

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	PG536678	2019	RAM	PROMASTER	34	Auction/Wholesale	No	\$ 39,771	\$ 40,225	116%	\$4,119	\$1,050
2	5JG394525	2018	RAM	3500	1	Trade on Used	No	\$ 49,775	\$ 47,995	92%	\$11,962	\$3,130
3	PH524779	2017	HYUNDAI	SONATA	23	Street/Curb Buy	No	\$ 17,234	\$ 17,234	106%	\$765	\$1,677
4	PL830052	2019	NISSAN	VERSA	92	ntal Fleet (Enterprise, e	No	\$ 14,299	\$ 14,299	87%	(\$612)	\$2,759
5	ES369210	2014	RAM	1500	31	Trade on Used	No	\$ 23,994	\$ 23,994	101%	\$2,178	\$1,974
6	XBS570355	2011	RAM	1500	20	Trade on Used	No	\$ 15,335	\$ 14,990	100%	\$3,975	\$1,134
7	6FH735537	2015	DODGE	CHARGER	28	Trade on New	No	\$ 14,790	\$ 14,790	102%	\$3,398	\$0
8	PW509248	2019	JEEP	WRANGLER	1	Street/Curb Buy	No	\$ 36,900	\$ 36,900	100%	\$310	\$200
9	8LC037426	2020	TOYOTA	RAV4	51	Trade on Used	No	\$ 27,499	\$ 27,300	95%	\$252	\$2,714
10	2FG221307	2015	CHEVROLET	1500	8	Trade on Used	No	\$ 30,299	\$ 27,300	107%	\$4,928	\$0
11	PR202792	2020	FORD	FUSION	73	Auction/Wholesale	No	\$ 17,499	\$ 18,199	86%	(\$938)	\$1,370
12	9NF126360	2022	CHEVROLET	1500	24	Trade on Used	No	\$ 73,997	\$ 73,997	97%	\$3,917	\$644
13	471106525	2007	CHEVROLET	1500	9	Trade on Used	No	\$ 13,995	\$ 13,995	103%	\$2,949	\$100
14	2LN145622	2020	RAM	1500	31	Trade on New	YES	\$ 56,993	\$ 56,993	98%	\$5,950	\$1,500
15	7HH612384	2017	DODGE	CHARGER	46	Trade on New	YES	\$ 23,895	\$ 23,895	101%	\$2,138	\$1,095
16	6LN390196	2020	RAM	1500	24	Trade on New	YES	\$ 48,797	\$ 48,797	103%	\$4,824	\$0
17	P1040301	2019	CHEVROLET	CHR	86	Auction/Wholesale	No	\$ 19,949	\$ 19,949	86%	\$1,687	\$1,216
18	9MG613348	2021	RAM	5500	12	Trade on New	No	\$ 79,998	\$ 81,199	113%	\$8,523	\$3,239
19	XNN428076	2022	RAM	1500	13	Trade on New	YES	\$ 59,795	\$ 59,795	98%	\$2,315	\$1,641
20	PN213218	2015	NISSAN	MURANO	31	Street/Curb Buy	No	\$ 19,993	\$ 19,993	101%	\$2,242	\$1,686
21	PC005221	2021	VOLKSWAGEN	PASSAT	62	ntal Fleet (Enterprise, e	No	\$ 21,397	\$ 21,397	100%	(\$819)	\$793
22	1LN321509	2020	RAM	1500	20	Loaner	YES	\$ 39,917	\$ 39,917	100%	\$3,144	\$4,774
23	P1582562	2015	TOYOTA	PRIUS	25	Street/Curb Buy	No	\$ 15,379	\$ 15,379	90%	\$290	\$2,788
24	9LW259250	2020	JEEP	WRANGLER	32	Trade on New	YES	\$ 41,974	\$ 41,500	101%	\$2,305	\$2,387
25	PL691980	2017	JEEP	WRANGLER	33	Street/Curb Buy	YES	\$ 35,299	\$ 35,299	101%	\$4,083	\$2,917
26	UN623238	2017	JEEP	CHEROKEE	1	Other	YES	\$ 16,995	\$ 15,995	94%	\$412	\$1,382
27	PN373777	2020	RAM	1500	13	Street/Curb Buy	No	\$ 38,507	\$ 38,914	102%	\$3,998	\$3,661
28	PR546480	2021	CHRYSLER	VOYAGER	38	ntal Fleet (Enterprise, e	YES	\$ 23,947	\$ 23,947	103%	\$13	\$945
29	XNG162117	2022	RAM	2500	7	Trade on New	No	\$ 62,995	\$ 62,995	107%	\$4,840	\$6,395
30	3HR012858	2017	AUDI	Q3	63	Trade on Used	No	\$ 18,599	\$ 18,599	93%	(\$308)	\$2,464

