

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
KEILEANY BULA	JOSE NIEVES	BOLIVAR SANTIAGO
MILLIE GARCIA	JUAN ROSADO	BILLY GONZALEZ
	GABRIEL DIAZ	BRYAN CORTES
		SHIRLEY CAMACHO
		DANIEL DIAZ
		JORGE DIANA
		ENID MOLINA
		JOSUE HERNANDEZ
		LAURO RIVERA
		LEISKA RODRIGUEZ
		LOURDES GONZALEZ
		MERCEDES SUAZO
		MELISSA MACIAS
		MIGUEL REYES
		ROBERTO CUMMINGS
		PABLO GARCIA
		MARCOS COLON
		OSCAR PONT
		RUBEN NIEVES
		CHRISTIAN QUIÑONES
		WALDEMAR AYALA
		WILFREDO RABELL
		CARINEL HERNANDEZ
		Roberto Cruz
		Francés Rodríguez
		Richard Benítez
		Andrés Soler

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of	Transaction Price	Price to Market % (Time of	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800.00	95%	\$1,500	\$500
1	44348B	2021	FORD	BRONCO	32	Trade on Used	NO	\$ 37,000	\$ 36,000.00	97%	\$5,496	\$1,072
2	44701A	2020	CHEVROLET	CORVETTE	57	Trade on New	NO	\$ 105,000	\$ 102,000.00	97%	\$12,980	\$2,354
3	44324A	2020	KIA	FORTE	24	Trade on New	NO	\$ 23,995	\$ 21,020.00	88%	\$1,851	\$1,072
4	44472A	2020	MERCEDES	A220	75	Trade on New	NO	\$ 29,995	\$ 29,995.00	100%	\$913	\$450
5	35093L	2019	MINI	CLB S	66	Loaner	X	\$ 26,500	\$ 24,874.00	94%	\$3,406	\$1,445
6	44851A	2020	BMW	X3	25	Trade on New	NO	\$ 51,995	\$ 48,995.00	94%	\$3,198	\$3,007
7	44727A	2020	BMW	X7	47	Trade on New	NO	\$ 75,995	\$ 75,995.00	100%	\$5,554	\$1,898
8	37250L	2020	BMW	X2	30	Loaner	X	\$ 43,295	\$ 40,495.00	94%	\$3,626	\$2,496
9	37335L	2020	BMW	X2	40	Loaner	X	\$ 41,000	\$ 39,995.00	98%	\$3,545	\$1,272
10	44082A	2018	PORSHE	PANAMERA	140	Trade on New	NO	\$ 78,000	\$ 76,000.00	97%	\$11,990	\$3,017
11	43012A	2019	MINI	CTM	285	Trade on New	X	\$ 32,000	\$ 29,995.00	94%	(\$1,257)	\$1,350
12	44446A	2018	BMW	430	101	Trade on New	NO	\$ 33,000	\$ 31,000.00	94%	\$3,002	\$1,537
13	P8689B	2019	BMW	430	71	Trade on Used	NO	\$ 34,595	\$ 29,616.00	86%	\$1,338	\$411
14	44701C	2016	CHEVROLET	COVERTTE	29	Trade on New	NO	\$ 55,434	\$ 51,995.00	94%	\$11,726	\$1,421
15	37335M	2016	MERCEDES	CLA 250	28	Other	NO	\$ 14,995	\$ 13,642.00	91%	\$970	\$0
16	P8776	2020	BMW	M235	31	Street/Curb Buy	X	\$ 52,000	\$ 51,500.00	99%	\$4,511	\$2,542
17	36687M	2020	BMW	430	68	Other	X	\$ 42,394	\$ 40,995.00	97%	\$6,349	\$1,715
18	44354A	2019	BMW	330	43	Trade on New	X	\$ 42,377	\$ 40,500.00	96%	\$1,906	\$1,275
19	44889A	2021	TOYOTA	RAV4	32	Trade on New	NO	\$ 35,899	\$ 34,500.00	96%	\$4,104	\$2,272
20	44796A	2019	BMW	X3	36	Trade on New	NO	\$ 38,322	\$ 36,000.00	94%	\$4,980	\$540
21	44709A	2026	BMW	435	30	Trade on New	NO	\$ 30,333	\$ 29,000.00	96%	\$4,224	\$1,507
22	44503A	2019	BMW	530E	84	Trade on New	X	\$ 49,660	\$ 47,315.00	95%	\$1,494	\$1,295
23	43692C	2022	HYUNDAI	VELOSTER	43	Trade on New	NO	\$ 39,995	\$ 39,995.00	100%	\$5,685	\$1,072
24	P8764	2019	BMW	X7	66	Street/Curb Buy	X	\$ 68,507	\$ 67,495.00	99%	\$2,959	\$3,333
25	44284A	2019	JEEP	CHEROKEE	121	Trade on New	NO	\$ 38,600	\$ 37,000.00	96%	\$2,328	\$1,222
26	39581A	2020	MINI	HT	46	Trade on New	X	\$ 23,953	\$ 23,300.00	97%	\$1,201	\$1,395
27	44720A	2019	BMW	X5	30	Trade on New	NO	\$ 58,333	\$ 57,000.00	98%	\$6,904	\$1,346
28	44816B	2021	FORD	BRONCO	37	Trade on Used	NO	\$ 61,300	\$ 60,500.00	99%	\$4,085	\$1,072
29	44741A	2020	TOYOTA	TUNDRA	53	Trade on New	NO	\$ 49,987	\$ 48,900.00	98%	(\$6,194)	\$0
30	44845A	2020	ACURA	RDX	36	Trade on New	NO	\$ 43,547	\$ 43,547.00	100%	\$4,318	\$1,072
31	44871A	2019	AUDI	Q3	30	Trade on New	NO	\$ 37,366	\$ 35,489.00	95%	\$4,297	\$2,304
32	44779A	2021	HONDA	ACCORD	19	Trade on New	NO	\$ 30,988	\$ 29,500.00	95%	\$5,494	\$1,072
33	44841A	2018	TOYOTA	HIGHLANDE	25	Trade on New	NO	\$ 35,483	\$ 33,995.00	96%	\$4,897	\$1,072
34	44855A	2019	AUDI	Q3	22	Trade on New	NO	\$ 32,012	\$ 31,000.00	97%	\$2,715	\$1,072
35	44540B	2018	LEXUS	IS	36	Trade on Used	NO	\$ 32,174	\$ 31,374.00	98%	\$4,210	\$2,272
36	44665B	2021	TOYOTA	RAV4	37	Trade on Used	NO	\$ 34,983	\$ 33,495.00	96%	\$1,992	\$1,072

