

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	LB01979A	2017	FORD	F150	8	Trade on Used	NO	\$ 27,995	\$ 27,995	97%	\$4,977	\$249
2	KP08415	2021	FORD	EXPEDITION	12	Auction/Wholesale	NO	\$ 50,495	\$ 48,995	100%	\$4,610	\$4,376
3	GL07007A	2022	TOYOTA	4RUNNER	12	Trade on New	NO	\$ 45,990	\$ 44,990	99%	\$3,880	\$1,173
4	5149375A	2020	FORD	FUSION	34	Trade on New	NO	\$ 18,995	\$ 18,995	87%	\$2,683	\$2,598
5	KF15026A	2013	FORD	EXPLORER	9	Trade on New	NO	\$ 17,990	\$ 17,495	105%	\$2,141	\$1,165
6	SP15133A	2014	FORD	FOCUS	28	Trade on Used	NO	\$ 10,990	\$ 7,959	135%	\$3,258	\$1,585
7	BL25571A	2018	JEEP	WRANGLER	20	Trade on New	NO	\$ 36,990	\$ 33,920	99%	\$1,942	\$2,173
8	SP51848	2019	FORD	F150	36	Auction/Wholesale	NO	\$ 39,990	\$ 39,990	102%	\$1,025	\$2,877
9	KP41767	2021	FORD	EXPLORER	1	Auction/Wholesale	NO	\$ 28,990	\$ 26,919	87%	(\$1,376)	\$0
10	EA20563A	2021	FORD	EXPEDITION	1	Trade on New	NO	\$ 59,995	\$ 59,995	103%	\$4,135	\$3,381
11	SP85205A	2022	FORD	BRONCO SPORT	18	Trade on Used	NO	\$ 35,990	\$ 34,245	109%	\$3,085	\$1,665
12	FA35392B	2015	HONDA	ODYSSEY	9	Trade on Used	NO	\$ 17,990	\$ 16,890	85%	\$3,838	\$1,665
13	FA86199A	2018	FORD	F150	1	Trade on New	NO	\$ 49,990	\$ 49,000	94%	\$1,409	\$185
14	WG06030A	2016	FORD	F150	36	Trade on New	NO	\$ 19,990	\$ 18,490	92%	\$1,623	\$1,491
15	SP03529	2020	FORD	F150	37	Auction/Wholesale	NO	\$ 44,990	\$ 42,990	102%	\$223	\$5,480
16	KF15026B	2012	GMC	TERRAIN	2	Trade on Used	NO	\$ 12,995	\$ 12,611	117%	\$2,568	\$1,165
17	KP07598	2021	FORD	EXPEDITION	15	Auction/Wholesale	NO	\$ 48,995	\$ 48,995	117%	\$1,041	\$432
18	P45459	2022	FORD	EXPLORER	64	Loaner	NO	\$ 42,995	\$ 42,991	85%	\$4,310	\$1,878
19	EL17364B	2019	GMC	YUKON	57	Trade on Used	NO	\$ 43,995	\$ 40,495	112%	(\$112)	\$3,580
20	KP25603B	2018	INFINITI	QX80	9	Trade on Used	NO	\$ 21,995	\$ 21,099	91%	\$1,439	\$2,323
21	RD02265A	2019	VOLKSWAGEN	BEETLE	56	Trade on New	NO	\$ 32,990	\$ 29,429	115%	\$32	\$1,576
22	SP25598A	2017	NISSAN	SENTRA	42	Trade on Used	NO	\$ 13,990	\$ 12,967	108%	\$1,576	\$1,449
23	FB56486A	2019	GMC	SIERRA	7	Trade on New	NO	\$ 51,990	\$ 50,990	98%	\$1,724	\$3,000
24	KD66526A	2019	FORD	F250	4	Trade on New	NO	\$ 43,990	\$ 42,990	83%	\$6,045	\$165
25	FB8601A	2017	FORD	F150	4	Trade on New	NO	\$ 35,990	\$ 35,990	95%	\$6,148	\$3,875
26	FA09494A	2021	RAM	1500	6	Trade on New	NO	\$ 79,995	\$ 77,995	145%	\$5,058	\$5,505
27	KF20034A	2012	FORD	F150	7	Trade on New	NO	\$ 17,990	\$ 16,990	97%	\$4,211	\$1,169

