

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Joe Fernandes	Barry Crincoli	Jason Skolnick
Albert Nkansa	Himanshu Parikh	Clarence Evans
Vinny Kotha	Christine Carroll	Maged Misak
Clarence Evans	Ed Simo	Ajay Puri
Jason Skolnick	Michael Fierro	Kevin O'Connor
Ryan Schmidt	Employee Deals	Heather Weber
		Adegbemle Adebola
		Allan Kilimnik
		Calista Matarella
		Eric Feldman
		Willie Combs
		Joshua Sandoval
		Samantha Rosenthal
		Robert Ellis
		House Deal
		Michael Simone

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	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	BA25525A	2013	Audi	A6	31	Trade on New	No	\$ 12,799	\$ 12,799	91%	2,349	659
2	BA25562A	2019	Audi	Q5	17	Trade on New	Yes	\$ 32,199	\$ 31,969	97%	2,222	250
3	BA25287A	2011	Mazda	CX-7	56	Trade on New	No	\$ 5,399	\$ 5,399	82%	2,799	16
4	BA25357A	2008	Audi	Q7	72	Trade on New	No	\$ 6,599	\$ 6,412	68%	3,120	0
5	BA25451A	2018	Ford	Fusion	20	Trade on New	No	\$ 15,599	\$ 15,599	88%	4,008	1,498
6	BA25534A	2021	Audi	SQ5	10	Trade on New	Yes	\$ 50,999	\$ 50,999	96%	8,459	1,373
7	BA25216A	2019	Mercedes-Benz	GLC 300	113	Trade on New	No	\$ 30,899	\$ 30,899	93%	-3,090	2,198
8	BA25425A	2020	Audi	Q5	59	Trade on New	Yes	\$ 36,211	\$ 34,688	100%	2,109	250
9	L1651	2022	Audi	Q7	18	Loaner	Yes	\$ 65,999	\$ 65,999	104%	94	960
10	BA25107C	2021	Subaru	WRX	68	Trade on Used	No	\$ 27,599	\$ 27,599	93%	901	3,396
11	L1608A	2012	Audi	A4	20	Trade on Used	No	\$ 9,499	\$ 9,399	99%	2,615	800
12	L1602A	2013	Honda	Pilot	27	Trade on Used	No	\$ 18,809	\$ 18,809	93%	4,286	0
13	L1619	2022	Audi	Q3	224	Loaner	Yes	\$ 42,877	\$ 41,500	103%	14	1,972
14	P5835	2019	Audi	Q8	156	Other	Yes	\$ 48,972	\$ 48,972	98%	6,084	1,533
15	P5980	2020	Audi	Q3	3	Street/Curb Buy	Yes	\$ 30,999	\$ 29,999	103%	1,955	297
16	P5734	2019	Audi	A3 Cabriolet	248	Other	Yes	\$ 34,599	\$ 34,599	100%	-4,818	1,506
17	BA25459A	2019	Volkswagen	Jetta	59	Trade on New	No	\$ 19,599	\$ 19,599	95%	230	218
18	BA25220A	2023	Audi	Q5 Sportback	29	Trade on New	No	\$ 57,999	\$ 57,999	98%	803	250
19	BA25273B	2021	Tesla	Model 3	30	Trade on Used	No	\$ 34,358	\$ 34,358	91%	193	1,030
20	P5963A	2014	Audi	S5	6	Trade on Used	No	\$ 24,699	\$ 23,799	92%	3,874	2,654
21	P5958A	2018	Lexus	ES	21	Trade on Used	No	\$ 25,999	\$ 25,999	93%	4,406	3,235
22	BA25001A	2019	Audi	A4	18	Trade on New	No	\$ 27,339	\$ 27,339	96%	-406	1,554
23	BA25545A	2019	Audi	A4	12	Trade on New	Yes	\$ 29,999	\$ 29,999	102%	2,632	418
24	BA25501A	2012	Audi	Q7	52	Trade on New	No	\$ 16,899	\$ 16,840	100%	1,857	0
25	L1614	2022	Audi	A4 Sedan	94	Loaner	Yes	\$ 38,899	\$ 38,899	100%	-5,023	630
26	BA25296B	2008	Mazda	CX-9	23	Trade on Used	No	\$ 9,299	\$ 8,000	102%	2,400	349
27	L1595	2021	Audi	A8	355	Loaner	Yes	\$ 74,999	\$ 74,999	103%	-3,401	5,532

