

Pre-Work VO1 Week 4 Pre-Owned

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



ACADEMY

Unit #	Stock#	Year	Make	Model	in	Acquisition Source	CPO	Price (Time)	Transacti	Market %	End	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade	Under Allowan
1	ICSH133341	2006	Chevrolet	CORVETTE	71	Street/Curb Buy	No	\$ 37,888	\$ 35,538	94%	\$6,813	\$495	Sean Hepple	Tim Van Dyke	Andrew Goh	No	\$0
2	VMC510414	2015	Dodge	VIPER	1	Other	No	\$ 114,995	\$ 114,995	100%	\$4,995	\$1,114	Christine Yoon	Nairn McKenna	Christine Yoon	No	\$0
3	VMIK155327	2012	Mini	COOPER	86	Street/Curb Buy	No	\$ 13,998	\$ 13,998	100%	\$2,806	\$1,334	Mohammad Mohamm	James Green	Christine Yoon	Yes	\$0
4	VMR864471	2019	Land Rover	RANGE ROVER SP	237	Auction/Wholesale	No	\$ 59,800	\$ 58,800	98%	(\$6,619)	\$5,147	Nathali Souza	James Green	Andrew Goh	Yes	\$0
5	PH607832A	2019	Hyundai	SANTA FE	182	Trade on New	No	\$ 28,998	\$ 28,998	100%	\$2,189	\$1,938	Melica Hamidi	James Green	Andrew Goh	No	\$0
6	VM604324	2022	Mitsubishi	RVR	1	Other	No	\$ 30,325	\$ 30,325	100%	\$769	\$1,532	Christine Yoon	James Green	Christine Yoon	No	\$0
7	ICKB324249	2020	Ford	ECOSPORT	154	Street/Curb Buy	No	\$ 27,988	\$ 27,988	100%	\$15	\$495	Sean Hepple	Tim Van Dyke	Christine Yoon	No	\$0
8	PH609430A	2019	Kia	NIRO PHEV	24	Trade on New	No	\$ 34,800	\$ 34,800	100%	\$1,765	\$495	Mohammad Mohamm	James Green	Andrew Goh	Yes	(\$295)
9	CCHE81579	2017	Ford	ESCAPE	52	Other	No	\$ 23,800	\$ 23,800	100%	(\$107)	\$2,993	Chris Hicks	Nairn McKenna	Chris Hicks	No	\$0
10	ICSHK35705	2017	Jaguar	F-TYPE	15	Street/Curb Buy	No	\$ 72,900	\$ 69,900	96%	\$7,568	\$495	Sean Hepple	Tim Van Dyke	Christine Yoon	No	\$0
11	VM616027	2018	Mitsubishi	OUTLANDER PHE	140	LBO OEM/Leasing Co.	No	\$ 37,998	\$ 34,998	92%	\$2,874	\$3,657	Viren Chawla	James Green	Andrew Goh	Yes	(\$500)
12	CN359536	2021	Maserati	LEVANTE	219	LBO Customer	No	\$ 92,800	\$ 92,800	100%	\$876	\$495	Renato Yoshima	Nairn McKenna	Andrew Goh	Yes	\$0
13	MA001224A	2014	Nissan	VERSA NOTE	120	Trade on New	No	\$ 11,698	\$ 11,698	100%	\$918	\$495	Jacob Neigel	James Green	Andrew Goh	No	\$0
14	VMIR322104	2018	Smart	FORTWO	15	Street/Curb Buy	No	\$ 20,800	\$ 20,525	99%	\$4,688	\$495	Jacob Neigel	James Green	Andrew Goh	No	\$0
15	PH610899A	2022	Toyota	HIGHLANDER	13	Trade on New	No	\$ 50,000	\$ 49,505	99%	(\$93)	\$495	James Green	James Green	Andrew Goh	No	\$0
16	PH605974-2A	2019	Subaru	ASCENT	70	Trade on New	No	\$ 36,998	\$ 36,998	100%	\$3,677	\$495	Jacob Neigel	James Green	Andrew Goh	Yes	(\$581)
17	VASHM37660A	2014	Fiat	500C ABARTH	20	Trade on Used	No	\$ 19,900	\$ 19,792	99%	\$6,535	\$495	Jacob Neigel	James Green	Andrew Goh	No	\$0
18	VMNA71972A	2015	Acura	RDX	18	Trade on Used	No	\$ 26,998	\$ 26,998	100%	\$5,367	\$3,145	Mohammad Mohamm	James Green	Andrew Goh	No	\$0
19	PH610189A	2011	Mazda	MAZDA3	17	Trade on New	No	\$ 12,998	\$ 12,798	98%	\$6,252	\$495	Melica Hamidi	James Green	Andrew Goh	No	\$0