28	SP62747	2019	LINCOLN	NAUTILUS	62	Auction/Wholesale	NO	\$	36,995	\$	36,206	101%	\$669	\$1,599
29	EL02263A	2019	LINCOLN	NAVIGATOR	3	Trade on New	YES	\$	59,995	\$	59,995	112%	\$5,411	\$4,189
30	P23702	2022	LINCOLN	CORSAIR	69	Loaner	NO	\$	44,375	\$	39,991	115%	(\$2,907)	\$1,599
31	FB58240B	2022	FORD	F150	14	Trade on Used	NO	\$	69,990	\$	67,690	96%	\$4,240	\$2,138
32	FB56486B	2011	GMC	SIERRA	2	Trade on Used	NO	\$	20,990	\$	20,990	99%	\$2,814	\$2,054
33	RD16210A	2015	NISSAN	ROGUE	2	Trade on New	NO	\$	15,990	\$	13,749	103%	\$2,139	\$1,211
34	SP06962B	2014	FORD	F150	14	Trade on Used	NO	\$	18,990	\$	16,895	109%	\$3,419	\$2,014
35	KP08550	2021	FORD	EXPEDITION	21	Auction/Wholesale	NO	\$	50,495	\$	47,995	99%	\$2,367	\$2,728
36	KP28467	2020	FORD	F250	9	Auction/Wholesale	NO	\$	57,995	\$	55,995	99%	\$3,537	\$5,362
37	P41787	2022	FORD	EXPLORER	78	Loaner	NO	\$	45,990	\$	45,491	102%	\$919	\$2,900
38	KP28186	2019	LINCOLN	MKZ	1	Auction/Wholesale	NO	\$	24,990	\$	22,990	85%	(\$880)	\$0
39	5303197A	2019	HONDA	HRV	11	Trade on New	NO	\$	20,990	\$	19,990	100%	\$2,007	\$2,495
40	SP32944	2022	FORD	MAVERICK	3	Street/Curb Buy	NO	\$	34,990	\$	34,990	125%	\$4,314	\$2,226
41	RA16525A	2022	FORD	MAVERICK	6	Trade on New	NO	\$	37,995	\$	37,995	96%	\$6,255	\$5,306
42	P06317	2022	LINCOLN	CORSAIR	151	Loaner	No	\$	41,990	\$	41,491	95%	(\$2,503)	\$2,627
43	GA27300A	2019	BUICK	ENCLAVE	50	Trade on New	NO	\$	27,990	\$	23,990	107%	\$482	\$1,862
44	SP12137	2019	LINCOLN	NAUTILUS	1	Auction/Wholesale	YES	\$	34,990	\$	31,652	100%	\$200	\$1,112
45	SP04359	2020	FORD	EXPLORER	66	Auction/Wholesale	NO	\$	40,990	\$	37,995	103%	(\$1,296)	\$3,964
46	FB86041B	2019	FORD	FUSION	5	Trade on Used	NO	\$	22,990	\$	20,789	100%	(\$1,113)	\$1,423
47	GL18326A	2018	AUDI	Q5	8	Trade on New	NO	\$	26,990	\$	24,163	103%	\$2,010	\$569
48	5301681A	2015	KIA	SEDONA	23	Trade on New	NO	\$	13,990	\$	12,475	95%	\$174	\$1,002
49	KP07598A	2018	LEXUS	RX350	9	Trade on New	No	\$	22,995	\$	22,679	101%	\$3,703	\$214
50	P14836	2022	FORD	ESCAPE	103	Loaner	NO	\$	33,350	\$	29,491	111%	(\$480)	\$1,602
51	GL13633A	2015	KIA	G CLASS	34	Trade on New	NO	\$	63,990	\$	59,490	97%	\$3,577	\$569
52	SP26975	2020	FORD	F150	1	LBO Customer	NO	\$	36,454	\$	36,454	100%	\$200	\$844
53	MA55353B	2015	INFINITI	Q70	78	Trade on Used	NO	\$	30,990	\$	27,990	121%	\$269	\$1,442

