subaru	Forrester	88	Trade on New	No	No	\$ 27,000	\$ 27,000	92%	\$ 29,348	92%	\$ -	(\$2,576)	\$845
49	F1155424	2015	GMC	Canyon	28	Trade on New	No	No	\$ 19,000	\$ 18,820	91%	\$ 20,879	90%	\$ 180	\$5,194	\$328
50	NFA65251	2022	Ford	F-150	71	Trade on New	No	Yes	\$ 49,500	\$ 49,500	93%	\$ 53,226	93%	\$ -	(\$181)	\$484
51	BW174868	2011	Ford	Focus	25	Trade on New	No	Yes	\$ 6,000	\$ 4,869	106%	\$ 5,660	86%	\$ 1,131	\$1,321	\$0
52	BF101222	2011	GMC	Sierra 2500 HD	36	Trade on Used	No	No	\$ 25,000	\$ 25,000	96%	\$ 26,042	96%	\$ -	\$1,840	\$0
53	JPH86571	2018	Jeep	Renegade	41	Trade on New	No	No	\$ 19,000	\$ 19,000	98%	\$ 19,388	98%	\$ -	\$1,774	\$2,719

## Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	119
Avg. Days to Sale	39.2
Avg. Advertised Price (Time of Sale)	\$ 29,905
Avg. Transaction Price	\$ 29,554
Avg. Market Price at 100%	\$ 31,109
Avg. Price to Market % (Time of Sale)	96%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 351
Avg. Front-End Gross	\$ 1,390
Avg. Finance Gross	\$ 1,540
PUVR	\$ 2,948
Total Gross (Units & PUVR)	\$ 350,851
GROI	92%
% with Trade	39%
Avg. Over/Under Allowance	\$730



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Frank Kudlac
% Retailed of Non-New Franchise	43%	#DIV/0!	36%
Total # Retail Units	119	0	56
Avg. Days to Sale	39.2	#DIV/0!	34.3
Avg. Advertised Price (Time of Sale)	\$ 29,905	#DIV/0!	\$ 33,627
Avg. Transaction Price	\$ 29,554	#DIV/0!	\$ 33,266
Avg. Market Price at 100%	\$ 31,109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 351	#DIV/0!	\$ 361
Avg. Front-End Gross	\$ 1,390	#DIV/0!	\$ 1,772
Avg. Finance Gross	\$ 1,540	#DIV/0!	\$ 1,683
PUVR	\$ 2,948	#DIV/0!	\$ 3,504
Total Gross (Units & PUVR)	\$ 350,851	#DIV/0!	\$ 196,219
GROI	92%	#DIV/0!	110%
% with Trade	39%	#DIV/0!	38%
Avg. Over/Under Allowance	730	#DIV/0!	895



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

Jenny Southard	Tony Garofalo		
54%	42%	#DIV/0!	#DIV/0!
37	26	0	0
42.9	44.5	#DIV/0!	#DIV/0!
\$ 25,757	\$ 27,936	#DIV/0!	#DIV/0!
\$ 25,457	\$ 27,532	#DIV/0!	#DIV/0!
#DIV/0!	\$ 29,244	#DIV/0!	#DIV/0!
#DIV/0!	96%	#DIV/0!	#DIV/0!
#DIV/0!	94%	#DIV/0!	#DIV/0!
\$ 300	\$ 404	#DIV/0!	#DIV/0!
\$ 1,162	\$ 889	#DIV/0!	#DIV/0!
\$ 1,609	\$ 1,135	#DIV/0!	#DIV/0!
\$ 2,772	\$ 2,025	#DIV/0!	#DIV/0!
\$ 102,547	\$ 52,640	#DIV/0!	#DIV/0!
91%	59%	#DIV/0!	#DIV/0!
38%	42%	#DIV/0!	#DIV/0!
757	381	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Tom Nickell	Brayden Mattimore
% Retailed of Non-New Franchise	43%	31%	40%
Total # Retail Units	119	16	10
Avg. Days to Sale	39.2	33.1	26.7
Avg. Advertised Price (Time of Sale)	\$ 29,905	\$ 31,563	\$ 20,244
Avg. Transaction Price	\$ 29,554	\$ 31,317	\$ 19,879
Avg. Market Price at 100%	\$ 31,109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 351	\$ 246	\$ 365
Avg. Front-End Gross	\$ 1,390	\$ 1,794	\$ 2,219
Avg. Finance Gross	\$ 1,540	\$ 1,458	\$ 1,083
PUVR	\$ 2,948	\$ 3,252	\$ 3,585
Total Gross (Units & PUVR)	\$ 350,851	\$ 52,028	\$ 35,845
GROI	92%	113%	243%
% with Trade	39%	63%	20%
Avg. Over/Under Allowance	730	711	1,750