31	PG620977	2019	RAM	2500	14	ntal Fleet (Enterprise, e	YES	\$	50,203	\$	50,203	106%	\$2,516	\$2,330
32	UW102696	2022	JEEP	WRANGLER	1	Other	No	\$	83,980	\$	83,980	101%	\$3,980	\$4,550
33	UC506568	2020	Infiniti	QX60	1	Other	No	\$	33,999	\$	33,999	98%	\$379	\$5,252
34	8HL547169	2017	JEEP	WRANGLER	56	Trade on Used	YES	\$	25,883	\$	25,883	92%	(\$210)	\$1,320
35	UEF21117	2014	FORD	EXPEDITION	1	Other	No	\$	16,495	\$	16,495	98%	\$3,350	\$100
36	2GG165853	2016	RAM	3500	77	Trade on New	YES	\$	54,995	\$	54,995	98%	(\$5,390)	\$2,992
37	7MH674111	2021	DODGE	CHALLENGER	14	Trade on New	YES	\$	51,456	\$	51,456	101%	\$5,418	\$1,151
38	3KT833915	2019	DODGE	JOURNEY	32	Trade on New	YES	\$	16,695	\$	16,695	95%	\$1,144	\$2,223
39	PC550790	2021	VOLKSWAGEN	ATLAS	67	ntal Fleet (Enterprise, e	No	\$	27,699	\$	27,699	92%	(\$562)	\$2,787
40	2LN321564	2020	RAM	1500	22	Trade on New	YES	\$	39,319	\$	39,319	95%	(\$52)	\$100
41	4KN625314	2019	RAM	1500	37	Trade on Used	YES	\$	46,329	\$	46,329	106%	\$5,812	\$3,540
42	2GS370429	2016	RAM	1500	16	Trade on New	YES	\$	29,395	\$	29,395	102%	\$4,690	\$2,532
43	4NG121344	2022	RAM	3500	9	Trade on New	YES	\$	93,995	\$	91,995	105%	\$5,646	\$1,450
44	UBL62305	2016	LINCOLN	MKX	1	Other	No	\$	19,995	\$	19,995	100%	\$2,607	\$1,713
45	PG188029	2020	RAM	2500	28	ntal Fleet (Enterprise, e	YES	\$	44,995	\$	44,995	99%	\$1,428	\$5,056
46	NN331325	2022	RAM	1500	30	Trade on New	No	\$	62,995	\$	62,995	96%	\$6,157	\$1,090
47	3HS843901	2017	RAM	1500	24	Trade on New	YES	\$	33,331	\$	33,674	102%	\$2,836	\$4,415
48	XCH217622	2012	DODGE	CHALLENGER	63	Trade on New	No	\$	17,675	\$	17,675	109%	\$565	\$253
49	PN197342	2020	RAM	1500	28	ntal Fleet (Enterprise, e	YES	\$	42,945	\$	42,945	108%	(\$1,375)	\$2,076
50	PR201383	2020	DODGE	CARAVAN	40	ntal Fleet (Enterprise, e	YES	\$	19,995	\$	19,995	94%	(\$158)	\$2,719
51	XLN210017	2020	RAM	1500	59	Trade on New	YES	\$	34,995	\$	34,995	93%	\$1,392	\$0
52	PE521803	2021	RAM	PROMASTER	91	ntal Fleet (Enterprise, e	No	\$	41,219	\$	42,995	98%	\$2,980	\$3,165
53	UNB104325	2022	BUICK	ENVOY	1	Other	No	\$	24,495	\$	24,495	91%	\$500	\$486