Scoreboard Totals

% Retailed of Non-Franchise Make	36%
Total # Retail Units	200
Avg. Days to Sale	24.0
Avg. Advertised Price (Time of Sale)	\$ 35,128
Avg. Transaction Price	\$ 33,954
Avg. Market Price at 100%	\$ 34,604
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 1,174
Avg. Front-End Gross	\$ 2,010
Avg. Finance Gross	\$ 1,994
PUVR	\$ 4,005
Total Gross (Units & PUVR)	\$ 800,924
GROI	177%
% with Trade	50%
Avg. Over/Under Allowance	(\$55)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	NICK WHITE
% Retailed of Non-New Franchise	36%	#DIV/0!	41%
Total # Retail Units	200	0	34
Avg. Days to Sale	24.0	#DIV/0!	26.9
Avg. Advertised Price (Time of Sale)	\$ 35,128	#DIV/0!	\$ 37,091
Avg. Transaction Price	\$ 33,954	#DIV/0!	\$ 35,774
Avg. Market Price at 100%	\$ 34,604	#DIV/0!	\$ 36,150
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	103%
Avg. Transaction to Market	98%	#DIV/0!	99%
Avg. Transactional Discount	\$ 1,174	#DIV/0!	\$ 1,318
Avg. Front-End Gross	\$ 2,010	#DIV/0!	\$ 1,922
Avg. Finance Gross	\$ 1,994	#DIV/0!	\$ 2,163
PUVR	\$ 4,005	#DIV/0!	\$ 4,084
Total Gross (Units & PUVR)	\$ 800,924	#DIV/0!	\$ 138,872
GROI	177%	#DIV/0!	153%
% with Trade	50%	#DIV/0!	53%
Avg. Over/Under Allowance	-55	#DIV/0!	-28



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

CALVIN STEPHENS	LARRY POOLE	JOHN MANNERS	JAKE NEWTON
41%	58%	39%	32%
22	12	33	38
20.0	31.8	21.6	25.7
\$ 30,718	\$ 31,659	\$ 36,384	\$ 36,487
\$ 29,506	\$ 30,169	\$ 34,670	\$ 35,170
\$ 31,139	\$ 30,973	\$ 36,439	\$ 35,612
99%	102%	100%	102%
95%	97%	95%	99%
\$ 1,212	\$ 1,489	\$ 1,715	\$ 1,318
\$ 1,968	\$ 610	\$ 2,387	\$ 2,498
\$ 1,433	\$ 1,920	\$ 2,212	\$ 1,914
\$ 3,401	\$ 2,530	\$ 4,599	\$ 4,411
\$ 74,814	\$ 30,364	\$ 151,771	\$ 167,631
207%	95%	221%	176%
50%	25%	55%	61%
-207	-83	54	14

DWAYNE GRIFFITH	JIM ALLEN	RUSTY SHEHEE	
27%	40%	24%	#DIV/0!
26	10	25	0
23.1	27.5	20.2	#DIV/0!
\$ 36,207	\$ 36,550	\$ 32,589	#DIV/0!
\$ 35,844	\$ 35,445	\$ 31,853	#DIV/0!
\$ 35,264	\$ 37,062	\$ 32,837	#DIV/0!
103%	99%	99%	#DIV/0!
102%	96%	97%	#DIV/0!
\$ 362	\$ 1,105	\$ 736	#DIV/0!
\$ 2,141	\$ 836	\$ 1,936	#DIV/0!
\$ 2,141	\$ 1,830	\$ 2,042	#DIV/0!
\$ 4,283	\$ 2,666	\$ 3,979	#DIV/0!
\$ 111,351	\$ 26,656	\$ 99,465	#DIV/0!
186%	98%	223%	#DIV/0!
46%	40%	44%	#DIV/0!
-229	-50	-12	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	36%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	24.0	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 35,128	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 33,954	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 34,604	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,174	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 2,010	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,994	#DIV/0!	#DIV/0!
PUVR	\$ 4,005	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 800,924	#DIV/0!	#DIV/0!
GROI	177%	#DIV/0!	#DIV/0!
% with Trade	50%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-55	#DIV/0!	#DIV/0!



