

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	TLED47678	2020	FORD	F-250	7	Trade on New	No	\$ 69,950	\$ 70,988	120%	\$ 1,552.68	\$ 1,100.00
2	ILL175278	2020	JEEP	GLADIATOR	0	Other	No		\$ 43,977		\$ (231.89)	\$ 1,100.00
3	TLG178305	2020	GMC	SIERRA LIMITED 1500	21	Trade on New	No	\$ 42,950	\$ 46,988	110%	\$ 9,442.26	\$ 350.00
4	ILKF26056	2020	FORD	F-150	0	Other	No		\$ 38,988		\$ 4,388.41	\$ 1,000.00
5	IKLA06155	2019	FORD	RANGER	0	Other	No	\$ 32,950	\$ 34,950	105%	\$ 2,394.29	\$ 800.00
6	INZ118990	2022	CADILLAC	XT5	0	Other	No		\$ 39,650		\$ 428.39	\$ 316.61
7	IMFB86749A	2021	FORD	F-150	-2	Other	No		\$ 40,900		\$ 2,070.00	\$ 350.00
8	IM5247952	2021	TOYOTA	4 RUNNER	0	Other	No		\$ 33,875		\$ 360.69	\$ 363.41
9	TMX113451	2021	TOYOTA	TACOMA	11	Trade on Used	No	\$ 35,950	\$ 33,950	103%	\$ (1,275.84)	\$ 900.00
10	PLU273093	2020	HYUNDAI	TUCSON	0	Auction/Wholesale	No		\$ 21,900		\$ (141.00)	\$ 1,079.62
11	TLEA55701	2020	FORD	EXPEDITION	15	Trade on New	No	\$ 47,950	\$ 47,950	98%	\$ (3,603.38)	\$ 2,156.11
12	TLEE61068	2020	FORD	F-350	14	Trade on New	No	\$ 62,950	\$ 57,999	118%	\$ (1,251.26)	\$ 1,100.00
13	TNR166069	2022	GMC	YUKON XL	46	Trade on Used	Yes	\$ 75,950	\$ 76,032	106%	\$ 1,320.71	\$ -
14	TMG171556	2021	GMC	SIERRA LIMITED 1500	16	Trade on Used	Yes	\$ 42,950	\$ 42,150	103%	\$ (3,552.09)	\$ 2,716.74
15	IMG213517	2021	GMC	SIERRA LIMITED 1500	0	Other	Yes	\$ 62,995	\$ 58,455	99%	\$ (4,020.46)	\$ 3,760.46
16	IMW523572	2021	JEEP	WRANGLER UNLIMITED	0	Other	No		\$ 36,300		\$ 665.23	\$ 350.00
17	IMG521673	2021	RAM TRUCKS		3500	Other	No		\$ 67,988		\$ 4,161.65	\$ 795.94
18	TLL552531	2020	NISSAN	KICKS	11	Trade on Used	No	\$ 21,950	\$ 22,988	105%	\$ 2,521.65	\$ -
19	PLS593719	2020	CHEVROLET	BLAZER	-5	Auction/Wholesale	No		29,798.39		\$ (665.01)	\$ 340.01
20	TKUB00202	2019	FORD	ESCAPE	3	Trade on New	No	\$ 18,950	\$ 18,950	97%	\$ 3,847.67	\$ -
21	IKC775641	2019	NISSAN	ROGUE	0	Other	No		\$ 21,474		\$ (2,311.25)	\$ 1,287.25
22	THZ292300	2017	CADILLAC	XT5	3	Trade on New	No		\$ 18,988		\$ (728.43)	\$ -