28	P5933	2019	Audi	Q5	52	Street/Curb Buy	Yes	29861	\$ 29,861	95%	-537	0
29	P5837A	2015	BMW	335XI	20	Trade on Used	No	\$ 21,399	\$ 21,399	98%	3,297	2,287
30	BA25384A	2020	Audi	A4 Sedan	4	Trade on New	Yes	32999	\$ 32,999	102%	2,210	0
31	BA25552A	2019	Audi	A5 Coupe	16	Trade on New	Yes	\$ 31,899	\$ 31,898	99%	3,515	577
32	L1621	2022	Audi	Q7	22	Loaner	Yes	\$ 55,499	\$ 56,999	94%	-3,207	229
33	L1629	2022	Audi	Q7	74	Loaner	Yes	\$ 59,499	\$ 59,599	97%	-831	0
34	BA25500A	2017	Audi	Q7	21	Trade on New	No	\$ 19,999	\$ 19,999	94%	2,624	0
35	BA25342A	2016	BMW	435XI COUPE	88	Trade on New	No	\$ 23,299	\$ 23,299	90%	-1,488	1,194
36	P5990	2019	Audi	Q5	6	Trade on New	No	\$ 26,399	\$ 26,158	99%	3,322	1,000
37	BA25091B	2017	Audi	A6	23	Trade on Used	No	\$ 28,999	\$ 28,999	94%	5,103	1,556
38	L1604	2022	Audi	A4 Sedan	14	Loaner	Yes	\$ 41,999	\$ 41,999	99%	-4,196	0
39	P5976	2019	Audi	Q5	14	Street/Curb Buy	Yes	\$ 37,999	\$ 37,999	101%	4,273	2,821
40	P5928	2018	Honda	Clarity Plug-In	60	Other	No	\$ 21,299	\$ 21,299	86%	1,120	0
41	BA25180A	2017	Cadillac	Escalade	64	Trade on New	No	\$ 40,799	\$ 40,000	97%	2,385	2,989
42	L1585A	2020	Volkswagen	Jetta	42	Trade on Used	No	\$ 19,199	\$ 19,199	89%	1,889	1,770
43	P5886	2015	Audi	R8	122	Trade on New	No	\$ 96,999	\$ 91,000	98%	-2,524	4,664
44	BA25606A	2019	Audi	Q7	12	Trade on New	Yes	\$ 42,599	\$ 42,599	98%	2,245	1,347
45	BA25549A	2019	Toyota	Highlander	31	Trade on New	No	\$ 32,733	\$ 31,000	97%	1,677	1,166
46	L1638	2022	Audi	Q5	27	Loaner	Yes	\$ 45,122	\$ 47,284	100%	88	1,893
47	P5995	2020	Audi	A3 Sedan	4	Street/Curb Buy	Yes	\$ 31,999	\$ 30,405	100%	5,291	2,712
48	BA25151C	2009	MINI	Cooper Clubman	79	Trade on Used	No	\$4,799	\$ 3,786	69%	1,782	0
49	BA25555A	2019	Audi	Q5	14	Trade on New	Yes	\$ 33,999	\$ 33,999	100%	5,596	714
50	L1644	2022	Audi	Q5	29	Loaner	Yes	\$ 47,399	\$ 47,399	100%	-1,648	1,260
51	BA25604A	2016	Audi	Q3	16	Trade on New	No	\$ 18,999	\$ 18,999	103%	3,055	1,227
52	BA25589A	2019	Audi	Q5	17	Trade on New	Yes	\$ 33,499	\$ 33,399	100%	3,034	780
53	P5986	2019	Honda	Accord Sedan	12	Other	No	\$ 24,299	\$ 23,800	97%	5,692	1,920

Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	168
Avg. Days to Sale	61.5
Avg. Advertised Price (Time of Sale)	\$ 33,380
Avg. Transaction Price	\$ 33,239
Avg. Market Price at 100%	\$ 35,134
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	95%
Avg. Transactional Discount	#REF!
Avg. Front-End Gross	\$ 1,895
Avg. Finance Gross	\$ 1,251
PUVR	\$ 3,146
Total Gross (Units & PUVR)	\$ 528,547
GROI	55%
% with Trade	23%
Avg. Over/Under Allowance	\$97



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Joe Fernandes
% Retailed of Non-New Franchise	39%	#DIV/0!	37%
Total # Retail Units	168	0	27
Avg. Days to Sale	61.5	#DIV/0!	54.5
Avg. Advertised Price (Time of Sale)	\$ 33,380	#DIV/0!	\$ 30,185
Avg. Transaction Price	\$ 33,239	#DIV/0!	\$ 29,995
Avg. Market Price at 100%	\$ 35,134	#DIV/0!	#REF!
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	#REF!
Avg. Transaction to Market	95%	#DIV/0!	#REF!
Avg. Transactional Discount	#REF!	#DIV/0!	#REF!
Avg. Front-End Gross	\$ 1,895	#DIV/0!	\$ 2,807
Avg. Finance Gross	\$ 1,251	#DIV/0!	\$ 1,265
PUVR	\$ 3,146	#DIV/0!	\$ 4,073
Total Gross (Units & PUVR)	\$ 528,547	#DIV/0!	\$ 109,960
GROI	55%	#DIV/0!	90%
% with Trade	23%	#DIV/0!	15%
Avg. Over/Under Allowance	97	#DIV/0!	0



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

Albert Nkansa	Vinny Kotha	Clarence Evans	Jason Skolnick
38%	38%	70%	31%
52	64	10	13
62.3	61.8	57.6	57.7
\$ 34,592	\$ 34,532	\$ 23,185	\$ 32,361
\$ 34,348	\$ 34,639	\$ 23,015	\$ 31,976
\$ 35,599	\$ 36,448	#REF!	\$ 32,990
97%	95%	#REF!	98%
96%	95%	#REF!	97%
\$ 244	\$ 349	#REF!	\$ 384
\$ 1,206	\$ 2,007	\$ 1,994	\$ 2,924
\$ 991	\$ 1,492	\$ 962	\$ 1,115
\$ 2,198	\$ 3,499	\$ 2,956	\$ 4,039
\$ 114,284	\$ 223,961	\$ 29,564	\$ 52,504
37%	59%	80%	79%
27%	20%	10%	46%
-29	206	40	227

Ryan Schmidt			
0%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
167.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 65,699	#DIV/0!	#DIV/0!	#DIV/0!
\$ 62,700	#DIV/0!	#DIV/0!	#DIV/0!
\$ 67,787	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,000	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,320)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,457	#DIV/0!	#DIV/0!	#DIV/0!
\$ (863)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,726)	#DIV/0!	#DIV/0!	#DIV/0!
-3%	#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)

Sales Consultant	Totals		Jason Skolnick
% Retailed of Non-New Franchise	39%	#DIV/0!	23%
Total # Retail Units	168	0	13
Avg. Days to Sale	61.5	#DIV/0!	58.8
Avg. Advertised Price (Time of Sale)	\$ 33,380	#DIV/0!	\$ 30,976
Avg. Transaction Price	\$ 33,239	#DIV/0!	\$ 30,668
Avg. Market Price at 100%	\$ 35,134	#DIV/0!	\$ 31,663
Avg. Price to Market % (Time of Sale)	95%	#DIV/0!	98%
Avg. Transaction to Market	95%	#DIV/0!	97%
Avg. Transactional Discount	#REF!	#DIV/0!	\$ 307
Avg. Front-End Gross	\$ 1,895	#DIV/0!	\$ 3,159
Avg. Finance Gross	\$ 1,251	#DIV/0!	\$ 1,146
PUVR	\$ 3,146	#DIV/0!	\$ 4,305
Total Gross (Units & PUVR)	\$ 528,547	#DIV/0!	\$ 55,967
GROI	55%	#DIV/0!	86%
% with Trade	23%	#DIV/0!	38%
Avg. Over/Under Allowance	97	#DIV/0!	273