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AARON ROGERS	JEFF HILL	BEN MORTON	JOEL CROWE
29%	33%	67%	50%
17	9	12	10
23.8	25.6	16.9	30.2
\$ 29,932	\$ 37,042	\$ 33,449	\$ 32,791
\$ 28,832	\$ 36,153	\$ 32,443	\$ 30,838
\$ 28,943	\$ 35,534	\$ 34,129	\$ 32,520
103%	104%	98%	101%
100%	102%	95%	95%
\$ 1,100	\$ 889	\$ 1,006	\$ 1,953
\$ 2,113	\$ 2,018	\$ 3,052	\$ 1,140
\$ 2,369	\$ 2,931	\$ 2,014	\$ 1,417
\$ 4,482	\$ 4,949	\$ 5,066	\$ 2,556
\$ 76,197	\$ 44,539	\$ 60,789	\$ 25,564
235%	193%	332%	99%
41%	56%	67%	40%
135	22	167	-200

TAYLOR POOLE	TOBIAS QUEEN	JOEY MEYERHOFFER	HARLEY WILLIAMSO
44%	50%	100%	#DIV/0!
9	10	3	0
23.4	31.9	33.7	#DIV/0!
\$ 39,991	\$ 35,576	\$ 20,323	#DIV/0!
\$ 38,271	\$ 33,523	\$ 18,835	#DIV/0!
\$ 39,068	\$ 37,571	\$ 20,482	#DIV/0!
102%	95%	99%	#DIV/0!
98%	89%	92%	#DIV/0!
\$ 1,721	\$ 2,053	\$ 1,488	#DIV/0!
\$ 1,565	\$ 1,745	\$ 1,658	#DIV/0!
\$ 1,915	\$ 1,952	\$ 1,178	#DIV/0!
\$ 3,480	\$ 3,697	\$ 2,836	#DIV/0!
\$ 31,320	\$ 36,966	\$ 8,509	#DIV/0!
140%	124%	161%	#DIV/0!
67%	30%	33%	#DIV/0!
36	0	0	#DIV/0!

DAVID HOUSEHOL	STEVE JACOKES	PATRICK SYRZENS	CHRIS BULLARD
33%	17%	33%	42%
12	6	9	12
35.5	41.5	16.7	13.7
\$ 35,996	\$ 31,722	\$ 32,546	\$ 28,328
\$ 34,695	\$ 30,190	\$ 30,944	\$ 27,791
\$ 35,899	\$ 30,056	\$ 31,818	\$ 27,125
100%	106%	102%	104%
97%	100%	97%	102%
\$ 1,301	\$ 1,532	\$ 1,602	\$ 537
\$ 652	\$ 1,009	\$ 2,497	\$ 2,528
\$ 1,786	\$ 2,186	\$ 1,965	\$ 1,349
\$ 2,439	\$ 3,195	\$ 4,462	\$ 3,877
\$ 29,263	\$ 19,171	\$ 40,159	\$ 46,520
71%	92%	311%	367%
58%	50%	67%	42%
146	18	-500	-292