23	THG243112	2017 GMC	SIERRA LIMITED 1500	3	Trade on New	No		\$ 38,988		\$ 6,871.10	\$ 350.00
24	TGG119283	2016 KIA	OPTIMA	6	Trade on New	No	\$ 17,950	\$ 17,988	118%	\$ 1,316.20	\$ 400.00
25	TFR711643	2015 GMC	YUKON	0	Trade on New	No		\$ 26,500		\$ 1,179.11	\$ -
26	INRD48664	2022 FORD	BRONCO	0	Other	No	\$ 32,950	\$ 32,150	116%	\$ (2,308.50)	\$ 2,219.06
27	TNS107894	2022 CHEVROLET	EQUINOX	52	Trade on Used	No	\$ 26,950	\$ 26,900	101%	\$ 1,460.10	\$ 1,322.48
28	TMG403079	2021 CHEVROLET	SILVERADO 1500	6	Trade on Used	No	\$ 47,950	\$ 45,250	99%	\$ (763.34)	\$ 150.00
29	TLS609832	2020 CHEVROLET	EQUINOX	2	Trade on Used	No	\$ 24,950	\$ 23,500	101%	\$ (863.61)	\$ 743.88
30	PLZ214937	2020 GMC	ACADIA	3	Auction/Wholesale	No	\$ 26,950	\$ 29,400	97%	\$ 2,348.77	\$ -
31	TLH505005	2020 HYUNDAI	ELANTRA	47	Trade on New	No	\$ 16,950	\$ 16,500	100%	\$ (2,381.79)	\$ 150.64
32	TLL168618	2020 GMC	TERRAIN	3	Trade on Used	No	\$ 25,950	\$ 24,500	98%	\$ (876.06)	\$ 250.00
33	PLZ214937	2020 GMC	ACADIA	3	Auction/Wholesale	No	\$ 26,950	\$ 29,400	95%	\$ 2,358.77	\$ -
34	TLW262956	2020 NISSAN	ROGUE	7	Trade on Used	No	\$ 22,950	\$ 20,950	95%	\$ (654.84)	\$ 400.00
35	IMH541526A	2021 DAIMLER CHRYSLER	300C	13	Other	No	\$ 26,950	\$ 26,950	98%	\$ (760.00)	\$ 800.00
36	IM1122841A	2021 GMC	CANYON	0	Other	No		\$ 37,888		\$ (3,749.39)	\$ 1,868.94
37	IMED42775	2021 FORD	F-250	-3	Other	No		\$ 63,350		\$ (919.17)	\$ -
38	TLW254121	2020 NISSAN	ROGUE	14	Trade on Used	No	\$ 21,950	\$ 21,998	96%	\$ (317.38)	\$ 700.00
39	ILG321605	2020 CHEVROLET	SILVERADO 1500	0	Other	No		\$ 36,950		\$ 1,266.12	\$ 312.11
40	ILBB26738	2020 FORD	EDGE	0	Other	No		\$ 26,995		\$ (1,035.00)	\$ 250.00
41	ILBA82555	2020 FORD	EDGE	0	Other	No		\$ 28,995		\$ 2,095.00	\$ -
42	IK0308257	2019 MAZDA	CX9	0	Other	No		\$ 26,500		\$ (1,664.75)	\$ 800.00
43	TK1240563	2019 CHEVROLET	SILVERADO 1500 LEGACY	8	Trade on New	No	\$ 30,950	\$ 26,600	99%	\$ (2,914.36)	\$ 814.01
44	IKN766040	2019 NISSAN	FRONTIER	-3	Other	No		\$ 24,000		\$ (2,802.62)	\$ 1,252.46
45	THL373657	2017 NISSAN	VERSA NOTE	17	Trade on New	No	\$ 14,950	\$ 13,988	108%	\$ 3,412.78	\$ 150.00
46	PFF609816	2015 BMW	328I SEDAN	0	Auction/Wholesale	No		\$ 16,500		\$ (561.06)	\$ 150.00
47	PF5112727	2015 CHEVROLET	CORVETTE STINGRAY	2	Auction/Wholesale	No		\$ 54,988		\$ 5,805.39	\$ 1,100.00
48	TNG123715	2022 GMC	SIERRA LIMITED 1500	28	Trade on Used	No	\$ 54,995	\$ 55,995	104%	\$ 2,435.07	\$ 1,771.74
49	TMG219492	2021 GMC	SIERRA 1500	43	Trade on Used	No	\$ 46,950	\$ 49,950	109%	\$ 4,639.68	\$ 1,100.00
50	TML337192	2021 GMC	TERRAIN	25	Trade on Used	No	\$ 28,950	\$ 27,850	99%	\$ (175.45)	\$ 826.51
51	ILD565703A	2020 JEEP	CHEROKEE	7	Other	No	\$ 26,950	\$ 26,995	100%	\$ (834.80)	\$ -
52	TLR281775	2020 GMC	YUKON XL	28	Trade on Used	No	\$ 44,950	\$ 44,450	103%	\$ 940.43	\$ -
53	TLS606876	2020 CHEVROLET	BLAZER	16	Trade on Used	No	\$ 28,950	\$ 28,950	100%	\$ (2,608.56)	\$ 350.00