20	PH611566A	2017	Nissan	ROGUE	4	Trade on New	No	\$ 18,998	\$ 18,998	100%	\$3,135	\$1,623	Jacob Neigel	James Green	Andrew Goh	No	\$0
21	CIC174440	2017	Mercedes-Benz	C63 AMG	1	Other	No	\$ 57,300	\$ 57,300	100%	\$800	\$0	Jerry Chen	Jerry Chen	Jerry Chen	No	\$0
22	VASH546589	2016	Land Rover	RANGE ROVER SP	179	Street/Curb Buy	No	\$ 31,900	\$ 28,523	89%	(\$5,857)	\$495	Sean Hepple	Tim Van Dyke	Andrew Goh	No	\$0
23	CCH555480A	2019	Volkswagen	ATLAS	1	Other	No	\$ 39,800	\$ 39,800	100%	(\$78)	\$2,775	Chris Hicks	Chris Hicks	Chris Hicks	No	\$0
24	VASH271640	2015	Chevrolet	CAMARO	14	Street/Curb Buy	No	\$ 26,888	\$ 26,088	97%	\$1,705	\$495	Jerry Chen	Tim Van Dyke	Christine Yoon	No	\$0
25	VMIR017025	2022	Hyundai	ELANTRA HYBRID	26	Street/Curb Buy	No	\$ 36,800	\$ 36,800	100%	\$7,436	\$5,376	Nathali Souza	James Green	Christine Yoon	No	\$0
26	ICSH001912	2013	Honda	CIVIC	21	Street/Curb Buy	No	\$ 15,888	\$ 15,888	100%	\$4,186	\$495	Sean Hepple	Tim Van Dyke	Christine Yoon	No	\$0
27	PH610163A	2022	Mitsubishi	OUTLANDER	21	Trade on New	No	\$ 43,998	\$ 43,498	99%	\$4,320	\$2,200	Nathali Souza	James Green	Christine Yoon	No	\$0
28	RV600937A	2015	Mitsubishi	OUTLANDER	45	Trade on New	No	\$ 14,998	\$ 14,256	95%	\$5,965	\$19,995	Jacob Neigel	James Green	Christine Yoon	No	\$0
29	OT602811A	2011	BMW	i3	155	Trade on New	No	\$ 18,998	\$ 18,998	100%	\$77	\$1,995	Melica Hamidi	James Green	Christine Yoon	No	\$0
30	ICKB103847	2017	Chevrolet	CAMARO	44	Street/Curb Buy	No	\$ 39,998	\$ 39,998	100%	\$1,848	\$495	Renato Yoshima	Tim Van Dyke	Andrew Goh	Yes	\$0
31	VMO37087	2018	Toyota	COROLLA	6	Other	No	\$ 24,369	\$ 24,369	100%	\$897	\$4,796	Michael Lo	James Green	Christine Yoon	No	\$0
32	VMIRO34316	2015	Fiat	500L	23	Street/Curb Buy	No	\$ 14,998	\$ 14,998	100%	\$4,799	\$1,525	Viren Chawla	James Green	Christine Yoon	Yes	\$0
33	VMIR050885	2020	Toyota	RAV4	22	Street/Curb Buy	No	\$ 39,998	\$ 39,435	99%	\$3,765	\$495	Michael Lo	James Green	Andrew Goh	No	\$0
34	CCH357216	2018	Dodge	JOURNEY	183	Trade on Used	No	\$ 22,900	\$ 22,900	100%	\$946	\$2,377	Chris Hicks	Tim Van Dyke	Chris Hicks	No	\$0
35	EC611059A	2017	Volkswagen	TIGUAN	16	Trade on New	No	\$ 15,200	\$ 15,200	100%	\$817	\$0	Christine Yoon	James Green	Christine Yoon	No	\$0
36	CCY109878	2018	Tesla	MODEL 3	35	LBO Customer	No	\$ 30,870	\$ 30,870	100%	\$995	\$0	Christine Yoon	James Green	Christine Yoon	No	\$0
37	VMSH103565	2021	Ford	MUSTANG	53	Street/Curb Buy	No	\$ 47,900	\$ 47,900	100%	\$5,011	\$5,428	Jacob Neigel	James Green	Christine Yoon	Yes	\$0
38	VMJ631986	2012	Mercedes-Benz	C63 AMG	28	Street/Curb Buy	No	\$ 45,800	\$ 45,800	100%	\$6,706	\$495	Renato Yoshima	Nairn McKenna	Christine Yoon	Yes	\$0
39	VMIK538821	2018	Kia	SOUL	130	Street/Curb Buy	No	\$ 22,998	\$ 22,498	98%	\$6,230	\$495	Mohammad Mohamm	James Green	Andrew Goh	No	\$0