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

Bryan Pence	Aaron Funkhouser	Bryan Pence	Kirk Levy
41%	44%	41%	43%
17	9	17	7
39.5	38.6	39.5	50.3
\$ 29,538	\$ 41,444	\$ 29,538	\$ 31,429
\$ 29,308	\$ 41,239	\$ 29,308	\$ 30,977
#DIV/0!	\$ 40,872	#DIV/0!	\$ 33,136
#DIV/0!	101%	#DIV/0!	95%
#DIV/0!	101%	#DIV/0!	93%
\$ 229	\$ 206	\$ 229	\$ 451
\$ 1,084	\$ 2,077	\$ 1,084	\$ (375)
\$ 1,939	\$ 1,836	\$ 1,939	\$ 2,263
\$ 3,023	\$ 3,913	\$ 3,023	\$ 1,888
\$ 51,383	\$ 35,216	\$ 51,383	\$ 13,217
94%	89%	94%	44%
24%	78%	24%	14%
875	1,050	875	2,250

Jacob Harris	Brant Benson	Matt McLaughlin	Travis Lafferty
38%	27%	46%	40%
8	11	13	5
31.9	45.9	46.0	71.2
\$ 34,875	\$ 27,909	\$ 37,308	\$ 34,100
\$ 34,530	\$ 27,554	\$ 36,683	\$ 33,968
#DIV/0!	\$ 29,483	\$ 38,464	\$ 35,383
#DIV/0!	95%	97%	96%
#DIV/0!	93%	95%	96%
\$ 345	\$ 355	\$ 625	\$ 132
\$ 2,140	\$ 869	\$ 1,619	\$ (258)
\$ 1,834	\$ 948	\$ 1,956	\$ 2,328
\$ 3,974	\$ 1,817	\$ 3,575	\$ 2,070
\$ 31,791	\$ 19,992	\$ 46,478	\$ 10,350
130%	52%	76%	31%
50%	18%	46%	0%
462	751	1,004	#DIV/0!

Jesse Smith	Kevin McClellan	Bryan Hoying	Freeda Floyd
64%	50%	75%	0%
11	2	8	1
34.8	17.5	29.5	22.0
\$ 21,436	\$ 28,250	\$ 22,588	\$ 12,500
\$ 20,865	\$ 27,910	\$ 22,222	\$ 12,500
\$ 22,812	\$ 29,619	\$ 23,421	\$ 13,298
94%	95%	96%	94%
91%	94%	95%	94%
\$ 571	\$ 340	\$ 366	\$ -
\$ 1,276	\$ 2,953	\$ 1,614	\$ 2,142
\$ 864	\$ 2,109	\$ 665	\$ 2,003
\$ 2,140	\$ 5,062	\$ 2,279	\$ 4,145
\$ 23,544	\$ 10,124	\$ 18,233	\$ 4,145
106%	373%	125%	543%
45%	50%	38%	100%
-224	1,000	122	250

Richard Supe			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
109.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,500	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,500	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,414	#DIV/0!	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!	#DIV/0!
87%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,466)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 606	#DIV/0!	#DIV/0!	#DIV/0!
\$ (860)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (860)	#DIV/0!	#DIV/0!	#DIV/0!
-15%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	43%	#DIV/0!	#DIV/0!
Total # Retail Units	119	0	0
Avg. Days to Sale	39.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 29,905	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 29,554	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 351	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,390	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,540	#DIV/0!	#DIV/0!
PUVR	\$ 2,948	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 350,851	#DIV/0!	#DIV/0!
GROI	92%	#DIV/0!	#DIV/0!
% with Trade	39%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	730	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	119	0	119
Avg. Days to Sale	39.2	#DIV/0!	39.2
Avg. Advertised Price (Time of Sale)	\$ 29,905	#DIV/0!	\$ 29,554
Avg. Transaction Price	\$ 29,554	#DIV/0!	\$ 29,554
Avg. Market Price at 100%	\$ 31,109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 351	#DIV/0!	\$ 351
Avg. Front-End Gross	\$ 1,390	#DIV/0!	\$ 1,390
Avg. Finance Gross	\$ 1,540	#DIV/0!	\$ 1,540
PUVR	\$ 2,948	#DIV/0!	\$ 2,948
Total Gross (Units & PUVR)	\$ 350,851	#DIV/0!	\$ 350,851
GROI	92%	#DIV/0!	92%
% with Trade	39%	#DIV/0!	39%
Avg. Over/Under Allowance	730	#DIV/0!	730



