

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Ben Healy	Randy Cunha	Kenny Banks
Joe Avila	Ben Dorne	Matt Bermudez
Brad Taylor	Porfirio Reis	Matt D
	Oscar Caicedo	Franky
		Darly
		Osamu
		John Jr
		Rich SR
		James
		Kim
		Josemar
		Jay
		Steve
		Danya
		Amine
		Edwin
		Gabe
		Dennis
		Altamir
		Francisco Dominguez-diaz
		Amine

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	MH1791	2017	Honda	ACCORDSPT S	30	Street/Curb Buy	Yes	Yes	\$ 20,000	\$ 20,000	98%	\$ 20,408	0.98	\$ -	(\$2,050)	\$3,015
2	MH1813	2018	Honda	CRV LX	54	Street/Curb Buy	Yes	Yes	\$ 25,487	\$27,987	105%	\$ 24,273	115%	\$ (2,500)	\$2,737	\$5,503
3	MH1818	2019	Honda	ACCORD SPRT	43	Street/Curb Buy	Yes	Yes	\$ 25,482	\$25,482	99%	\$ 25,739	99%	\$ -	\$1,356	\$6,395
4	MH1821	2019	Honda	CIVIC 4DR S	43	Street/Curb Buy	Yes	Yes	\$ 23,900	\$23,900	101%	\$ 23,663	101%	\$ -	(\$307)	\$5,549
5	MH1822	2018	Honda	CRV AWD LX	35	Auction/Wholesale	Yes	Yes	\$ 25,499	\$25,000	106%	\$ 24,056	104%	\$ 499	(\$1,058)	\$3,540
6	MH1828	2015	Honda	CRV EXL	29	Street/Curb Buy	Yes	Yes	\$ 20,408	\$20,408	108%	\$ 18,896	108%	\$ -	\$507	\$4,008
7	MH1829	2020	Honda	CRV EX	40	Street/Curb Buy	Yes	Yes	\$ 30,247	\$30,247	100%	\$ 30,247	100%	\$ -	\$668	\$4,820
8	MH1834	2017	Buick	ENCLAVE	21	Street/Curb Buy	No	No	\$ 22,659	\$22,659	102%	\$ 22,215	102%	\$ -	\$323	\$0
9	MH1839	2019	Honda	CIVIC LX SE	39	Street/Curb Buy	Yes	Yes	\$ 21,986	\$21,986	101%	\$ 21,768	101%	\$ -	(\$1,866)	\$4,757
10	MH1840	2019	Honda	ACCORD 4 DR	27	Street/Curb Buy	Yes	Yes	\$ 26,994	\$28,994	102%	\$ 26,465	110%	\$ (2,000)	\$610	\$3,400
11	MH1845	2018	Honda	PILOT EXL 4	17	Street/Curb Buy	Yes	Yes	\$ 28,899	\$29,530	100%	\$ 28,899	102%	\$ (631)	(\$947)	\$10,494
12	MH1846	2016	Jeep	WRANGLER	18	Auction/Wholesale	No	No	\$ 24,750	\$24,750	104%	\$ 23,798	104%	\$ -	\$1,460	\$4,117
13	MH1847	2018	Chevrolet	EQUINOX	36	Auction/Wholesale	No	No	\$ 20,188	\$21,150	99%	\$ 20,392	104%	\$ (962)	\$864	\$5,293
14	MH1849	2017	Honda	CRV LX 4WD	19	Auction/Wholesale	Yes	Yes	\$ 22,553	\$23,214	103%	\$ 21,896	106%	\$ (661)	(\$299)	\$5,113
15	MH1852	2016	Honda	CIVIC LX	32	Street/Curb Buy	Yes	Yes	\$ 17,278	\$17,278	101%	\$ 17,107	101%	\$ -	\$461	\$828
16	MH1857	2015	Honda	CRV EXL	31	Street/Curb Buy	Yes	Yes	\$ 19,014	\$19,014	101%	\$ 18,826	101%	\$ -	(\$194)	\$2,577
17	MH1858	2018	Honda	CIVIC	24	Street/Curb Buy	Yes	Yes	\$ 21,900	\$21,900	103%	\$ 21,262	103%	\$ -	\$727	\$1,913
18	MH1860	2019	Honda	CIVIC SI	7	Street/Curb Buy	Yes	Yes	\$ 26,144	\$27,000	101%	\$ 25,885	104%	\$ (856)	\$8,320	\$1,639
19	MH1861	2018	Honda	ACCORD 4 DR	9	Street/Curb Buy	Yes	Yes	\$ 25,900	\$25,900	102%	\$ 25,392	102%	\$ -	(\$384)	\$1,828