TIMOTHY GILLIAM	BILL JAMES	AARON MOSER	STEVEN STRICKLAND
0%	33%	33%	43%
4	3	6	14
33.3	12.7	22.2	27.6
\$ 44,243	\$ 31,827	\$ 33,661	\$ 31,700
\$ 43,434	\$ 31,163	\$ 33,096	\$ 31,106
\$ 41,807	\$ 33,063	\$ 33,052	\$ 31,976
106%	96%	102%	99%
104%	94%	100%	97%
\$ 809	\$ 663	\$ 565	\$ 595
\$ 2,614	\$ 2,719	\$ 598	\$ 2,908
\$ 2,855	\$ 3,387	\$ 1,736	\$ 1,988
\$ 5,469	\$ 6,106	\$ 2,333	\$ 4,895
\$ 21,874	\$ 18,317	\$ 14,000	\$ 68,533
136%	557%	115%	205%
75%	67%	83%	57%
0	333	-921	46

JONATHAN TIGCI	WILL WRIGHT	GUY MIRANDA	JOE CROWLEY
29%	20%	26%	50%
7	10	23	10
35.4	23.8	19.2	24.2
\$ 37,279	\$ 46,175	\$ 35,100	\$ 43,063
\$ 35,611	\$ 44,607	\$ 34,342	\$ 41,799
\$ 34,405	\$ 43,289	\$ 34,430	\$ 44,990
108%	107%	102%	96%
104%	103%	100%	93%
\$ 1,667	\$ 1,568	\$ 759	\$ 1,264
\$ 1,423	\$ 2,186	\$ 2,140	\$ 2,536
\$ 1,218	\$ 2,913	\$ 2,028	\$ 2,717
\$ 2,640	\$ 5,099	\$ 4,168	\$ 5,253
\$ 18,483	\$ 50,993	\$ 95,875	\$ 52,534
75%	173%	228%	187%
29%	50%	52%	40%
278	-50	-205	-100

TONY SMITH	TONY SMITH	JOE CHAMBLEE	LINDSAY STAHM
0%	0%	#DIV/0!	0%
1	1	0	5
13.0	13.0	#DIV/0!	10.6
\$ 29,990	\$ 29,990	#DIV/0!	\$ 36,393
\$ 28,990	\$ 28,990	#DIV/0!	\$ 35,695
\$ 31,904	\$ 31,904	#DIV/0!	\$ 38,146
94%	94%	#DIV/0!	95%
91%	91%	#DIV/0!	94%
\$ 1,000	\$ 1,000	#DIV/0!	\$ 698
\$ 3,062	\$ 3,062	#DIV/0!	\$ 2,648
\$ -	\$ -	#DIV/0!	\$ 1,293
\$ 3,062	\$ 3,062	#DIV/0!	\$ 3,941
\$ 3,062	\$ 3,062	#DIV/0!	\$ 19,705
292%	292%	#DIV/0!	375%
0%	0%	#DIV/0!	40%
0	0	#DIV/0!	0

ROBERT MARTIN	WEBSTER SLATE		
20%	0%	#DIV/0!	#DIV/0!
5	1	0	0
16.8	11.0	#DIV/0!	#DIV/0!
\$ 38,105	\$ 64,990	#DIV/0!	#DIV/0!
\$ 36,469	\$ 64,990	#DIV/0!	#DIV/0!
\$ 42,114	\$ 59,082	#DIV/0!	#DIV/0!
90%	110%	#DIV/0!	#DIV/0!
87%	110%	#DIV/0!	#DIV/0!
\$ 1,636	\$ -	#DIV/0!	#DIV/0!
\$ 596	\$ 3,610	#DIV/0!	#DIV/0!
\$ 181	\$ 4,453	#DIV/0!	#DIV/0!
\$ 778	\$ 8,063	#DIV/0!	#DIV/0!
\$ 3,888	\$ 8,063	#DIV/0!	#DIV/0!
46%	406%	#DIV/0!	#DIV/0!
0%	100%	#DIV/0!	#DIV/0!
0	500	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	MARTIN HIMES
% Retailed of Non-New Franchise	36%	#DIV/0!	35%
Total # Retail Units	200	0	46
Avg. Days to Sale	24.0	#DIV/0!	24.1
Avg. Advertised Price (Time of Sale)	\$ 35,128	#DIV/0!	\$ 35,783
Avg. Transaction Price	\$ 33,954	#DIV/0!	\$ 34,508
Avg. Market Price at 100%	\$ 34,604	#DIV/0!	\$ 35,503
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	101%
Avg. Transaction to Market	98%	#DIV/0!	97%
Avg. Transactional Discount	\$ 1,174	#DIV/0!	\$ 1,275
Avg. Front-End Gross	\$ 2,010	#DIV/0!	\$ 1,830
Avg. Finance Gross	\$ 1,994	#DIV/0!	\$ 1,928
PUVR	\$ 4,005	#DIV/0!	\$ 3,758
Total Gross (Units & PUVR)	\$ 800,924	#DIV/0!	\$ 172,852
GROI	177%	#DIV/0!	163%
% with Trade	50%	#DIV/0!	0%
Avg. Over/Under Allowance	-55	#DIV/0!	-162