Scoreboard Totals

% Retailed of Non-Franchise Make	56%
Total # Retail Units	168
Avg. Days to Sale	7.9
Avg. Advertised Price (Time of Sale)	\$ 33,389
Avg. Transaction Price	\$ 32,728
Avg. Market Price at 100%	\$ 31,687
Avg. Price to Market % (Time of Sale)	105%
Avg. Transaction to Market	103%
Avg. Transactional Discount	\$ (14,552)
Avg. Front-End Gross	\$ 397
Avg. Finance Gross	\$ 747
PUVR	\$ 1,145
Total Gross (Units & PUVR)	\$ 192,298
GROI	159%
% with Trade	49%
Avg. Over/Under Allowance	#DIV/0!



Scoreboard

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Desk Manager	Totals	Bob Atwood	BILL
% Retailed of Non-New Franchise	56%	#DIV/0!	52%
Total # Retail Units	168	0	31
Avg. Days to Sale	7.9	#DIV/0!	12.9
Avg. Advertised Price (Time of Sale)	\$ 33,389	#DIV/0!	\$ 38,536
Avg. Transaction Price	\$ 32,728	#DIV/0!	\$ 36,359
Avg. Market Price at 100%	\$ 31,687	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	103%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (14,552)	#DIV/0!	\$ (12,740)
Avg. Front-End Gross	\$ 397	#DIV/0!	\$ 596
Avg. Finance Gross	\$ 747	#DIV/0!	\$ 1,037
PUVR	\$ 1,145	#DIV/0!	\$ 1,633
Total Gross (Units & PUVR)	\$ 192,298	#DIV/0!	\$ 50,637
GROI	159%	#DIV/0!	126%
% with Trade	49%	#DIV/0!	58%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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CARLOS	OZZIE	VICTOR	HOUSE
54%	57%	59%	50%
41	54	41	2
6.8	4.7	7.7	45.0
\$ 29,866	\$ 33,775	\$ 32,580	\$ 27,950
\$ 30,435	\$ 34,205	\$ 30,576	\$ 27,725
#DIV/0!	#DIV/0!	#DIV/0!	\$ 27,023
#DIV/0!	#DIV/0!	#DIV/0!	103%
#DIV/0!	#DIV/0!	#DIV/0!	103%
\$ (15,137)	\$ (19,819)	\$ (9,121)	\$ 225
\$ 220	\$ 892	\$ (174)	\$ (687)
\$ 688	\$ 712	\$ 642	\$ 575
\$ 908	\$ 1,604	\$ 468	\$ (112)
\$ 37,244	\$ 86,602	\$ 19,182	\$ (223)
157%	359%	72%	-3%
37%	41%	61%	100%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	HOUSE	JOSE
% Retailed of Non-New Franchise	56%	#DIV/0!	#DIV/0!
Total # Retail Units	168	0	0
Avg. Days to Sale	7.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 33,389	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 32,728	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 31,687	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	103%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (14,552)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 397	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 747	#DIV/0!	#DIV/0!
PUVR	\$ 1,145	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 192,298	#DIV/0!	#DIV/0!
GROI	159%	#DIV/0!	#DIV/0!
% with Trade	49%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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EUGENE	PETER	JONATHAN	JORDAN
40%	71%	40%	69%
5	7	5	13
48.4	0.1	4.6	3.7
\$ 40,450	\$ 30,596	\$ 38,950	\$ 23,700
\$ 42,078	\$ 36,701	\$ 30,672	\$ 31,208
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (25,898)	\$ (23,589)	\$ (15,092)	\$ (23,916)
\$ 2,454	\$ 942	\$ 2,043	\$ (165)
\$ 1,656	\$ 752	\$ 521	\$ 631
\$ 4,110	\$ 1,694	\$ 2,564	\$ 466
\$ 20,550	\$ 11,858	\$ 12,822	\$ 6,053
73%	11631%	654%	145%
60%	29%	40%	23%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