20	MH1863	2021	Honda	ACCORD SPRT	9	Street/Curb Buy	Yes	Yes	\$ 30,925	\$30,925	99%	\$ 31,237	99%	\$ -	\$6,646	\$3,154
21	MH1865	2020	Honda	PILOT	15	Street/Curb Buy	Yes	Yes	\$ 34,980	\$34,890	102%	\$ 34,294	102%	\$ 90	(\$1,069)	\$0
22	MH1866	2020	Honda	HR-V 5DR SP	18	Street/Curb Buy	Yes	Yes	\$ 26,271	\$27,500	102%	\$ 25,756	107%	\$ (1,229)	(\$1,068)	\$3,915
23	MH1867	2020	Honda	CRV EX	12	Street/Curb Buy	Yes	Yes	\$ 31,300	\$31,300	102%	\$ 30,686	102%	\$ -	(\$1,399)	\$4,265
24	MH1870	2019	Ford	F150	12	Street/Curb Buy	No	No	\$ 40,595	\$42,800	103%	\$ 39,413	109%	\$ (2,205)	\$2,306	\$7,422
25	MH1871	2017	Honda	PILOT EXL 4	21	Street/Curb Buy	Yes	Yes	\$ 26,100	\$25,970	98%	\$ 26,633	98%	\$ 130	\$1,939	\$0
26	MH1875	2022	Acura	MDX	17	Street/Curb Buy	No	No	\$ 56,100	\$56,125	101%	\$ 55,545	101%	\$ (25)	\$2,320	\$1,378
27	MH1877	2021	Honda	ACCORDSPT S	17	Street/Curb Buy	Yes	Yes	\$ 31,750	\$31,750	102%	\$ 31,127	102%	\$ -	\$3,049	\$0
28	MH1878	2018	Honda	CRV EX	18	Street/Curb Buy	Yes	Yes	\$ 23,938	\$23,938	101%	\$ 23,701	101%	\$ -	\$2,688	\$4,153
29	MH1883	2021	Honda	HRV EX	5	Street/Curb Buy	Yes	Yes	\$ 26,598	\$26,598	102%	\$ 26,076	102%	\$ -	(\$2,974)	\$6,142
30	MH1884	2022	Acura	RDX	14	Street/Curb Buy	No	No	\$ 48,049	\$47,724	101%	\$ 47,573	100%	\$ 325	(\$1,111)	\$2,057
31	MH1886	2019	Honda	ODYSSEY ELI	21	Street/Curb Buy	Yes	Yes	\$ 35,655	\$34,500	103%	\$ 34,617	100%	\$ 1,155	(\$6,818)	\$3,602
32	MH1887	2018	Honda	HRV LX	20	Auction/Wholesale	Yes	Yes	\$ 21,526	\$21,526	103%	\$ 20,899	103%	\$ -	\$600	\$4,321
33	MH1888	2019	Honda	CRV	13	Auction/Wholesale	Yes	Yes	\$ 28,000	\$28,000	104%	\$ 26,923	104%	\$ -	\$470	\$5,999
34	MH1891	2022	Honda	HRV EX	14	Street/Curb Buy	No	Yes	\$ 29,302	\$29,302	104%	\$ 28,175	104%	\$ -	(\$332)	\$6,912
35	MH1892	2016	Honda	CRV	4	Street/Curb Buy	No	Yes	\$ 23,970	\$23,970	103%	\$ 23,272	103%	\$ -	\$2,490	\$10,562
36	MH1827	2014	Honda	CRV EXL	55	Street/Curb Buy	No	Yes	\$ 19,050	\$18,000	99%	\$ 19,242	94%	\$ 1,050	(\$448)	\$4,107
37	MH1899	2021	Honda	HR-V 5DR SP	6	Street/Curb Buy	Yes	Yes	\$ 26,292	\$25,871	102%	\$ 25,776	100%	\$ 421	(\$923)	\$1,365
38	MH1901	2019	Honda	HRV LX	6	Street/Curb Buy	Yes	Yes	\$ 23,130	\$23,130	103%	\$ 22,456	103%	\$ -	(\$960)	\$2,931
39	MH1902	2019	Honda	CIVIC	13	Street/Curb Buy	Yes	Yes	\$ 25,400	\$24,900	103%	\$ 24,660	101%	\$ 500	\$7,390	\$4,978
40	GM2655X	2021	Honda	CIVIC HATCH	60	Street/Curb Buy	Yes	Yes	\$ 25,795	\$25,795	102%	\$ 25,289	102%	\$ -	\$1,328	\$5,707
41	H2061AX	2017	Honda	CRV	24	Street/Curb Buy	Yes	Yes	\$ 24,355	\$24,355	104%	\$ 23,418	104%	\$ -	\$1,218	\$7,295

