







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Same Brand as New	Advertised Price (Time of Sale)	Transaction Price	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	\$ 13,900	93%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	G9455A	2004	ACURA	MDX	10	Trade on New	No	No	\$ 12,500	\$ 12,970	89%	\$ 14,045	92%	\$ (470)	\$ 92.00	\$ -
2	V7983A	2008	ACURA	TL	17	Trade on Used	No	No	\$ 5,000	\$ 4,250	93%	\$ 5,376	79%	\$ 750	\$ (1,700.00)	\$ -
3	GV7928A	2005	AUDI	A7 3.0T QUATTRO	67	Trade on New	no	No	\$ 27,970	\$ 27,970	89%	\$ 31,427	89%	\$ -	\$ 2,370.80	\$ -
4	V7899	2017	AUDI	Q7 3.0 QUATTRO	85	Auction/Wholesale	no	No	\$ 27,970	\$ 27,970	90%	\$ 31,078	90%	\$ -	\$ (2,462.00)	\$ -
5	V8023A	2004	AUDI	A4 CABRIOLET QUATTRO	12	Trade on Used	no	No	\$ 4,650	\$ 4,200	92%	\$ 5,054	83%	\$ 450	\$ (2,575.00)	\$ -
6	V7857	2005	BMW		228	Auction/Wholesale	no	No	\$ 18,770	\$ 18,970	91%	\$ 20,626	92%	\$ (200)	\$ (1,029.00)	\$ -
7	V7857A	2011	BMW	328XI SW	24	Trade on Used	no	No	\$ 6,700	\$ 5,500	93%	\$ 7,204	76%	\$ 1,200	\$ (238.00)	\$ -
8	V8022	2016	BMW	X3 XDRIVE 35I	21	Auction/Wholesale	no	No	\$ 19,970	\$ 19,970	92%	\$ 21,707	92%	\$ -	\$ (813.80)	\$ 209.80
9	V8023	2004	BMW		428	Auction/Wholesale	no	No	\$ 19,970	\$ 19,970	91%	\$ 21,945	91%	\$ -	\$ (763.46)	\$ 1,089.46
10	V8036	2020	BMW	340i	8	Auction/Wholesale	no	No	\$ 44,970	\$ 46,970	98%	\$ 45,888	102%	\$ (2,000)	\$ 1,981.35	\$ 1,339.65
11	GV7866A	2021	BUICK	ENCLAVE	67	Trade on Used	no	No	\$ 32,970	\$ 32,970	94%	\$ 35,074	94%	\$ -	\$ 33,049.10	\$ -
12	V7686	2019	BUICK	ENCLAVE	178	Auction/Wholesale	no	No	\$ 34,470	\$ 34,970	95%	\$ 36,284	96%	\$ (500)	\$ (6,595.45)	\$ -
13	H9397A	2008	CHEVROLET	BOLT EV	80	Trade on New	no	No	\$ 18,970	\$ 18,970	94%	\$ 20,181	94%	\$ -	\$ (1,844.14)	\$ 1,211.14
14	H9429A	2020	CHEVROLET	BLAZER	0	Trade on New	no	No	\$ 26,970	\$ 26,970	91%	\$ 29,637	91%	\$ -	\$ 7,455.25	\$ 1,371.75
15	H9430A	2020	CHEVROLET	EQUINOX	44	Trade on New	no	No	\$ 20,970	\$ 20,970	91%	\$ 23,044	91%	\$ -	\$ (1,685.88)	\$ 1,452.88
16	G9575A	2017	DAIMLER CHRYSLER	PACIFICA	9	Trade on New	no	No	\$ 27,970	\$ 27,970	89%	\$ 31,427	89%	\$ -	\$ (1,934.15)	\$ 1,515.15