40	VATV123108	2016	Chevrolet	CORVETTE	285	Street/Curb Buy	No	\$ 76,800	\$ 72,105	94%	\$1,234	\$2,839	Nathali Souza	James Green	Andrew Goh	Yes	(\$1,000)
41	CCY0108065	2018	Bentley	BENTAYGA	1	Auction/Wholesale	No	\$ 239,995	\$ 239,995	100%	\$8,989	\$0	Christine Yoon	Nairn McKenna	Christine Yoon	Yes	\$0
42	CCY006473	2023		RIS	1	Street/Curb Buy	No	\$ 175,731	\$ 175,731	100%	\$15,604	\$0	Christine Yoon	Nairn McKenna	Christine Yoon	Yes	\$0
43	VMSHA38671	2016	BMW	4 SERIES	234	Street/Curb Buy	No	\$ 39,900	\$ 39,900	100%	(\$567)	\$5,370	Mohammad Mohamm	James Green	Andrew Goh	No	\$0
44	VMSC053273	2010	Maserati	GRANTURISMO	33	Auction/Wholesale	No	\$ 59,995	\$ 59,995	100%	\$6,492	\$2,862	Steve Carman	Nairn McKenna	Andrew Goh	No	\$0
45	PH611768A	2017	Chrysler	PACIFICA	1	Trade on New	No	\$ 25,998	\$ 25,303	97%	\$5,621	\$1,905	Michael Lo	James Green	Christine Yoon	Yes	\$0
46	PH609430AA	2022	Mini	COOPER SE	27	Trade on Used	No	\$ 39,998	\$ 39,998	100%	\$5,118	\$3,211	Jacob Neigel	James Green	Andrew Goh	No	\$0
47	VM190370	2014	Infiniti	QX50	26	Street/Curb Buy	No	\$ 17,998	\$ 17,998	100%	\$4,124	\$495	Mohammad Mohamm	James Green	Andrew Goh	Yes	\$0
48	CCH214601	2017	Kia	SORENTO	36	Trade on Used	No	\$ 23,800	\$ 23,800	100%	(\$256)	\$3,505	Chris Hicks	Nairn McKenna	Chris Hicks	No	\$0
49	VMSH103565	2016	Ford	MUSTANG	13	Street/Curb Buy	No	\$ 25,888	\$ 25,888	100%	\$7,327	\$3,238	Mohammad Mohamm	James Green	Christine Yoon	No	\$0
50	OT609750A	2015	Kia	SORENTO	14	Trade on New	No	\$ 19,988	\$ 19,498	97%	\$5,444	\$495	Mohammad Mohamm	James Green	Andrew Goh	No	\$0
51	VMJ4429241	2019	Tesla	MODEL 3	29	Street/Curb Buy	No	\$ 43,800	\$ 43,800	100%	\$1,341	\$5,410	Jacob Neigel	James Green	Andrew Goh	No	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	92%
Total # Retail Units	85
Avg. Days to Sale	76.6
Avg. Advertised Price (Time of Sale)	\$ 41,086
Avg. Transaction Price	\$ 40,612
Avg. Market Price at 100%	\$ 41,594
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 475
Avg. Front-End Gross	\$ 2,807
Avg. Finance Gross	\$ 2,109
PUVR	\$ 4,916
Total Gross (Units & PUVR)	\$ 417,883
GROI	57%
% with Trade	21%
Avg. Over/Under Allowance	(\$63)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	James Green	Nairn McKenna
% Retailed of Non-New Franchise	92%	88%	90%
Total # Retail Units	85	51	21
Avg. Days to Sale	76.6	71.0	107.0
Avg. Advertised Price (Time of Sale)	\$ 41,086	\$ 33,052	\$ 65,041
Avg. Transaction Price	\$ 40,612	\$ 32,507	\$ 64,922
Avg. Market Price at 100%	\$ 41,594	\$ 33,625	\$ 65,162
Avg. Price to Market % (Time of Sale)	99%	98%	100%
Avg. Transaction to Market	98%	97%	100%
Avg. Transactional Discount	\$ 475	\$ 545	\$ 119
Avg. Front-End Gross	\$ 2,807	\$ 3,050	\$ 2,732
Avg. Finance Gross	\$ 2,109	\$ 2,647	\$ 1,438
PUVR	\$ 4,916	\$ 5,697	\$ 4,170
Total Gross (Units & PUVR)	\$ 417,883	\$ 290,561	\$ 87,580
GROI	57%	89%	22%
% with Trade	21%	20%	33%
Avg. Over/Under Allowance	-63	-47	-145