ANTHONY	ERVEY	MICHAEL	ROGELIO
29%	80%	75%	57%
7	5	4	7
21.1	5.6	1.3	9.4
\$ 38,624	\$ 48,617	\$ 34,950	\$ 28,617
\$ 36,455	\$ 47,178	\$ 26,166	\$ 31,973
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,349)	\$ (18,008)	\$ (8,691)	\$ (19,709)
\$ 580	\$ 3,509	\$ 610	\$ (171)
\$ 758	\$ 870	\$ 511	\$ 481
\$ 1,338	\$ 4,379	\$ 1,122	\$ 310
\$ 9,367	\$ 21,896	\$ 4,487	\$ 2,171
63%	597%	1235%	37%
86%	40%	75%	43%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

MARK	JUAN	ROSA	TADEO
86%	57%	43%	0%
7	7	7	2
5.4	15.9	7.1	5.5
\$ 48,950	\$ 36,550	\$ 27,350	\$ 34,950
\$ 39,461	\$ 35,290	\$ 25,421	\$ 30,075
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (18,482)	\$ (9,183)	\$ (5,885)	\$ (12,600)
\$ (487)	\$ (633)	\$ (258)	\$ 3,663
\$ 895	\$ 669	\$ 482	\$ 850
\$ 408	\$ 36	\$ 224	\$ 4,513
\$ 2,853	\$ 251	\$ 1,567	\$ 9,027
69%	2%	44%	982%
43%	71%	86%	50%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

JOSE LUIS	ALVARO	JC	JULIO
45%	29%	57%	62%
22	7	7	13
6.1	1.1	13.0	7.1
\$ 41,291	\$ 30,950	\$ 29,262	\$ 28,242
\$ 37,914	\$ 35,235	\$ 28,394	\$ 28,459
#VALUE!	#DIV/0!	\$ 28,745	#DIV/0!
#VALUE!	#DIV/0!	102%	#DIV/0!
#VALUE!	#DIV/0!	99%	#DIV/0!
\$ (15,391)	\$ (26,392)	\$ 869	\$ (13,252)
\$ 696	\$ (770)	\$ (96)	\$ (42)
\$ 906	\$ 860	\$ 886	\$ 683
\$ 1,602	\$ 90	\$ 790	\$ 641
\$ 35,244	\$ 630	\$ 5,530	\$ 8,332
248%	81%	77%	115%
68%	29%	43%	38%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

JOSE MANUEL	CHARLIE	GABRIEL	JOSHUA
33%	67%	50%	63%
9	9	2	8
13.7	-0.2	-1.5	2.8
\$ 28,061	\$ 32,283	#DIV/0!	\$ 32,212
\$ 27,617	\$ 30,842	\$ 25,450	\$ 27,529
\$ 27,996	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 444	\$ (20,081)	\$ (25,450)	\$ (11,423)
\$ (187)	\$ (418)	\$ (97)	\$ 1,431
\$ 582	\$ 858	\$ 524	\$ 564
\$ 395	\$ 440	\$ 428	\$ 1,995
\$ 3,556	\$ 3,957	\$ 855	\$ 15,960
38%	-2309%	-403%	949%
67%	11%	0%	25%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