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DRINNEN HAYE	BRENT STIHR	KEVIN FOX	
48%	36%	27%	#DIV/0!
46	58	48	0
24.3	26.5	21.5	#DIV/0!
\$ 33,043	\$ 36,210	\$ 35,364	#DIV/0!
\$ 31,233	\$ 35,364	\$ 34,489	#DIV/0!
\$ 33,105	\$ 35,533	\$ 34,618	#DIV/0!
100%	102%	102%	#DIV/0!
94%	100%	100%	#DIV/0!
\$ 1,810	\$ 846	\$ 875	#DIV/0!
\$ 2,028	\$ 2,313	\$ 1,840	#DIV/0!
\$ 1,875	\$ 2,179	\$ 2,032	#DIV/0!
\$ 3,903	\$ 4,492	\$ 3,872	#DIV/0!
\$ 179,517	\$ 260,515	\$ 185,854	#DIV/0!
185%	172%	188%	#DIV/0!
0%	0%	0%	#DIV/0!
54	-137	37	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	4	196
Avg. Days to Sale	24.0	17.3	24.2
Avg. Advertised Price (Time of Sale)	\$ 35,128	\$ 52,868	\$ 33,615
Avg. Transaction Price	\$ 33,954	\$ 50,564	\$ 33,615
Avg. Market Price at 100%	\$ 34,604	\$ 49,446	\$ 34,450
Avg. Price to Market % (Time of Sale)	102%	107%	98%
Avg. Transaction to Market	98%	102%	98%
Avg. Transactional Discount	\$ 1,174	\$ 2,304	\$ 1,151
Avg. Front-End Gross	\$ 2,010	\$ 2,523	\$ 2,000
Avg. Finance Gross	\$ 1,994	\$ 1,755	\$ 1,999
PUVR	\$ 4,005	\$ 4,278	\$ 3,999
Total Gross (Units & PUVR)	\$ 800,924	\$ 17,112	\$ 783,812
GROI	177%	177%	177%
% with Trade	50%	50%	50%
Avg. Over/Under Allowance	-55	0	-56



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	128	72
Avg. Days to Sale	24.0	25.4	21.6
Avg. Advertised Price (Time of Sale)	\$ 35,128	\$ 39,655	\$ 25,759
Avg. Transaction Price	\$ 33,954	\$ 38,563	\$ 25,759
Avg. Market Price at 100%	\$ 34,604	\$ 39,260	\$ 26,733
Avg. Price to Market % (Time of Sale)	102%	101%	96%
Avg. Transaction to Market	98%	98%	96%
Avg. Transactional Discount	\$ 1,174	\$ 1,092	\$ 1,321
Avg. Front-End Gross	\$ 2,010	\$ 1,985	\$ 2,055
Avg. Finance Gross	\$ 1,994	\$ 2,234	\$ 1,568
PUVR	\$ 4,005	\$ 4,219	\$ 3,623
Total Gross (Units & PUVR)	\$ 800,924	\$ 540,091	\$ 260,833
GROI	177%	155%	235%
% with Trade	50%	59%	35%
Avg. Over/Under Allowance	-55	-60	-47