17	GV7868A	2022	DAIMLER DODGE	CHALLENGER	74	Trade on Used	no	No	\$ 37,970	\$ 37,970	89%	\$ 42,663	89%	\$ -	\$ 1,170.00	\$ -
18	V8008	2020	DAIMLER DODGE	JOURNEY	30	Auction/Wholesale	no	No	\$ 18,970	\$ 18,970	92%	\$ 20,620	92%	\$ -	\$ (949.55)	\$ 810.55
19	V8043	2008	DAIMLER DODGE	CHALLENGER	28	Auction/Wholesale	no	No	\$ 36,970	\$ 36,470	93%	\$ 39,753	92%	\$ 500	\$ (340.39)	\$ -
20	V8071A	2005	DAIMLER DODGE	DART	11	Trade on Used	no	No	\$ 8,970	\$ 8,970	93%	\$ 9,645	93%	\$ -	\$ (781.00)	\$ -
21	H9576A	2011	FORD	FUSION	9	Trade on New	no	No	\$ 7,826	\$ 7,000	91%	\$ 8,600	81%	\$ 826	\$ (2,326.00)	\$ -
22	V7730	2020	FORD	MUSTANG	179	Auction/Wholesale	no	No	\$ 23,970	\$ 23,970	96%	\$ 24,969	96%	\$ -	\$ (2,786.41)	\$ 781.41
23	V7828	2008	FORD	MUSTANG	123	Auction/Wholesale	no	No	\$ 18,970	\$ 18,970	91%	\$ 20,846	91%	\$ -	\$ (739.60)	\$ -
24	V7943	2021	FORD	F-250	67	Auction/Wholesale	no	No	\$ 52,970	\$ 52,970	94%	\$ 56,351	94%	\$ -	\$ (2,891.86)	\$ 2,800.08
25	V7961A	2004	FORD	FUSION	3	Trade on Used	no	No	\$ 12,470	\$ 12,470	89%	\$ 14,011	89%	\$ -	\$ 638.24	\$ 728.76
26	V8002A	2005	FORD	EXPLORER	29	Trade on Used	no	No	\$ 3,400	\$ 3,660	88%	\$ 3,864	95%	\$ (260)	\$ (1,810.00)	\$ -
27	V8036A	2017	FORD	MUSTANG	13	Trade on Used	no	No	\$ 30,970	\$ 30,970	96%	\$ 32,260	96%	\$ -	\$ 741.00	\$ -
28	V8051	2019	FORD	EXPLORER	24	Auction/Wholesale	no	No	\$ 29,970	\$ 29,970	95%	\$ 31,547	95%	\$ -	\$ 81.30	\$ -
29	G9507A	2019	GENESIS	G70	3	Trade on New	no	Yes	\$ 27,970	\$ 27,970	94%	\$ 29,755	94%	\$ -	\$ 1,579.00	\$ -
30	GV8033	2019	GENESIS	G70	20	Trade on Used	no	Yes	\$ 27,970	\$ 27,970	92%	\$ 30,402	92%	\$ -	\$ 4,870.00	\$ -
31	GV8038	2019	GENESIS	G90	5	Trade on Used	no	Yes	\$ 40,970	\$ 40,970	91%	\$ 45,022	91%	\$ -	\$ 5,557.00	\$ -
32	H9402A	2022	GENESIS	G70	77	Trade on New	no	Yes	\$ 32,970	\$ 32,970	95%	\$ 34,705	95%	\$ -	\$ 1,346.81	\$ 1,470.19
33	V8077	2017	GMC	ACADIA	12	Auction/Wholesale	No	No	\$ 16,970	\$ 16,970	96%	\$ 17,677	96%	\$ -	\$ (170.81)	\$ 735.81
34	GV7867B	2017	HONDA	CIVIC	36	Trade on Used	no	No	\$ 15,970	\$ 15,970	92%	\$ 17,359	92%	\$ -	\$ (978.00)	\$ -
35	H9602A	2016	HONDA	ODYSSEY	2	Trade on New	no	No	\$ 20,970	\$ 20,970	91%	\$ 23,044	91%	\$ -	\$ (13.25)	\$ 1,280.25