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

Tim Van Dyke	Chris Hicks	Jerry Chen	
100%	100%	100%	#DIV/0!
10	3	1	0
69.8	6.7	1.0	#DIV/0!
\$ 32,814	\$ 32,158	\$ 57,300	#DIV/0!
\$ 31,761	\$ 32,158	\$ 57,300	#DIV/0!
\$ 33,922	\$ 32,158	\$ 57,300	#DIV/0!
97%	100%	100%	#DIV/0!
94%	100%	100%	#DIV/0!
\$ 1,053	\$ -	\$ -	#DIV/0!
\$ 2,812	\$ (134)	\$ 800	#DIV/0!
\$ 683	\$ 3,102	\$ -	#DIV/0!
\$ 3,495	\$ 2,968	\$ 800	#DIV/0!
\$ 34,955	\$ 8,903	\$ 800	#DIV/0!
57%	498%	503%	#DIV/0!
10%	0%	0%	#DIV/0!
0	0	0	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers	Jacob Neigel
% Retailed of Non-New Franchise	92%	#DIV/0!	#DIV/0!	94%
Total # Retail Units	85	0	0	16
Avg. Days to Sale	76.6	#DIV/0!	#DIV/0!	67.9
Avg. Advertised Price (Time of Sale)	\$ 41,086	#DIV/0!	#DIV/0!	\$ 35,135
Avg. Transaction Price	\$ 40,612	#DIV/0!	#DIV/0!	\$ 34,920
Avg. Market Price at 100%	\$ 41,594	#DIV/0!	#DIV/0!	\$ 35,351
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	#DIV/0!	99%
Avg. Transaction to Market	98%	#DIV/0!	#DIV/0!	99%
Avg. Transactional Discount	\$ 475	#DIV/0!	#DIV/0!	\$ 214
Avg. Front-End Gross	\$ 2,807	#DIV/0!	#DIV/0!	\$ 3,525
Avg. Finance Gross	\$ 2,109	#DIV/0!	#DIV/0!	\$ 3,515
PUVR	\$ 4,916	#DIV/0!	#DIV/0!	\$ 7,040
Total Gross (Units & PUVR)	\$ 417,883	#DIV/0!	#DIV/0!	\$ 112,635
GROI	57%	#DIV/0!	#DIV/0!	107%
% with Trade	21%	#DIV/0!	#DIV/0!	13%
Avg. Over/Under Allowance	-63	#DIV/0!	#DIV/0!	-36



Select your staff member for each column.)

Mohammad Moham	Viren Chawla	Melica Hamidi	Michael Lo	Nathali Souza	Jerry Chen
100%	71%	75%	100%	67%	100%
12	7	4	6	6	7
64.8	38.6	121.3	98.5	138.0	125.0
\$ 24,354	\$ 30,208	\$ 23,246	\$ 67,961	\$ 42,992	\$ 38,252
\$ 24,005	\$ 29,246	\$ 23,196	\$ 66,451	\$ 41,960	\$ 38,137
\$ 24,728	\$ 31,242	\$ 23,312	\$ 69,502	\$ 44,087	\$ 38,371
98%	97%	100%	98%	98%	100%
97%	94%	100%	96%	95%	99%
\$ 349	\$ 963	\$ 50	\$ 1,510	\$ 1,033	\$ 114
\$ 3,548	\$ 3,602	\$ 2,681	\$ 2,325	\$ 1,264	\$ 1,041
\$ 2,017	\$ 2,348	\$ 1,379	\$ 1,948	\$ 3,900	\$ 509
\$ 5,565	\$ 5,950	\$ 4,061	\$ 4,273	\$ 5,164	\$ 1,550
\$ 66,782	\$ 41,650	\$ 16,243	\$ 25,637	\$ 30,986	\$ 10,849
129%	190%	52%	24%	32%	12%
25%	29%	0%	33%	33%	29%
-25	-71	0	-508	-167	0