Scoreboard Totals

% Retailed of Non-Franchise Make	17%
Total # Retail Units	200
Avg. Days to Sale	24.1
Avg. Advertised Price (Time of Sale)	\$ 26,903
Avg. Transaction Price	\$ 27,011
Avg. Market Price at 100%	\$ 26,615
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	101%
Avg. Transactional Discount	\$ (109)
Avg. Front-End Gross	\$ 1,353
Avg. Finance Gross	\$ 4,168
PUVR	\$ 5,521
Total Gross (Units & PUVR)	\$ 1,104,162
GROI	305%
% with Trade	33%
Avg. Over/Under Allowance	\$75



Scoreboard

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Desk Manager	Totals	Bob Atwood	Ben Healy
% Retailed of Non-New Franchise	17%	#DIV/0!	13%
Total # Retail Units	200	0	67
Avg. Days to Sale	24.1	#DIV/0!	23.5
Avg. Advertised Price (Time of Sale)	\$ 26,903	#DIV/0!	\$ 27,515
Avg. Transaction Price	\$ 27,011	#DIV/0!	\$ 27,662
Avg. Market Price at 100%	\$ 26,615	#DIV/0!	\$ 27,308
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	101%
Avg. Transaction to Market	101%	#DIV/0!	101%
Avg. Transactional Discount	\$ (109)	#DIV/0!	\$ (147)
Avg. Front-End Gross	\$ 1,353	#DIV/0!	\$ 1,200
Avg. Finance Gross	\$ 4,168	#DIV/0!	\$ 4,097
PUVR	\$ 5,521	#DIV/0!	\$ 5,296
Total Gross (Units & PUVR)	\$ 1,104,162	#DIV/0!	\$ 354,862
GROI	305%	#DIV/0!	293%
% with Trade	33%	#DIV/0!	31%
Avg. Over/Under Allowance	75	#DIV/0!	94



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Joe Avila	Brad Taylor		
16%	25%	#DIV/0!	#DIV/0!
105	28	0	0
26.0	18.4	#DIV/0!	#DIV/0!
\$ 25,857	\$ 29,359	#DIV/0!	#DIV/0!
\$ 25,962	\$ 29,391	#DIV/0!	#DIV/0!
\$ 25,599	\$ 28,841	#DIV/0!	#DIV/0!
101%	102%	#DIV/0!	#DIV/0!
101%	102%	#DIV/0!	#DIV/0!
\$ (105)	\$ (32)	#DIV/0!	#DIV/0!
\$ 1,472	\$ 1,270	#DIV/0!	#DIV/0!
\$ 4,204	\$ 4,206	#DIV/0!	#DIV/0!
\$ 5,676	\$ 5,475	#DIV/0!	#DIV/0!
\$ 595,990	\$ 153,310	#DIV/0!	#DIV/0!
303%	365%	#DIV/0!	#DIV/0!
34%	29%	#DIV/0!	#DIV/0!
83	0	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Mike Lucki	Kenny Banks
% Retailed of Non-New Franchise	17%	#DIV/0!	0%
Total # Retail Units	200	0	3
Avg. Days to Sale	24.1	#DIV/0!	34.3
Avg. Advertised Price (Time of Sale)	\$ 26,903	#DIV/0!	\$ 24,961
Avg. Transaction Price	\$ 27,011	#DIV/0!	\$ 24,961
Avg. Market Price at 100%	\$ 26,615	#DIV/0!	\$ 25,130
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	99%
Avg. Transaction to Market	101%	#DIV/0!	99%
Avg. Transactional Discount	\$ (109)	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 1,353	#DIV/0!	\$ 586
Avg. Finance Gross	\$ 4,168	#DIV/0!	\$ 4,334
PUVR	\$ 5,521	#DIV/0!	\$ 4,921
Total Gross (Units & PUVR)	\$ 1,104,162	#DIV/0!	\$ 14,762
GROI	305%	#DIV/0!	207%
% with Trade	33%	#DIV/0!	33%
Avg. Over/Under Allowance	75	#DIV/0!	-233