36	V7948	2019	HONDA	ODYSSEY	75	Auction/Wholesale	no	No	\$ 25,970	\$ 25,970	92%	\$ 28,228	92%	\$ -	\$ (2,130.61)	\$ 1,478.31
37	V7990A	2016	HONDA	ODYSSEY	9	Trade on Used	no	No	\$ 19,970	\$ 19,970	95%	\$ 21,021	95%	\$ -	\$ 2,481.92	\$ 835.08
38	H9360A	2017	HYUNDAI	ELANTRA	76	Trade on New	no	Yes	\$ 2,970	\$ 2,970	95%	\$ 3,126	95%	\$ -	\$ (525.95)	\$ -
39	H9449A	2019	HYUNDAI	SONATA	53	Trade on New	no	Yes	\$ 16,970	\$ 16,970	97%	\$ 17,495	97%	\$ -	\$ 410.00	\$ -
40	H9467A	2005	HYUNDAI	SONATA	61	Trade on New	no	Yes	\$ 13,770	\$ 13,770	91%	\$ 15,132	91%	\$ -	\$ 682.52	\$ 863.48
41	H9470A	2020	HYUNDAI	TUCSON	31	Trade on New	no	Yes	\$ 22,970	\$ 22,970	92%	\$ 24,967	92%	\$ -	\$ (406.36)	\$ 922.36
42	H9516B	2016	HYUNDAI	ELANTRA	27	Trade on Used	no	Yes	\$ 8,500	\$ 8,500	91%	\$ 9,341	91%	\$ -	\$ (2,470.00)	\$ -
43	H9526A	2020	HYUNDAI	ELANTRA	27	Trade on New	no	Yes	\$ 17,970	\$ 17,970	93%	\$ 19,323	93%	\$ -	\$ 5.00	\$ -
44	H9541A	2017	HYUNDAI	SONATA	13	Trade on New	no	Yes	\$ 19,970	\$ 19,770	91%	\$ 21,945	90%	\$ 200	\$ 1,060.60	\$ -
45	H9561A	2005	HYUNDAI	ELANTRA	14	Trade on New	no	Yes	\$ 10,770	\$ 10,570	92%	\$ 11,707	90%	\$ 200	\$ (975.84)	\$ -
46	H9567A	2021	HYUNDAI	KONA	15	Trade on Used	no	Yes	\$ 23,970	\$ 24,270	95%	\$ 25,232	96%	\$ (300)	\$ 4,280.14	\$ 300.00
47	H9567B	2020	HYUNDAI	KONA	7	Trade on New	no	Yes	\$ 19,970	\$ 19,770	96%	\$ 20,594	96%	\$ -	\$ 81.70	\$ 1,402.30
48	H9568A	2021	HYUNDAI	SANTA FE	3	Trade on New	no	Yes	\$ 34,970	\$ 34,970	91%	\$ 38,429	91%	\$ -	\$ 572.87	\$ 693.13
49	H9601A	2017	HYUNDAI	ELANTRA	8	Trade on New	no	Yes	\$ 19,970	\$ 19,970	92%	\$ 21,707	91%	\$ 180	\$ (1,671.00)	\$ -
50	H9619A	2020	HYUNDAI	SANTA FE	2	Trade on New	no	Yes	\$ 23,970	\$ 23,970	89%	\$ 26,933	89%	\$ -	\$ 563.00	\$ 500.00
51	H9695A	2017	HYUNDAI	SANTA FE SPORT	10	Trade on New	no	Yes	\$ 16,970	\$ 16,970	90%	\$ 18,856	90%	\$ -	\$ (299.00)	\$ -
52	H9709A	2021	HYUNDAI	SANTA FE	8	Trade on Used	no	Yes	\$ 23,970	\$ 23,970	91%	\$ 26,341	91%	\$ -	\$ (1,441.20)	\$ 1,377.20
53	SH8556	2022	HYUNDAI	TUCSON	347	Trade on Used	no	Yes	\$ 30,335	\$ 30,335	92%	\$ 32,973	92%	\$ -	\$ 1,915.83	\$ -