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Clarence Evans	Maged Misak	Ajay Puri	Kevin O'Connor
67%	56%	14%	44%
12	9	7	27
53.3	47.7	23.3	78.9
\$ 22,923	\$ 28,043	\$ 39,233	\$ 33,689
\$ 22,781	\$ 28,182	\$ 38,433	\$ 33,655
#REF!	\$ 29,275	\$ 40,016	#VALUE!
#REF!	96%	98%	#VALUE!
#REF!	96%	96%	#VALUE!
#REF!	\$ (139)	\$ 800	#VALUE!
\$ 2,130	\$ 2,364	\$ 5,990	\$ 1,585
\$ 1,024	\$ 1,010	\$ 1,526	\$ 1,632
\$ 3,154	\$ 3,374	\$ 7,516	\$ 3,217
\$ 37,851	\$ 30,364	\$ 52,615	\$ 86,862
94%	90%	302%	44%
17%	11%	29%	30%
20	0	0	-38

Heather Weber	Adegbemle Adebola	Allan Kilimnik	Calista Matarella
25%	31%	44%	10%
4	13	9	10
140.0	66.7	50.0	25.6
\$ 37,966	\$ 35,302	\$ 38,442	\$ 41,090
\$ 37,991	\$ 35,187	\$ 38,503	\$ 40,975
\$ 38,666	\$ 35,469	\$ 40,215	\$ 42,237
98%	100%	96%	97%
98%	99%	96%	97%
\$ (25)	\$ (536)	\$ (61)	\$ 115
\$ (4,146)	\$ 639	\$ 2,149	\$ (580)
\$ 1,425	\$ 818	\$ 1,198	\$ 1,307
\$ (2,721)	\$ 1,457	\$ 3,348	\$ 727
\$ (10,886)	\$ 18,935	\$ 30,128	\$ 7,266
-18%	22%	63%	25%
25%	23%	33%	10%
0	225	0	0

Eric Feldman	Willie Combs	Joshua Sandoval	Samantha Rosenthr
40%	36%	0%	50%
20	22	3	8
93.3	39.0	64.3	49.0
\$ 30,606	\$ 33,034	\$ 56,166	\$ 29,121
\$ 30,682	\$ 32,949	\$ 56,199	\$ 28,905
#REF!	\$ 33,994	\$ 57,683	\$ 30,435
#REF!	97%	97%	96%
#REF!	97%	97%	95%
#REF!	\$ 84	\$ (33)	\$ 217
\$ 2,224	\$ 3,084	\$ 1,048	\$ 1,645
\$ 920	\$ 1,003	\$ 1,885	\$ 1,583
\$ 3,145	\$ 4,087	\$ 2,933	\$ 3,228
\$ 62,890	\$ 89,914	\$ 8,800	\$ 25,821
40%	114%	29%	82%
15%	18%	33%	38%
0	-26	0	667