Renato Yoshima	Steve Carman	Sean Hepple	Christine Yoon	Chris Hicks	James Green
100%	100%	100%	67%	100%	100%
4	2	7	6	8	1
83.8	219.5	65.3	9.2	46.9	13.0
\$ 52,372	\$ 53,942	\$ 34,050	\$ 101,186	\$ 28,534	\$ 50,000
\$ 52,372	\$ 53,942	\$ 32,661	\$ 101,186	\$ 28,534	\$ 49,505
\$ 52,372	\$ 53,942	\$ 35,515	\$ 101,186	\$ 28,534	\$ 50,505
100%	100%	96%	100%	100%	99%
100%	100%	92%	100%	100%	98%
\$ -	\$ -	\$ 1,390	\$ -	\$ -	\$ 495
\$ 3,722	\$ 3,743	\$ 3,375	\$ 5,362	\$ (46)	\$ (93)
\$ 832	\$ 3,255	\$ 495	\$ 441	\$ 2,984	\$ 495
\$ 4,554	\$ 6,998	\$ 3,870	\$ 5,803	\$ 2,938	\$ 403
\$ 18,214	\$ 13,996	\$ 27,088	\$ 34,816	\$ 23,502	\$ 403
37%	21%	65%	225%	79%	23%
75%	0%	0%	33%	0%	0%
0	0	0	0	0	0

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

Finance Manager	Totals	Christine Yoon	Andrew Goh	Chris Hicks
% Retailed of Non-New Franchise	92%	86%	93%	100%
Total # Retail Units	85	36	41	8
Avg. Days to Sale	76.6	83.1	78.5	46.9
Avg. Advertised Price (Time of Sale)	\$ 41,086	\$ 52,623	\$ 33,010	\$ 28,534
Avg. Transaction Price	\$ 40,612	\$ 52,247	\$ 32,345	\$ 28,534
Avg. Market Price at 100%	\$ 41,594	\$ 53,011	\$ 33,715	\$ 28,534
Avg. Price to Market % (Time of Sale)	99%	99%	98%	100%
Avg. Transaction to Market	98%	99%	96%	100%
Avg. Transactional Discount	\$ 475	\$ 376	\$ 666	\$ -
Avg. Front-End Gross	\$ 2,807	\$ 3,329	\$ 2,955	\$ (46)
Avg. Finance Gross	\$ 2,109	\$ 2,283	\$ 1,837	\$ 2,984
PUVR	\$ 4,916	\$ 5,612	\$ 4,792	\$ 2,938
Total Gross (Units & PUVR)	\$ 417,883	\$ 202,040	\$ 196,458	\$ 23,502
GROI	57%	47%	68%	79%
% with Trade	21%	0%	0%	0%
Avg. Over/Under Allowance	-63	-85	-58	0



Select your staff member for each column.)

Jerry Chen					
100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0	0	0
1.0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 57,300	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 57,300	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 57,300	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 800	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 800	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 800	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
503%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	85	0	86
Avg. Days to Sale	76.6	#DIV/0!	76.6
Avg. Advertised Price (Time of Sale)	\$ 41,086	#DIV/0!	\$ 40,612
Avg. Transaction Price	\$ 40,612	#DIV/0!	\$ 40,612
Avg. Market Price at 100%	\$ 41,594	#DIV/0!	\$ 41,585
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	98%
Avg. Transaction to Market	98%	#DIV/0!	98%
Avg. Transactional Discount	\$ 475	#DIV/0!	\$ 475
Avg. Front-End Gross	\$ 2,807	#DIV/0!	\$ 2,807
Avg. Finance Gross	\$ 2,109	#DIV/0!	\$ 2,109
PUVR	\$ 4,916	#DIV/0!	\$ 4,916
Total Gross (Units & PUVR)	\$ 417,883	#DIV/0!	\$ 422,799
GROI	57%	#DIV/0!	57%
% with Trade	21%	#DIV/0!	21%
Avg. Over/Under Allowance	-63	#DIV/0!	-63