## Scoreboard Totals

% Retailed of Non-Franchise Make	66%
Total # Retail Units	119
Avg. Days to Sale	40.0
Avg. Advertised Price (Time of Sale)	\$ 21,759
Avg. Transaction Price	\$ 21,359
Avg. Market Price at 100%	\$ 24,265
Avg. Price to Market % (Time of Sale)	90%
Avg. Transaction to Market	88%
Avg. Transactional Discount	#VALUE!
Avg. Front-End Gross	\$ 106
Avg. Finance Gross	\$ 506
PUVR	\$ 638
Total Gross (Units & PUVR)	\$ 75,964
GROI	27%
% with Trade	51%
Avg. Over/Under Allowance	\$564



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	MAX	DREW
% Retailed of Non-New Franchise	66%	59%	70%
Total # Retail Units	119	22	37
Avg. Days to Sale	40.0	17.3	45.6
Avg. Advertised Price (Time of Sale)	\$ 21,759	\$ 22,778	\$ 25,307
Avg. Transaction Price	\$ 21,359	\$ 21,671	\$ 24,794
Avg. Market Price at 100%	\$ 24,265	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	90%	#VALUE!	#VALUE!
Avg. Transaction to Market	88%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	#VALUE!
Avg. Front-End Gross	\$ 106	\$ (979)	\$ (377)
Avg. Finance Gross	\$ 506	\$ 818	\$ 810
PUVR	\$ 638	\$ (161)	\$ 515
Total Gross (Units & PUVR)	\$ 75,964	\$ (3,548)	\$ 19,041
GROI	27%	-16%	16%
% with Trade	51%	64%	54%
Avg. Over/Under Allowance	564	74	587



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

ZACK	HOUSE	BILL	BOB
#DIV/0!	68%	70%	0%
0	47	10	1
#DIV/0!	50.3	25.3	3.0
#DIV/0!	\$ 18,783	\$ 20,473	\$ 27,970
#DIV/0!	\$ 18,756	\$ 19,778	\$ 27,970
#DIV/0!	#VALUE!	#VALUE!	\$ 29,755
#DIV/0!	#VALUE!	#VALUE!	94%
#DIV/0!	#VALUE!	#VALUE!	94%
#DIV/0!	#VALUE!	#VALUE!	\$ -
#DIV/0!	\$ 847	\$ 616	\$ 1,579
#DIV/0!	\$ 120	\$ 436	\$ -
#DIV/0!	\$ 967	\$ 1,052	\$ 1,579
#DIV/0!	\$ 45,458	\$ 10,520	\$ 1,579
#DIV/0!	37%	76%	677%
#DIV/0!	49%	40%	0%
#DIV/0!	834	587	#DIV/0!

SEAN			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
37.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,870	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,870	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,340	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 262	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,134	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,396	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,791	#DIV/0!	#DIV/0!	#DIV/0!
62%	#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	ADEBO, OJE	ROBINSON, KENNET
% Retailed of Non-New Franchise	66%	78%	62%
Total # Retail Units	119	9	13
Avg. Days to Sale	40.0	49.0	34.2
Avg. Advertised Price (Time of Sale)	\$ 21,759	\$ 24,645	\$ 23,349
Avg. Transaction Price	\$ 21,359	\$ 23,693	\$ 23,128
Avg. Market Price at 100%	\$ 24,265	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	90%	#VALUE!	#VALUE!
Avg. Transaction to Market	88%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	#VALUE!
Avg. Front-End Gross	\$ 106	\$ 569	\$ (710)
Avg. Finance Gross	\$ 506	\$ 510	\$ 605
PUVR	\$ 638	\$ 1,079	\$ 96
Total Gross (Units & PUVR)	\$ 75,964	\$ 9,712	\$ 1,247
GROI	27%	33%	4%
% with Trade	51%	56%	46%
Avg. Over/Under Allowance	564	-396	111



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

TELEZHENKO, BRIA	WOLKOV, EVAN	STITT, COLE	KERNEY, NICOLAS
100%	50%	100%	22%
12	18	3	9
56.7	26.8	22.7	17.4
\$ 19,837	\$ 23,530	\$ 23,903	\$ 23,445
\$ 19,546	\$ 21,796	\$ 24,070	\$ 23,146
\$ 21,343	#VALUE!	\$ 26,607	#VALUE!
93%	#VALUE!	90%	#VALUE!
92%	#VALUE!	90%	#VALUE!
\$ 291	#VALUE!	\$ (167)	#VALUE!
\$ (867)	\$ (502)	\$ 521	\$ 373
\$ 711	\$ 639	\$ 1,305	\$ 786
\$ (156)	\$ 137	\$ 1,826	\$ 1,159
\$ (1,876)	\$ 2,469	\$ 5,478	\$ 10,435
-5%	8%	120%	103%
50%	56%	67%	33%
954	947	488	-9