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	119	68	51
Avg. Days to Sale	39.2	34.2	45.9
Avg. Advertised Price (Time of Sale)	\$ 29,905	\$ 33,448	\$ 24,973
Avg. Transaction Price	\$ 29,554	\$ 33,041	\$ 24,973
Avg. Market Price at 100%	\$ 31,109	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	96%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 351	\$ 407	\$ 279
Avg. Front-End Gross	\$ 1,390	\$ 1,422	\$ 1,346
Avg. Finance Gross	\$ 1,540	\$ 1,619	\$ 1,436
PUVR	\$ 2,948	\$ 3,075	\$ 2,782
Total Gross (Units & PUVR)	\$ 350,851	\$ 209,077	\$ 141,900
GROI	92%	98%	87%
% with Trade	39%	38%	39%
Avg. Over/Under Allowance	730	821	612



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	119	68	27
% of Retail Units	100%	57%	23%
% Retailed of Non-New Franchise	43%	35%	70%
Avg. Days to Sale	39.2	35.5	44.7
Avg. Transaction Price	\$ 29,554	\$ 31,036	\$ 19,780
Avg. Transaction to Market %	95%	#DIV/0!	93%
Avg. Transactional Discount	\$ 351	\$ 378	\$ 302
Avg. Front End Gross	\$ 1,390	\$ 1,771	\$ 1,319
Avg. Finance Gross	\$ 1,540	\$ 1,480	\$ 965
PUVR	\$ 2,948	\$ 3,288	\$ 2,284
Total Gross (Units & PUVR)	\$ 350,851	\$ 223,611	\$ 61,665
GROI	92%	108%	93%
% with Trade	39%	35%	30%
Avg. Over/Under Allowance	730	598	652



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
10	5	0	0
8%	4%	0%	0%
20%	0%	#DIV/0!	#DIV/0!
37.2	18.2	#DIV/0!	#DIV/0!
\$ 40,818	\$ 33,324	#DIV/0!	#DIV/0!
#DIV/0!	96%	#DIV/0!	#DIV/0!
\$ 633	\$ 236	#DIV/0!	#DIV/0!
\$ 1,687	\$ (1,152)	#DIV/0!	#DIV/0!
\$ 2,387	\$ 2,695	#DIV/0!	#DIV/0!
\$ 4,074	\$ 1,543	#DIV/0!	#DIV/0!
\$ 40,740	\$ 7,717	#DIV/0!	#DIV/0!
97%	92%	#DIV/0!	#DIV/0!
40%	60%	#DIV/0!	#DIV/0!
1,305	333	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	9
0%	0%	8%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	64.9
#DIV/0!	#DIV/0!	\$ 33,238
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ 56
#DIV/0!	#DIV/0!	\$ (202)
#DIV/0!	#DIV/0!	\$ 2,142
#DIV/0!	#DIV/0!	\$ 1,940
#DIV/0!	#DIV/0!	\$ 17,459
#DIV/0!	#DIV/0!	32%
#DIV/0!	#DIV/0!	78%
#DIV/0!	#DIV/0!	1,114

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	119	63	18
% of Retail Units	100%	53%	15%
% Retailed of Non-New Franchise	43%	37%	56%
Avg. Days to Sale	39.2	15.5	37.3
Avg. Transaction Price	\$ 29,554	\$ 28,574	\$ 32,903
Avg. Transaction to Market %	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 351	\$ 430	\$ 509
Avg. Front End Gross	\$ 1,390	\$ 2,519	\$ 1,353
Avg. Finance Gross	\$ 1,540	\$ 1,415	\$ 1,583
PUVR	\$ 2,948	\$ 3,935	\$ 2,935
Total Gross (Units & PUVR)	\$ 350,851	\$ 247,878	\$ 52,837
GROI	92%	320%	86%
% with Trade	39%	37%	33%
Avg. Over/Under Allowance	730	735	134



46-60 days	61-90 days	90+ days
13	13	12
11%	11%	10%
38%	46%	58%
51.0	80.1	109.6
\$ 28,478	\$ 31,051	\$ 29,500
#DIV/0!	93%	91%
\$ 225	\$ 179	\$ 42
\$ 1,133	\$ (1,140)	\$ (1,468)
\$ 1,925	\$ 1,620	\$ 1,630
\$ 3,058	\$ 480	\$ 162
\$ 39,754	\$ 6,246	\$ 1,944
76%	7%	2%
38%	46%	50%
1,515	208	1,175