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	85	7	78
Avg. Days to Sale	76.6	57.0	79.3
Avg. Advertised Price (Time of Sale)	\$ 41,086	\$ 29,695	\$ 39,946
Avg. Transaction Price	\$ 40,612	\$ 28,732	\$ 39,946
Avg. Market Price at 100%	\$ 41,594	\$ 30,707	\$ 40,841
Avg. Price to Market % (Time of Sale)	99%	97%	98%
Avg. Transaction to Market	98%	94%	98%
Avg. Transactional Discount	\$ 475	\$ 963	\$ 437
Avg. Front-End Gross	\$ 2,807	\$ 2,971	\$ 2,629
Avg. Finance Gross	\$ 2,109	\$ 4,651	\$ 1,908
PUVR	\$ 4,916	\$ 7,623	\$ 4,536
Total Gross (Units & PUVR)	\$ 417,883	\$ 53,360	\$ 353,836
GROI	57%	168%	52%
% with Trade	21%	14%	21%
Avg. Over/Under Allowance	-63	-71	-63



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	85	18	12
% of Retail Units	100%	21%	14%
% Retailed of Non-New Franchise	92%	83%	100%
Avg. Days to Sale	76.6	43.3	100.3
Avg. Transaction Price	\$ 40,612	\$ 24,409	\$ 30,281
Avg. Transaction to Market %	98%	97%	98%
Avg. Transactional Discount	\$ 475	\$ 381	\$ 301
Avg. Front End Gross	\$ 2,807	\$ 3,327	\$ 1,688
Avg. Finance Gross	\$ 2,109	\$ 2,105	\$ 2,234
PUVR	\$ 4,916	\$ 5,432	\$ 3,922
Total Gross (Units & PUVR)	\$ 417,883	\$ 97,774	\$ 47,067
GROI	57%	185%	46%
% with Trade	21%	17%	17%
Avg. Over/Under Allowance	-63	-49	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
38	7	0	3
45%	8%	0%	4%
95%	100%	#DIV/0!	100%
84.3	113.9	#DIV/0!	89.7
\$ 42,468	\$ 80,140	#DIV/0!	\$ 52,515
98%	98%	#DIV/0!	100%
\$ 488	\$ 1,257	#DIV/0!	\$ -
\$ 3,383	\$ 2,647	#DIV/0!	\$ 624
\$ 2,055	\$ 2,383	#DIV/0!	\$ 1,314
\$ 5,437	\$ 5,030	#DIV/0!	\$ 1,937
\$ 206,620	\$ 35,212	#DIV/0!	\$ 5,812
55%	20%	#DIV/0!	15%
24%	29%	#DIV/0!	33%
-107	0	#DIV/0!	0

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
2	0	6
2%	0%	7%
0%	#DIV/0!	83%
135.5	#DIV/0!	10.3
\$ 33,493	#DIV/0!	\$ 48,431
92%	#DIV/0!	100%
\$ 1,500	#DIV/0!	\$ -
\$ 2,540	#DIV/0!	\$ 1,213
\$ 2,374	#DIV/0!	\$ 2,202
\$ 4,914	#DIV/0!	\$ 3,414
\$ 9,828	#DIV/0!	\$ 20,487
39%	#DIV/0!	246%
50%	#DIV/0!	0%
-250	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	85	40	7
% of Retail Units	100%	47%	8%
% Retailed of Non-New Franchise	92%	93%	86%
Avg. Days to Sale	76.6	14.1	38.6
Avg. Transaction Price	\$ 40,612	\$ 40,030	\$ 33,658
Avg. Transaction to Market %	98%	98%	99%
Avg. Transactional Discount	\$ 475	\$ 234	\$ 106
Avg. Front End Gross	\$ 2,807	\$ 4,240	\$ 3,255
Avg. Finance Gross	\$ 2,109	\$ 1,517	\$ 4,704
PUVR	\$ 4,916	\$ 5,757	\$ 7,958
Total Gross (Units & PUVR)	\$ 417,883	\$ 230,274	\$ 55,707
GROI	57%	368%	221%
% with Trade	21%	18%	14%
Avg. Over/Under Allowance	-63	-7	0



46-60 days	61-90 days	90+ days
6	6	25
7%	7%	29%
100%	83%	92%
53.3	76.8	198.9
\$ 41,379	\$ 37,500	\$ 44,865
100%	94%	97%
\$ 134	\$ 1,892	\$ 583
\$ 3,060	\$ 4,639	\$ (155)
\$ 4,285	\$ 1,404	\$ 2,042
\$ 7,345	\$ 6,043	\$ 1,887
\$ 44,068	\$ 36,257	\$ 47,176
120%	76%	8%
17%	33%	28%
0	-97	-182