NANNARONE, KOURGOLUBOVIC, BOSKTOYAMA, TAMIKO			HOUSE
100%	0%	67%	73%
2	3	3	45
48.0	118.3	18.0	42.2
\$ 28,185	\$ 25,153	\$ 20,180	\$ 20,402
\$ 28,315	\$ 22,119	\$ 19,913	\$ 20,367
\$ 30,107	#VALUE!	\$ 21,969	#VALUE!
94%	#VALUE!	92%	#VALUE!
94%	#VALUE!	91%	#VALUE!
\$ (130)	#VALUE!	\$ 267	#VALUE!
\$ (2,351)	\$ (142)	\$ (1,050)	\$ 834
\$ 1,400	\$ 615	\$ 810	\$ 197
\$ (951)	\$ 472	\$ (239)	\$ 1,030
\$ (1,902)	\$ 1,417	\$ (718)	\$ 46,369
-25%	6%	-24%	43%
0%	33%	67%	53%
0	1,250	-1,346	869



























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	RANDY	LAURA
% Retailed of Non-New Franchise	66%	100%	59%
Total # Retail Units	119	2	44
Avg. Days to Sale	40.0	93.0	33.7
Avg. Advertised Price (Time of Sale)	\$ 21,759	\$ 22,470	\$ 21,062
Avg. Transaction Price	\$ 21,359	\$ 22,470	\$ 20,807
Avg. Market Price at 100%	\$ 24,265	\$ 24,006	#VALUE!
Avg. Price to Market % (Time of Sale)	90%	94%	#VALUE!
Avg. Transaction to Market	88%	94%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ -	#VALUE!
Avg. Front-End Gross	\$ 106	\$ (1,697)	\$ (527)
Avg. Finance Gross	\$ 506	\$ 891	\$ 778
PUVR	\$ 638	\$ (806)	\$ 252
Total Gross (Units & PUVR)	\$ 75,964	\$ (1,612)	\$ 11,071
GROI	27%	-14%	13%
% with Trade	51%	0%	2%
Avg. Over/Under Allowance	564	706	332



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SUMMER	HOUSE	KAITLYN	DREW
69%	70%	70%	100%
16	46	10	1
39.8	48.8	14.4	68.0
\$ 25,851	\$ 20,483	\$ 25,195	\$ 18,970
\$ 25,244	\$ 20,036	\$ 23,543	\$ 18,970
#VALUE!	#VALUE!	#VALUE!	\$ 20,846
#VALUE!	#VALUE!	#VALUE!	91%
#VALUE!	#VALUE!	#VALUE!	91%
#VALUE!	#VALUE!	#VALUE!	\$ -
\$ 3,381	\$ (255)	\$ (192)	\$ (1,305)
\$ 292	\$ 223	\$ 798	\$ 1,308
\$ 3,673	\$ 23	\$ 607	\$ 3
\$ 58,774	\$ 1,044	\$ 6,068	\$ 3
132%	1%	64%	0%
0%	43%	0%	0%
827	779	305	400



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	119	0	131
Avg. Days to Sale	40.0	#DIV/0!	40.0
Avg. Advertised Price (Time of Sale)	\$ 21,759	#DIV/0!	\$ 21,359
Avg. Transaction Price	\$ 21,359	#DIV/0!	\$ 21,359
Avg. Market Price at 100%	\$ 24,265	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	90%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	88%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	#VALUE!	#DIV/0!	#VALUE!
Avg. Front-End Gross	\$ 106	#DIV/0!	\$ 106
Avg. Finance Gross	\$ 506	#DIV/0!	\$ 506
PUVR	\$ 638	#DIV/0!	\$ 638
Total Gross (Units & PUVR)	\$ 75,964	#DIV/0!	\$ 83,625
GROI	27%	#DIV/0!	27%
% with Trade	51%	#DIV/0!	47%
Avg. Over/Under Allowance	564	#DIV/0!	564