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Matt Bermudez	Matt D	Francisco Domingue	Darly
13%	0%	11%	13%
8	4	9	8
27.9	12.8	19.7	24.3
\$ 28,006	\$ 24,281	\$ 31,624	\$ 26,868
\$ 27,807	\$ 24,200	\$ 32,436	\$ 26,670
\$ 27,633	\$ 23,688	\$ 31,320	\$ 26,705
101%	103%	101%	101%
101%	102%	104%	100%
\$ 198	\$ 81	\$ (813)	\$ 198
\$ 1,672	\$ 184	\$ 1,784	\$ 2,227
\$ 4,304	\$ 5,838	\$ 5,167	\$ 2,305
\$ 5,976	\$ 6,023	\$ 6,951	\$ 4,532
\$ 47,810	\$ 24,091	\$ 62,555	\$ 36,254
278%	703%	392%	252%
0%	50%	33%	25%
0	38	0	188

Osamu	John Jr	Rich SR	James
33%	100%	0%	20%
6	2	6	5
24.2	17.5	17.8	26.4
\$ 23,807	\$ 40,850	\$ 23,904	\$ 29,109
\$ 23,807	\$ 40,863	\$ 23,904	\$ 29,535
\$ 23,669	\$ 40,572	\$ 23,476	\$ 29,162
101%	101%	102%	100%
101%	101%	102%	101%
\$ -	\$ (13)	\$ -	\$ (425)
\$ 884	\$ 464	\$ 277	\$ 631
\$ 1,378	\$ 2,966	\$ 4,436	\$ 2,303
\$ 2,262	\$ 3,430	\$ 4,713	\$ 2,933
\$ 13,574	\$ 6,860	\$ 28,281	\$ 14,667
142%	173%	398%	135%
17%	50%	17%	40%
333	0	167	300

Kim	Josemar	Jay	Steve
0%	10%	47%	14%
5	21	15	7
27.6	23.2	22.6	31.0
\$ 27,454	\$ 28,427	\$ 26,788	\$ 26,813
\$ 27,133	\$ 28,906	\$ 26,448	\$ 26,775
\$ 27,256	\$ 28,195	\$ 26,210	\$ 26,408
101%	101%	102%	102%
100%	103%	101%	101%
\$ 321	\$ (480)	\$ 340	\$ 38
\$ 1,459	\$ 2,454	\$ 783	\$ 769
\$ 4,818	\$ 5,992	\$ 4,752	\$ 4,042
\$ 6,277	\$ 8,446	\$ 5,535	\$ 4,811
\$ 31,384	\$ 177,361	\$ 83,023	\$ 33,676
302%	453%	333%	209%
40%	29%	20%	29%
0	200	-67	143

Danya	Amine	Edwin	Gabe
13%	18%	14%	24%
15	17	22	17
24.9	22.5	25.0	24.1
\$ 28,939	\$ 27,229	\$ 26,915	\$ 22,875
\$ 29,208	\$ 27,459	\$ 26,959	\$ 22,798
\$ 28,596	\$ 26,798	\$ 26,589	\$ 22,911
101%	102%	101%	100%
102%	102%	101%	100%
\$ (269)	\$ (230)	\$ (43)	\$ 78
\$ 1,923	\$ 1,392	\$ 1,836	\$ 732
\$ 4,263	\$ 3,744	\$ 3,350	\$ 4,497
\$ 6,186	\$ 5,137	\$ 5,186	\$ 5,229
\$ 92,795	\$ 87,325	\$ 114,084	\$ 88,889
307%	299%	276%	343%
47%	29%	27%	24%
200	68	61	29