Scoreboard Totals

% Retailed of Non-Franchise Make	48%
Total # Retail Units	130
Avg. Days to Sale	26.6
Avg. Advertised Price (Time of Sale)	\$ 36,394
Avg. Transaction Price	\$ 36,057
Avg. Market Price at 100%	\$ 36,657
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 337
Avg. Front-End Gross	\$ 2,291
Avg. Finance Gross	\$ 1,926
PUVR	\$ 4,217
Total Gross (Units & PUVR)	\$ 548,213
GROI	158%
% with Trade	37%
Avg. Over/Under Allowance	\$917



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	MATTHEW FRASER
% Retailed of Non-New Franchise	48%	#DIV/0!	67%
Total # Retail Units	130	0	3
Avg. Days to Sale	26.6	#DIV/0!	20.0
Avg. Advertised Price (Time of Sale)	\$ 36,394	#DIV/0!	\$ 45,365
Avg. Transaction Price	\$ 36,057	#DIV/0!	\$ 45,298
Avg. Market Price at 100%	\$ 36,657	#DIV/0!	\$ 44,709
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!	101%
Avg. Transaction to Market	98%	#DIV/0!	101%
Avg. Transactional Discount	\$ 337	#DIV/0!	\$ 66
Avg. Front-End Gross	\$ 2,291	#DIV/0!	\$ 1,623
Avg. Finance Gross	\$ 1,926	#DIV/0!	\$ 1,537
PUVR	\$ 4,217	#DIV/0!	\$ 3,160
Total Gross (Units & PUVR)	\$ 548,213	#DIV/0!	\$ 9,480
GROI	158%	#DIV/0!	126%
% with Trade	37%	#DIV/0!	67%
Avg. Over/Under Allowance	917	#DIV/0!	-750



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

DREW CAMERON	CLINT LAUBACH	BRETT WESTBROOK	RIAMY SCHUMACHER
45%	47%	31%	61%
49	17	13	28
31.6	25.1	18.8	20.9
\$ 37,229	\$ 32,357	\$ 36,577	\$ 36,001
\$ 36,990	\$ 31,069	\$ 36,404	\$ 35,664
\$ 37,693	\$ 32,726	\$ 36,473	\$ 36,068
99%	99%	100%	100%
98%	95%	100%	99%
\$ 240	\$ 1,289	\$ 173	\$ 337
\$ 2,256	\$ 1,533	\$ 2,327	\$ 2,875
\$ 2,017	\$ 2,010	\$ 2,400	\$ 1,551
\$ 4,273	\$ 3,543	\$ 4,727	\$ 4,426
\$ 209,374	\$ 60,231	\$ 61,450	\$ 123,933
132%	164%	248%	213%
37%	35%	46%	39%
1,697	-606	250	1,189

OVANNY CHASQUKERSTAN THOMAS			
56%	0%	#DIV/0!	#DIV/0!
16	4	0	0
28.0	36.0	#DIV/0!	#DIV/0!
\$ 32,083	\$ 55,996	#DIV/0!	#DIV/0!
\$ 31,976	\$ 56,854	#DIV/0!	#DIV/0!
\$ 32,171	\$ 51,504	#DIV/0!	#DIV/0!
100%	109%	#DIV/0!	#DIV/0!
99%	110%	#DIV/0!	#DIV/0!
\$ 107	\$ (858)	#DIV/0!	#DIV/0!
\$ 1,572	\$ 5,116	#DIV/0!	#DIV/0!
\$ 1,518	\$ 3,462	#DIV/0!	#DIV/0!
\$ 3,090	\$ 8,578	#DIV/0!	#DIV/0!
\$ 49,434	\$ 34,311	#DIV/0!	#DIV/0!
124%	151%	#DIV/0!	#DIV/0!
19%	50%	#DIV/0!	#DIV/0!
1,000	500	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	TOM JOHNSON	JAMES KINCADE
% Retailed of Non-New Franchise	48%	50%	40%
Total # Retail Units	130	6	5
Avg. Days to Sale	26.6	12.0	32.0
Avg. Advertised Price (Time of Sale)	\$ 36,394	\$ 45,460	\$ 27,197
Avg. Transaction Price	\$ 36,057	\$ 45,083	\$ 27,197
Avg. Market Price at 100%	\$ 36,657	\$ 44,402	\$ 27,354
Avg. Price to Market % (Time of Sale)	99%	102%	99%
Avg. Transaction to Market	98%	102%	99%
Avg. Transactional Discount	\$ 337	\$ 377	\$ -
Avg. Front-End Gross	\$ 2,291	\$ 4,257	\$ 1,780
Avg. Finance Gross	\$ 1,926	\$ 3,063	\$ 2,778
PUVR	\$ 4,217	\$ 7,320	\$ 4,558
Total Gross (Units & PUVR)	\$ 548,213	\$ 43,919	\$ 22,789
GROI	158%	487%	189%
% with Trade	37%	50%	40%
Avg. Over/Under Allowance	917	500	286