PADEO	LUIS	SAMANTHA	RONALDO
#DIV/0!	67%	67%	0%
0	3	3	1
#DIV/0!	2.7	6.3	-5.0
#DIV/0!	\$ 38,950	\$ 23,950	#DIV/0!
#DIV/0!	\$ 43,299	\$ 28,311	\$ 23,995
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (30,316)	\$ (12,344)	\$ (23,995)
#DIV/0!	\$ 784	\$ 757	\$ (360)
#DIV/0!	\$ 1,289	\$ 637	\$ -
#DIV/0!	\$ 2,073	\$ 1,394	\$ (360)
#DIV/0!	\$ 6,218	\$ 4,183	\$ (360)
#DIV/0!	646%	280%	108%
#DIV/0!	33%	67%	0%
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	TANYA	MIKE
% Retailed of Non-New Franchise	56%	45%	56%
Total # Retail Units	168	53	62
Avg. Days to Sale	7.9	10.9	6.3
Avg. Advertised Price (Time of Sale)	\$ 33,389	\$ 37,743	\$ 29,294
Avg. Transaction Price	\$ 32,728	\$ 36,159	\$ 31,055
Avg. Market Price at 100%	\$ 31,687	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	103%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (14,552)	\$ (9,810)	\$ (15,936)
Avg. Front-End Gross	\$ 397	\$ 807	\$ 90
Avg. Finance Gross	\$ 747	\$ 942	\$ 671
PUVR	\$ 1,145	\$ 1,749	\$ 761
Total Gross (Units & PUVR)	\$ 192,298	\$ 92,684	\$ 47,189
GROI	159%	160%	141%
% with Trade	49%	0%	0%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