Dennis	Altamir		
11%	0%	#DIV/0!	#DIV/0!
27	1	0	0
25.4	15.0	#DIV/0!	#DIV/0!
\$ 25,369	\$ 21,050	#DIV/0!	#DIV/0!
\$ 25,558	\$ 21,050	#DIV/0!	#DIV/0!
\$ 25,196	\$ 20,240	#DIV/0!	#DIV/0!
101%	104%	#DIV/0!	#DIV/0!
101%	104%	#DIV/0!	#DIV/0!
\$ (190)	\$ -	#DIV/0!	#DIV/0!
\$ 815	\$ 2,515	#DIV/0!	#DIV/0!
\$ 3,937	\$ 8,045	#DIV/0!	#DIV/0!
\$ 4,752	\$ 10,560	#DIV/0!	#DIV/0!
\$ 128,303	\$ 10,560	#DIV/0!	#DIV/0!
263%	1204%	#DIV/0!	#DIV/0!
52%	100%	#DIV/0!	#DIV/0!
-64	0	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	Randy Cunha	Ben Dorne
% Retailed of Non-New Franchise	17%	18%	19%
Total # Retail Units	200	44	63
Avg. Days to Sale	24.1	24.0	23.5
Avg. Advertised Price (Time of Sale)	\$ 26,903	\$ 26,613	\$ 26,197
Avg. Transaction Price	\$ 27,011	\$ 26,672	\$ 26,305
Avg. Market Price at 100%	\$ 26,615	\$ 26,287	\$ 26,016
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	101%	101%	101%
Avg. Transactional Discount	\$ (109)	\$ (59)	\$ (108)
Avg. Front-End Gross	\$ 1,353	\$ 1,365	\$ 1,191
Avg. Finance Gross	\$ 4,168	\$ 4,283	\$ 4,341
PUVR	\$ 5,521	\$ 5,648	\$ 5,532
Total Gross (Units & PUVR)	\$ 1,104,162	\$ 248,502	\$ 348,545
GROI	305%	318%	322%
% with Trade	33%	0%	0%
Avg. Over/Under Allowance	75	163	24



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Porfirio Reis	Oscar Caicedo		
8%	23%	#DIV/0!	#DIV/0!
52	40	0	0
23.8	25.1	#DIV/0!	#DIV/0!
\$ 27,159	\$ 27,970	#DIV/0!	#DIV/0!
\$ 27,252	\$ 28,171	#DIV/0!	#DIV/0!
\$ 26,760	\$ 27,745	#DIV/0!	#DIV/0!
101%	101%	#DIV/0!	#DIV/0!
102%	102%	#DIV/0!	#DIV/0!
\$ (93)	\$ (200)	#DIV/0!	#DIV/0!
\$ 1,301	\$ 1,581	#DIV/0!	#DIV/0!
\$ 4,057	\$ 4,019	#DIV/0!	#DIV/0!
\$ 5,358	\$ 5,600	#DIV/0!	#DIV/0!
\$ 278,634	\$ 223,987	#DIV/0!	#DIV/0!
298%	285%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
35	115	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	148	52
Avg. Days to Sale	24.1	25.4	20.5
Avg. Advertised Price (Time of Sale)	\$ 26,903	\$ 26,789	\$ 27,139
Avg. Transaction Price	\$ 27,011	\$ 26,967	\$ 27,139
Avg. Market Price at 100%	\$ 26,615	\$ 26,523	\$ 26,915
Avg. Price to Market % (Time of Sale)	101%	101%	101%
Avg. Transaction to Market	101%	102%	101%
Avg. Transactional Discount	\$ (109)	\$ (177)	\$ 85
Avg. Front-End Gross	\$ 1,353	\$ 1,457	\$ 1,054
Avg. Finance Gross	\$ 4,168	\$ 4,170	\$ 4,164
PUVR	\$ 5,521	\$ 5,627	\$ 5,218
Total Gross (Units & PUVR)	\$ 1,104,162	\$ 832,814	\$ 271,349
GROI	305%	296%	337%
% with Trade	33%	33%	31%
Avg. Over/Under Allowance	75	84	49