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	119	40	79
Avg. Days to Sale	40.0	30.5	44.9
Avg. Advertised Price (Time of Sale)	\$ 21,759	\$ 21,465	\$ 21,822
Avg. Transaction Price	\$ 21,359	\$ 20,456	\$ 21,822
Avg. Market Price at 100%	\$ 24,265	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	90%	#VALUE!	#VALUE!
Avg. Transaction to Market	88%	#VALUE!	#VALUE!
Avg. Transactional Discount	#VALUE!	#VALUE!	\$ 53
Avg. Front-End Gross	\$ 106	\$ 578	\$ (133)
Avg. Finance Gross	\$ 506	\$ 456	\$ 532
PUVR	\$ 638	\$ 1,033	\$ 436
Total Gross (Units & PUVR)	\$ 75,964	\$ 41,338	\$ 34,424
GROI	27%	60%	16%
% with Trade	51%	45%	54%
Avg. Over/Under Allowance	564	611	546



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	119	40	29
% of Retail Units	100%	34%	24%
% Retailed of Non-New Franchise	66%	65%	66%
Avg. Days to Sale	40.0	23.8	52.3
Avg. Transaction Price	\$ 21,359	\$ 18,931	\$ 19,368
Avg. Transaction to Market %	88%	90%	#VALUE!
Avg. Transactional Discount	#VALUE!	\$ 29	\$ 250
Avg. Front End Gross	\$ 106	\$ 344	\$ 730
Avg. Finance Gross	\$ 506	\$ 474	\$ 229
PUVR	\$ 638	\$ 818	\$ 1,083
Total Gross (Units & PUVR)	\$ 75,964	\$ 32,727	\$ 31,411
GROI	27%	66%	38%
% with Trade	51%	50%	52%
Avg. Over/Under Allowance	564	1,193	1,046



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	50	0	0
0%	42%	0%	0%
#DIV/0!	68%	#DIV/0!	#DIV/0!
#DIV/0!	45.9	#DIV/0!	#DIV/0!
#DIV/0!	\$ 24,417	#DIV/0!	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!
#DIV/0!	#VALUE!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (447)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 692	#DIV/0!	#DIV/0!
#DIV/0!	\$ 245	#DIV/0!	#DIV/0!
#DIV/0!	\$ 12,271	#DIV/0!	#DIV/0!
#DIV/0!	8%	#DIV/0!	#DIV/0!
#DIV/0!	52%	#DIV/0!	#DIV/0!
#DIV/0!	-136	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	119	62	13
% of Retail Units	100%	52%	11%
% Retailed of Non-New Franchise	66%	68%	69%
Avg. Days to Sale	40.0	13.3	38.3
Avg. Transaction Price	\$ 21,359	\$ 19,647	\$ 21,739
Avg. Transaction to Market %	88%	90%	93%
Avg. Transactional Discount	#VALUE!	\$ 70	\$ (177)
Avg. Front End Gross	\$ 106	\$ 44	\$ (741)
Avg. Finance Gross	\$ 506	\$ 452	\$ 706
PUVR	\$ 638	\$ 496	\$ (34)
Total Gross (Units & PUVR)	\$ 75,964	\$ 30,738	\$ (446)
GROI	27%	68%	-1%
% with Trade	51%	52%	46%
Avg. Over/Under Allowance	564	613	763



46-60 days	61-90 days	90+ days
5	13	13
4%	11%	11%
80%	77%	85%
55.6	74.7	171.7
\$ 15,262	\$ 26,285	\$ 30,648
87%	93%	92%
\$ 454	\$ (100)	\$ 78
\$ 92	\$ 2,164	\$ (2,975)
\$ 227	\$ 702	\$ 417
\$ 318	\$ 2,866	\$ (2,559)
\$ 1,591	\$ 37,257	\$ (33,262)
14%	53%	-18%
60%	62%	54%
299	498	936