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RENE	HOUSE	DAVID	
67%	#DIV/0!	40%	#DIV/0!
49	0	5	0
7.7	#DIV/0!	-0.6	#DIV/0!
\$ 32,041	#DIV/0!	\$ 32,950	#DIV/0!
\$ 31,254	#DIV/0!	\$ 31,549	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (16,868)	#DIV/0!	\$ (24,959)	#DIV/0!
\$ 476	#DIV/0!	\$ (897)	#DIV/0!
\$ 621	#DIV/0!	\$ 861	#DIV/0!
\$ 1,097	#DIV/0!	\$ (35)	#DIV/0!
\$ 53,746	#DIV/0!	\$ (177)	#DIV/0!
165%	#DIV/0!	67%	#DIV/0!
0%	#DIV/0!	0%	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	168	3	166
Avg. Days to Sale	7.9	20.7	7.7
Avg. Advertised Price (Time of Sale)	\$ 33,389	\$ 60,632	\$ 32,256
Avg. Transaction Price	\$ 32,728	\$ 58,879	\$ 32,256
Avg. Market Price at 100%	\$ 31,687	\$ 58,994	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	103%	#DIV/0!
Avg. Transaction to Market	103%	100%	#DIV/0!
Avg. Transactional Discount	\$ (14,552)	\$ 1,753	\$ (14,847)
Avg. Front-End Gross	\$ 397	\$ (2,084)	\$ 442
Avg. Finance Gross	\$ 747	\$ 2,159	\$ 722
PUVR	\$ 1,145	\$ 75	\$ 1,164
Total Gross (Units & PUVR)	\$ 192,298	\$ 225	\$ 193,217
GROI	159%	2%	169%
% with Trade	49%	67%	48%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	168	74	94
Avg. Days to Sale	7.9	9.2	7.0
Avg. Advertised Price (Time of Sale)	\$ 33,389	\$ 37,879	\$ 30,593
Avg. Transaction Price	\$ 32,728	\$ 35,397	\$ 30,593
Avg. Market Price at 100%	\$ 31,687	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	105%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	103%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (14,552)	\$ (14,410)	\$ (14,436)
Avg. Front-End Gross	\$ 397	\$ 525	\$ 282
Avg. Finance Gross	\$ 747	\$ 770	\$ 726
PUVR	\$ 1,145	\$ 1,295	\$ 1,008
Total Gross (Units & PUVR)	\$ 192,298	\$ 95,850	\$ 94,711
GROI	159%	143%	170%
% with Trade	49%	54%	45%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	168	42	40
% of Retail Units	100%	25%	24%
% Retailed of Non-New Franchise	56%	60%	43%
Avg. Days to Sale	7.9	9.7	17.4
Avg. Transaction Price	\$ 32,728	\$ 29,677	\$ 34,484
Avg. Transaction to Market %	103%	#DIV/0!	103%
Avg. Transactional Discount	\$ (14,552)	\$ (5,024)	\$ 493
Avg. Front End Gross	\$ 397	\$ 1,003	\$ 337
Avg. Finance Gross	\$ 747	\$ 631	\$ 834
PUVR	\$ 1,145	\$ 1,634	\$ 1,171
Total Gross (Units & PUVR)	\$ 192,298	\$ 68,645	\$ 46,856
GROI	159%	205%	70%
% with Trade	49%	100%	100%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	9	0	0
0%	5%	0%	0%
#DIV/0!	33%	#DIV/0!	#DIV/0!
#DIV/0!	2.2	#DIV/0!	#DIV/0!
#DIV/0!	\$ 28,163	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	\$ (14,302)	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,071	#DIV/0!	#DIV/0!
#DIV/0!	\$ 486	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,557	#DIV/0!	#DIV/0!
#DIV/0!	\$ 14,011	#DIV/0!	#DIV/0!
#DIV/0!	896%	#DIV/0!	#DIV/0!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	78
0%	0%	46%
#DIV/0!	#DIV/0!	63%
#DIV/0!	#DIV/0!	2.7
#DIV/0!	#DIV/0!	\$ 33,998
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	\$ (27,426)
#DIV/0!	#DIV/0!	\$ 24
#DIV/0!	#DIV/0!	\$ 795
#DIV/0!	#DIV/0!	\$ 820
#DIV/0!	#DIV/0!	\$ 63,930
#DIV/0!	#DIV/0!	316%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	168	81	9
% of Retail Units	100%	48%	5%
% Retailed of Non-New Franchise	56%	51%	67%
Avg. Days to Sale	7.9	9.2	36.8
Avg. Transaction Price	\$ 32,728	\$ 30,765	\$ 37,380
Avg. Transaction to Market %	103%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (14,552)	\$ (2,894)	\$ (4,980)
Avg. Front End Gross	\$ 397	\$ 724	\$ 541
Avg. Finance Gross	\$ 747	\$ 719	\$ 828
PUVR	\$ 1,145	\$ 1,443	\$ 1,370
Total Gross (Units & PUVR)	\$ 192,298	\$ 116,878	\$ 12,326
GROI	159%	184%	36%
% with Trade	49%	84%	78%
Avg. Over/Under Allowance	#DIV/0!	#DIV/0!	#DIV/0!



46-60 days	61-90 days	90+ days
4	0	1
2%	0%	1%
50%	#DIV/0!	0%
47.8	#DIV/0!	161.0
\$ 36,096	#DIV/0!	\$ 58,505
101%	#DIV/0!	#DIV/0!
\$ 105	#DIV/0!	\$ (58,505)
\$ 203	#DIV/0!	\$ (3,066)
\$ 543	#DIV/0!	\$ 3,652
\$ 746	#DIV/0!	\$ 587
\$ 2,985	#DIV/0!	\$ 587
16%	#DIV/0!	2%
100%	#DIV/0!	0%
#DIV/0!	#DIV/0!	#DIV/0!