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	167	33
Avg. Days to Sale	24.1	24.4	22.7
Avg. Advertised Price (Time of Sale)	\$ 26,903	\$ 26,380	\$ 29,398
Avg. Transaction Price	\$ 27,011	\$ 26,540	\$ 29,398
Avg. Market Price at 100%	\$ 26,615	\$ 26,095	\$ 29,306
Avg. Price to Market % (Time of Sale)	101%	101%	100%
Avg. Transaction to Market	101%	102%	100%
Avg. Transactional Discount	\$ (109)	\$ (160)	\$ 149
Avg. Front-End Gross	\$ 1,353	\$ 1,344	\$ 1,397
Avg. Finance Gross	\$ 4,168	\$ 4,175	\$ 4,135
PUVR	\$ 5,521	\$ 5,518	\$ 5,533
Total Gross (Units & PUVR)	\$ 1,104,162	\$ 921,580	\$ 182,582
GROI	305%	307%	298%
% with Trade	33%	32%	33%
Avg. Over/Under Allowance	75	79	56



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	11	7
% of Retail Units	100%	6%	4%
% Retailed of Non-New Franchise	17%	9%	29%
Avg. Days to Sale	24.1	18.5	27.4
Avg. Transaction Price	\$ 27,011	\$ 27,194	\$ 22,918
Avg. Transaction to Market %	101%	102%	100%
Avg. Transactional Discount	\$ (109)	\$ 78	\$ 25
Avg. Front End Gross	\$ 1,353	\$ 1,742	\$ 1,131
Avg. Finance Gross	\$ 4,168	\$ 3,443	\$ 4,948
PUVR	\$ 5,521	\$ 5,185	\$ 6,079
Total Gross (Units & PUVR)	\$1,104,162	\$ 57,036	\$ 42,553
GROI	305%	370%	348%
% with Trade	33%	27%	29%
Avg. Over/Under Allowance	75	45	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
164	15	3	0
82%	8%	2%	0%
16%	27%	0%	#DIV/0!
24.7	19.7	27.7	#DIV/0!
\$ 27,167	\$ 26,820	\$ 28,328	#DIV/0!
101%	103%	102%	#DIV/0!
\$ (114)	\$ (175)	\$ (503)	#DIV/0!
\$ 1,358	\$ 334	\$ 5,249	#DIV/0!
\$ 4,136	\$ 4,940	\$ 2,895	#DIV/0!
\$ 5,494	\$ 5,275	\$ 8,144	#DIV/0!
\$ 901,022	\$ 79,120	\$ 24,431	#DIV/0!
295%	360%	374%	#DIV/0!
33%	27%	67%	#DIV/0!
70	179	167	#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	200	144	37
% of Retail Units	100%	72%	19%
% Retailed of Non-New Franchise	17%	18%	16%
Avg. Days to Sale	24.1	16.1	36.7
Avg. Transaction Price	\$ 27,011	\$ 27,112	\$ 26,800
Avg. Transaction to Market %	101%	102%	101%
Avg. Transactional Discount	\$ (109)	\$ (90)	\$ (97)
Avg. Front End Gross	\$ 1,353	\$ 1,388	\$ 1,312
Avg. Finance Gross	\$ 4,168	\$ 4,107	\$ 3,732
PUVR	\$ 5,521	\$ 5,495	\$ 5,044
Total Gross (Units & PUVR)	\$ 1,104,162	\$ 791,266	\$ 186,638
GROI	305%	452%	185%
% with Trade	33%	30%	38%
Avg. Over/Under Allowance	75	47	99



46-60 days	61-90 days	90+ days
13	5	1
7%	3%	1%
8%	0%	0%
53.2	70.0	97.0
\$ 24,331	\$ 31,853	\$ 30,990
101%	102%	100%
\$ (203)	\$ (512)	\$ -
\$ 1,232	\$ 971	\$ 1,251
\$ 4,761	\$ 6,436	\$ 10,070
\$ 5,993	\$ 7,407	\$ 11,320
\$ 77,905	\$ 37,033	\$ 11,320
167%	120%	136%
54%	20%	0%
354	0	0