Robert Ellis	House Deal	Michael Simone	
80%	40%	0%	#DIV/0!
5	5	1	0
40.8	87.4	117.0	#DIV/0!
\$ 26,692	\$ 42,386	\$ 39,999	#DIV/0!
\$ 26,543	\$ 40,786	\$ 39,999	#DIV/0!
\$ 27,724	\$ 43,815	\$ 39,603	#DIV/0!
96%	97%	101%	#DIV/0!
96%	93%	101%	#DIV/0!
\$ 150	\$ 1,600	\$ -	#DIV/0!
\$ 1,935	\$ (114)	\$ 2,660	#DIV/0!
\$ 1,473	\$ 1,865	\$ 3,568	#DIV/0!
\$ 3,408	\$ 1,751	\$ 6,228	#DIV/0!
\$ 17,039	\$ 8,753	\$ 6,228	#DIV/0!
113%	18%	48%	#DIV/0!
0%	20%	0%	#DIV/0!
#DIV/0!	0	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Barry Crincoli	Himanshu Parik
% Retailed of Non-New Franchise	39%	36%	33%
Total # Retail Units	168	36	57
Avg. Days to Sale	61.5	46.7	76.3
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 35,265	\$ 36,694
Avg. Transaction Price	\$ 33,239	\$ 34,561	\$ 36,529
Avg. Market Price at 100%	\$ 35,134	#REF!	\$ 37,642
Avg. Price to Market % (Time of Sale)	95%	#REF!	97%
Avg. Transaction to Market	95%	#REF!	97%
Avg. Transactional Discount	#REF!	#REF!	\$ 165
Avg. Front-End Gross	\$ 1,895	\$ 2,605	\$ 2,232
Avg. Finance Gross	\$ 1,251	\$ 1,386	\$ 1,579
PUVR	\$ 3,146	\$ 3,991	\$ 3,811
Total Gross (Units & PUVR)	\$ 528,547	\$ 143,670	\$ 217,253
GROI	55%	89%	49%
% with Trade	23%	0%	0%
Avg. Over/Under Allowance	97	-50	315



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

Christine Carroll	Ed Simo	Michael Fierro	Employee Deals
43%	45%	47%	0%
35	20	19	1
59.4	60.0	42.4	213.0
\$ 30,922	\$ 30,049	\$ 27,843	\$ 34,399
\$ 30,820	\$ 30,927	\$ 27,687	\$ 34,399
\$ 33,503	\$ 31,303	#VALUE!	\$ 36,595
92%	96%	#VALUE!	94%
92%	99%	#VALUE!	94%
\$ 937	\$ (879)	#VALUE!	\$ -
\$ 1,707	\$ 22	\$ 2,169	\$ (4,115)
\$ 624	\$ 1,303	\$ 1,168	\$ 250
\$ 2,331	\$ 1,325	\$ 3,337	\$ (3,865)
\$ 81,584	\$ 26,503	\$ 63,402	\$ (3,865)
46%	26%	102%	-19%
0%	0%	0%	0%
16	0	10	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	168	74	94
Avg. Days to Sale	61.5	77.0	49.2
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 44,086	\$ 24,637
Avg. Transaction Price	\$ 33,239	\$ 44,165	\$ 24,637
Avg. Market Price at 100%	\$ 35,134	#REF!	#REF!
Avg. Price to Market % (Time of Sale)	95%	#REF!	#REF!
Avg. Transaction to Market	95%	#REF!	#REF!
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front-End Gross	\$ 1,895	\$ 1,599	\$ 2,128
Avg. Finance Gross	\$ 1,251	\$ 1,383	\$ 1,148
PUVR	\$ 3,146	\$ 2,982	\$ 3,275
Total Gross (Units & PUVR)	\$ 528,547	\$ 220,672	\$ 307,874
GROI	55%	32%	97%
% with Trade	23%	28%	18%
Avg. Over/Under Allowance	97	187	-15