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RODNEY TAYLOR	ART VARELA	DAVE FULLER	ARMANDO SANCHEZ
50%	38%	50%	27%
8	13	4	11
24.8	27.2	18.0	32.9
\$ 34,704	\$ 37,005	\$ 30,103	\$ 33,792
\$ 34,443	\$ 36,622	\$ 29,587	\$ 33,623
\$ 34,730	\$ 37,571	\$ 30,073	\$ 34,562
100%	98%	100%	98%
99%	97%	98%	97%
\$ 261	\$ 383	\$ 516	\$ 169
\$ 3,749	\$ 1,868	\$ 1,240	\$ 1,861
\$ 2,066	\$ 2,334	\$ 955	\$ 2,020
\$ 5,815	\$ 4,202	\$ 2,195	\$ 3,882
\$ 46,517	\$ 54,628	\$ 8,779	\$ 42,697
246%	152%	148%	126%
13%	46%	25%	36%
5,000	917	0	1,000

ROBERT CAMARENGI	JACOB PLONT	STEVEN PRICE	ROBBIE EWING
50%	67%	0%	0%
8	6	1	1
30.3	47.2	91.0	12.0
\$ 41,611	\$ 42,171	\$ 41,219	\$ 79,998
\$ 41,742	\$ 41,603	\$ 42,995	\$ 81,199
\$ 42,581	\$ 42,613	\$ 42,060	\$ 70,795
98%	99%	98%	113%
98%	98%	102%	115%
\$ (130)	\$ 568	\$ (1,776)	\$ (1,201)
\$ 2,661	\$ 1,529	\$ 2,980	\$ 8,523
\$ 2,192	\$ 1,572	\$ 3,165	\$ 3,239
\$ 4,853	\$ 3,101	\$ 6,145	\$ 11,762
\$ 38,825	\$ 18,607	\$ 6,145	\$ 11,762
138%	57%	57%	435%
63%	67%	0%	100%
1,015	338	#DIV/0!	1,000

CARL CHAPMAN	ALEX DOMINGUEZ	MARK SONNEN	DOUG BASWELL
0%	50%	57%	58%
2	8	7	12
20.5	25.5	27.4	15.8
\$ 51,383	\$ 41,722	\$ 32,201	\$ 33,382
\$ 51,610	\$ 41,722	\$ 31,715	\$ 33,271
\$ 46,580	\$ 41,700	\$ 32,625	\$ 32,828
110%	100%	99%	102%
111%	100%	97%	101%
\$ (227)	\$ -	\$ 487	\$ 111
\$ 4,480	\$ 2,248	\$ 1,708	\$ 2,759
\$ 3,723	\$ 2,303	\$ 913	\$ 1,509
\$ 8,202	\$ 4,551	\$ 2,622	\$ 4,268
\$ 16,404	\$ 36,409	\$ 18,352	\$ 51,210
279%	154%	108%	293%
50%	38%	29%	50%
0	2,000	2,198	-42

KEVIN SAWYER	DANIEL RIVERA	ERIC BARRIENTES	JAMES COLLOPY
64%	64%	40%	0%
11	11	10	3
24.8	30.1	24.1	26.0
\$ 30,975	\$ 36,739	\$ 29,160	\$ 50,749
\$ 30,816	\$ 36,486	\$ 28,670	\$ 50,706
\$ 31,024	\$ 37,773	\$ 29,111	\$ 50,106
100%	97%	100%	101%
99%	97%	98%	101%
\$ 159	\$ 253	\$ 490	\$ 43
\$ 1,247	\$ 1,636	\$ 2,450	\$ 2,722
\$ 1,607	\$ 2,314	\$ 1,160	\$ 1,381
\$ 2,854	\$ 3,951	\$ 3,610	\$ 4,103
\$ 31,393	\$ 43,457	\$ 36,095	\$ 12,308
134%	130%	188%	112%
27%	27%	10%	67%
235	1,365	0	2,527