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	82	51
% of Retail Units	100%	41%	26%
% Retailed of Non-New Franchise	36%	43%	61%
Avg. Days to Sale	24.0	20.2	18.9
Avg. Transaction Price	\$ 33,954	\$ 35,270	\$ 26,039
Avg. Transaction to Market %	98%	99%	93%
Avg. Transactional Discount	\$ 1,174	\$ 1,130	\$ 1,179
Avg. Front End Gross	\$ 2,010	\$ 2,830	\$ 2,122
Avg. Finance Gross	\$ 1,994	\$ 2,036	\$ 1,740
PUVR	\$ 4,005	\$ 4,866	\$ 3,863
Total Gross (Units & PUVR)	\$ 800,924	\$ 399,038	\$ 196,996
GROI	177%	246%	283%
% with Trade	50%	50%	35%
Avg. Over/Under Allowance	-55	-17	-108



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	32	13	7
7%	16%	7%	4%
36%	3%	0%	0%
10.8	26.8	75.3	20.6
\$ 34,538	\$ 39,499	\$ 39,973	\$ 36,779
107%	97%	101%	92%
\$ 990	\$ 1,698	\$ 845	\$ 420
\$ 3,058	\$ 687	\$ (549)	\$ 356
\$ 2,139	\$ 2,215	\$ 2,059	\$ 2,190
\$ 5,197	\$ 2,902	\$ 1,510	\$ 2,546
\$ 72,751	\$ 92,867	\$ 19,624	\$ 17,820
502%	99%	18%	121%
50%	66%	69%	43%
-36	-199	385	-329

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	1	0
0%	1%	0%
#DIV/0!	0%	#DIV/0!
#DIV/0!	63.0	#DIV/0!
#DIV/0!	\$ 45,995	#DIV/0!
#DIV/0!	94%	#DIV/0!
#DIV/0!	\$ -	#DIV/0!
#DIV/0!	\$ 1,638	#DIV/0!
#DIV/0!	\$ 190	#DIV/0!
#DIV/0!	\$ 1,828	#DIV/0!
#DIV/0!	\$ 1,828	#DIV/0!
#DIV/0!	23%	#DIV/0!
#DIV/0!	100%	#DIV/0!
#DIV/0!	0	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	147	27
% of Retail Units	100%	74%	14%
% Retailed of Non-New Franchise	36%	37%	37%
Avg. Days to Sale	24.0	12.5	37.8
Avg. Transaction Price	\$ 33,954	\$ 33,673	\$ 35,333
Avg. Transaction to Market %	98%	98%	98%
Avg. Transactional Discount	\$ 1,174	\$ 968	\$ 1,623
Avg. Front End Gross	\$ 2,010	\$ 2,429	\$ 1,831
Avg. Finance Gross	\$ 1,994	\$ 2,019	\$ 1,889
PUVR	\$ 4,005	\$ 4,448	\$ 3,720
Total Gross (Units & PUVR)	\$ 800,924	\$ 653,790	\$ 100,437
GROI	177%	381%	100%
% with Trade	50%	48%	48%
Avg. Over/Under Allowance	-55	-88	-2



46-60 days	61-90 days	90+ days
9	11	6
5%	6%	3%
56%	18%	0%
52.7	70.6	117.3
\$ 31,687	\$ 35,310	\$ 35,535
96%	94%	101%
\$ 2,527	\$ 1,722	\$ 1,183
\$ 738	\$ (236)	\$ (1,402)
\$ 1,918	\$ 1,843	\$ 2,255
\$ 2,657	\$ 1,607	\$ 852
\$ 23,909	\$ 17,674	\$ 5,114
57%	23%	7%
33%	82%	83%
-167	-45	667