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	168	88	44
% of Retail Units	100%	52%	26%
% Retailed of Non-New Franchise	39%	33%	75%
Avg. Days to Sale	61.5	56.6	43.0
Avg. Transaction Price	\$ 33,239	\$ 34,938	\$ 22,117
Avg. Transaction to Market %	95%	#REF!	#REF!
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front End Gross	\$ 1,895	\$ 2,154	\$ 2,828
Avg. Finance Gross	\$ 1,251	\$ 1,220	\$ 1,245
PUVR	\$ 3,146	\$ 3,374	\$ 4,074
Total Gross (Units & PUVR)	\$ 528,547	\$ 296,947	\$ 179,240
GROI	55%	61%	154%
% with Trade	23%	25%	11%
Avg. Over/Under Allowance	97	132	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	0	16	0
4%	0%	10%	0%
17%	#DIV/0!	0%	#DIV/0!
20.2	#DIV/0!	120.9	#DIV/0!
\$ 38,877	#DIV/0!	\$ 49,592	#DIV/0!
103%	#DIV/0!	99%	#DIV/0!
\$ (945)	#DIV/0!	\$ (30)	#DIV/0!
\$ 3,349	#DIV/0!	\$ (2,588)	#DIV/0!
\$ 1,859	#DIV/0!	\$ 1,385	#DIV/0!
\$ 5,208	#DIV/0!	\$ (1,202)	#DIV/0!
\$ 31,246	#DIV/0!	\$ (19,235)	#DIV/0!
239%	#DIV/0!	-7%	#DIV/0!
17%	#DIV/0!	44%	#DIV/0!
0	#DIV/0!	71	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	14
0%	0%	8%
#DIV/0!	#DIV/0!	14%
#DIV/0!	#DIV/0!	99.9
#DIV/0!	#DIV/0!	\$ 36,401
#DIV/0!	#DIV/0!	97%
#DIV/0!	#DIV/0!	\$ 719
#DIV/0!	#DIV/0!	\$ 1,828
#DIV/0!	#DIV/0!	\$ 1,054
#DIV/0!	#DIV/0!	\$ 2,882
#DIV/0!	#DIV/0!	\$ 40,350
#DIV/0!	#DIV/0!	29%
#DIV/0!	#DIV/0!	21%
#DIV/0!	#DIV/0!	88

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	168	103	65
Avg. Days to Sale	61.5	68.7	50.0
Avg. Advertised Price (Time of Sale)	\$ 33,380	\$ 39,566	\$ 23,418
Avg. Transaction Price	\$ 33,239	\$ 39,436	\$ 23,418
Avg. Market Price at 100%	\$ 35,134	#REF!	#REF!
Avg. Price to Market % (Time of Sale)	95%	#REF!	#REF!
Avg. Transaction to Market	95%	#REF!	#REF!
Avg. Transactional Discount	#REF!	#REF!	#REF!
Avg. Front-End Gross	\$ 1,895	\$ 1,473	\$ 2,562
Avg. Finance Gross	\$ 1,251	\$ 1,285	\$ 1,198
PUVR	\$ 3,146	\$ 2,758	\$ 3,760
Total Gross (Units & PUVR)	\$ 528,547	\$ 284,125	\$ 244,422
GROI	55%	37%	116%
% with Trade	23%	29%	12%
Avg. Over/Under Allowance	97	132	-38



Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	168	82	16
% of Retail Units	100%	49%	10%
% Retailed of Non-New Franchise	39%	27%	56%
Avg. Days to Sale	61.5	16.4	38.6
Avg. Transaction Price	\$ 33,239	\$ 32,647	\$ 26,485
Avg. Transaction to Market %	95%	#REF!	92%
Avg. Transactional Discount	#REF!	#REF!	\$ 205
Avg. Front End Gross	\$ 1,895	\$ 2,671	\$ 2,713
Avg. Finance Gross	\$ 1,251	\$ 1,139	\$ 1,074
PUVR	\$ 3,146	\$ 3,810	\$ 3,788
Total Gross (Units & PUVR)	\$ 528,547	\$ 312,435	\$ 60,601
GROI	55%	256%	133%
% with Trade	23%	29%	13%
Avg. Over/Under Allowance	97	51	1,000



46-60 days	61-90 days	90+ days
20	20	29
12%	12%	17%
75%	60%	24%
53.1	74.7	200.2
\$ 26,251	\$ 35,431	\$ 40,469
90%	87%	96%
\$ (329)	\$ 1,754	\$ 582
\$ 2,309	\$ 1,931	\$ (1,273)
\$ 1,206	\$ 1,513	\$ 1,394
\$ 3,515	\$ 3,444	\$ 121
\$ 70,305	\$ 68,887	\$ 3,522
91%	47%	1%
10%	20%	21%
0	44	44