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	RICK TATUM	BOB HASBROUC
% Retailed of Non-New Franchise	48%	44%	56%
Total # Retail Units	130	36	32
Avg. Days to Sale	26.6	27.1	28.0
Avg. Advertised Price (Time of Sale)	\$ 36,394	\$ 35,889	\$ 32,547
Avg. Transaction Price	\$ 36,057	\$ 35,660	\$ 32,390
Avg. Market Price at 100%	\$ 36,657	\$ 35,890	\$ 32,909
Avg. Price to Market % (Time of Sale)	99%	100%	99%
Avg. Transaction to Market	98%	99%	98%
Avg. Transactional Discount	\$ 337	\$ 229	\$ 157
Avg. Front-End Gross	\$ 2,291	\$ 2,085	\$ 2,298
Avg. Finance Gross	\$ 1,926	\$ 1,653	\$ 2,013
PUVR	\$ 4,217	\$ 3,738	\$ 4,311
Total Gross (Units & PUVR)	\$ 548,213	\$ 134,571	\$ 137,956
GROI	158%	139%	171%
% with Trade	37%	0%	0%
Avg. Over/Under Allowance	917	1,408	384



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GEORGE RAMIRE	MELVIN LISS	ROB GALVAN	JAMES COLLOPY
35%	20%	54%	#DIV/0!
20	5	37	0
25.9	30.6	24.6	#DIV/0!
\$ 37,183	\$ 47,596	\$ 38,274	#DIV/0!
\$ 36,930	\$ 48,282	\$ 37,492	#DIV/0!
\$ 37,184	\$ 43,920	\$ 38,752	#DIV/0!
100%	108%	99%	#DIV/0!
99%	110%	97%	#DIV/0!
\$ 253	\$ (686)	\$ 782	#DIV/0!
\$ 2,240	\$ 4,682	\$ 2,190	#DIV/0!
\$ 2,357	\$ 2,790	\$ 1,767	#DIV/0!
\$ 4,597	\$ 7,472	\$ 3,956	#DIV/0!
\$ 91,938	\$ 37,360	\$ 146,388	#DIV/0!
173%	182%	154%	#DIV/0!
0%	0%	0%	#DIV/0!
759	500	809	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	130	52	78
Avg. Days to Sale	26.6	28.3	25.4
Avg. Advertised Price (Time of Sale)	\$ 36,394	\$ 39,048	\$ 34,220
Avg. Transaction Price	\$ 36,057	\$ 38,813	\$ 34,220
Avg. Market Price at 100%	\$ 36,657	\$ 38,889	\$ 34,872
Avg. Price to Market % (Time of Sale)	99%	100%	98%
Avg. Transaction to Market	98%	100%	98%
Avg. Transactional Discount	\$ 337	\$ 235	\$ 405
Avg. Front-End Gross	\$ 2,291	\$ 2,086	\$ 2,427
Avg. Finance Gross	\$ 1,926	\$ 2,107	\$ 1,805
PUVR	\$ 4,217	\$ 4,194	\$ 4,232
Total Gross (Units & PUVR)	\$ 548,213	\$ 218,079	\$ 330,134
GROI	158%	137%	175%
% with Trade	37%	38%	36%
Avg. Over/Under Allowance	917	1,322	627



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	130	68	62
Avg. Days to Sale	26.6	27.1	26.0
Avg. Advertised Price (Time of Sale)	\$ 36,394	\$ 40,851	\$ 31,227
Avg. Transaction Price	\$ 36,057	\$ 40,462	\$ 31,227
Avg. Market Price at 100%	\$ 36,657	\$ 40,300	\$ 32,288
Avg. Price to Market % (Time of Sale)	99%	101%	97%
Avg. Transaction to Market	98%	100%	97%
Avg. Transactional Discount	\$ 337	\$ 389	\$ 280
Avg. Front-End Gross	\$ 2,291	\$ 2,598	\$ 1,954
Avg. Finance Gross	\$ 1,926	\$ 2,053	\$ 1,787
PUVR	\$ 4,217	\$ 4,652	\$ 3,740
Total Gross (Units & PUVR)	\$ 548,213	\$ 316,309	\$ 231,904
GROI	158%	152%	166%
% with Trade	37%	40%	34%
Avg. Over/Under Allowance	917	1,308	413



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	130	50	22
% of Retail Units	100%	38%	17%
% Retailed of Non-New Franchise	48%	30%	73%
Avg. Days to Sale	26.6	25.9	25.9
Avg. Transaction Price	\$ 36,057	\$ 41,630	\$ 26,842
Avg. Transaction to Market %	98%	100%	93%
Avg. Transactional Discount	\$ 337	\$ 197	\$ 1,315
Avg. Front End Gross	\$ 2,291	\$ 2,764	\$ 3,260
Avg. Finance Gross	\$ 1,926	\$ 1,642	\$ 1,623
PUVR	\$ 4,217	\$ 4,407	\$ 4,883
Total Gross (Units & PUVR)	\$ 548,213	\$ 220,330	\$ 107,427
GROI	158%	147%	253%
% with Trade	37%	38%	36%
Avg. Over/Under Allowance	917	1,116	1,764



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	5	3	0
12%	4%	2%	0%
67%	40%	0%	#DIV/0!
21.7	58.2	25.3	#DIV/0!
\$ 29,124	\$ 27,157	\$ 37,380	#DIV/0!
97%	99%	100%	#DIV/0!
\$ 457	\$ (231)	\$ -	#DIV/0!
\$ 2,594	\$ 1,714	\$ 4,773	#DIV/0!
\$ 1,338	\$ 1,688	\$ 4,467	#DIV/0!
\$ 3,932	\$ 3,401	\$ 9,240	#DIV/0!
\$ 58,979	\$ 17,007	\$ 27,719	#DIV/0!
224%	77%	351%	#DIV/0!
20%	20%	33%	#DIV/0!
568	2,850	5,500	#DIV/0!

BO OEM/Leasing central Fleet (Enterprise, etc	Other	
0	20	15
0%	15%	12%
#DIV/0!	40%	73%
#DIV/0!	44.2	1.0
#DIV/0!	\$ 35,920	\$ 40,816
#DIV/0!	98%	99%
#DIV/0!	\$ (82)	\$ 67
#DIV/0!	\$ (61)	\$ 1,822
#DIV/0!	\$ 2,620	\$ 2,550
#DIV/0!	\$ 2,559	\$ 4,372
#DIV/0!	\$ 51,170	\$ 65,581
#DIV/0!	58%	3856%
#DIV/0!	25%	73%
#DIV/0!	625	-409

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	130	84	24
% of Retail Units	100%	65%	18%
% Retailed of Non-New Franchise	48%	50%	29%
Avg. Days to Sale	26.6	13.4	36.2
Avg. Transaction Price	\$ 36,057	\$ 38,963	\$ 32,007
Avg. Transaction to Market %	98%	98%	100%
Avg. Transactional Discount	\$ 337	\$ 524	\$ 55
Avg. Front End Gross	\$ 2,291	\$ 3,132	\$ 1,549
Avg. Finance Gross	\$ 1,926	\$ 1,844	\$ 2,284
PUVR	\$ 4,217	\$ 4,976	\$ 3,833
Total Gross (Units & PUVR)	\$ 548,213	\$ 418,011	\$ 91,981
GROI	158%	344%	119%
% with Trade	37%	48%	17%
Avg. Over/Under Allowance	917	892	1,156



46-60 days	61-90 days	90+ days
9	11	2
7%	8%	2%
56%	64%	50%
52.9	73.0	91.5
\$ 32,908	\$ 26,628	\$ 28,647
96%	93%	95%
\$ 108	\$ (64)	\$ (888)
\$ 1,080	\$ (1,323)	\$ 1,184
\$ 1,607	\$ 1,846	\$ 2,962
\$ 2,687	\$ 522	\$ 4,146
\$ 24,184	\$ 5,745	\$ 8,292
56%	10%	57%
22%	18%	0%
375	1,461	#DIV/0!