37	44845B	2017	HONDA	CIVIC SI	15	Trade on Used	NO	\$ 28,328	\$ 26,995.00	95%	\$3,229	\$1,467
38	44470a	2021	MINI	HT 4	36	Trade on New	X	\$ 32,887	\$ 31,800.00	97%	\$4,643	\$1,231
39	43068A	2018	MINI	CTM	281	Trade on New	NO	\$ 27,988	\$ 26,995.00	96%	(\$2,861)	\$1,581
40	44261A	2018	BMW	X3	122	Trade on New	NO	\$ 33,500	\$ 33,500.00	100%	\$4,273	\$1,830
41	44559A	2021	BMW	X5E	30	Trade on New	X	\$ 65,492	\$ 63,170.00	96%	\$4,322	\$2,020
42	44960A	2022	BMW	430	22	Trade on New	NO	\$ 58,738	\$ 57,250.00	97%	\$5,321	\$1,072
43	44100A	2018	BMW	M240	136	Trade on New	NO	\$ 41,012	\$ 40,000.00	98%	(\$719)	\$1,072
44	44888A	2019	BMW	X7M50	33	Trade on New	X	\$ 78,721	\$ 78,721.00	100%	\$8,020	\$1,456
45	44127A	2021	BMW	X5E	30	Trade on New	X	\$ 69,153	\$ 68,500.00	99%	\$3,477	\$1,414
46	44869A	2018	BMW	X6	32	Trade on New	NO	\$ 43,312	\$ 42,300.00	98%	\$3,219	\$2,621
47	44073A	2016	BMW	X1	18	Trade on New	NO	\$ 25,833	\$ 24,500.00	95%	\$2,167	\$2,272
48	38984L	2021	BMW	228	40	Loaner	X	\$ 44,982	\$ 42,995.00	96%	\$3,725	\$1,269
49	44913A	2020	BMW	X7	30	Trade on New	X	\$ 76,333	\$ 75,000.00	98%	\$6,077	\$1,447
50	44945A	2021	BMW	M3 COMP	19	Trade on New	X	\$ 115,653	\$ 115,000.00	99%	\$17,209	\$1,072
51	44683A	2020	VOLVO	XC90	62	Trade on New	NO	\$ 54,782	\$ 52,795.00	96%	\$3,770	\$1,421
52	44538B	2021	FORD	RANGER	71	Trade on Used	NO	\$ 35,995	\$ 35,995.00	100%	(\$1,233)	\$1,072
53	44894A	2020	BMW	X5	30	Trade on New	X	\$ 61,797	\$ 59,475.00	96%	\$5,042	\$2,569

Scoreboard Totals

% Retailed of Non-Franchise Make	40%
Total # Retail Units	193
Avg. Days to Sale	34.4
Avg. Advertised Price (Time of Sale)	\$ 51,518
Avg. Transaction Price	\$ 50,049
Avg. Market Price at 100%	\$ 53,213
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ 1,469
Avg. Front-End Gross	\$ 5,467
Avg. Finance Gross	\$ 1,558
PUVR	\$ 6,952
Total Gross (Units & PUVR)	\$ 1,341,790
GROI	146%
% with Trade	28%
Avg. Over/Under Allowance	\$2,859



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	40%	#DIV/0!	#DIV/0!
Total # Retail Units	193	0	0
Avg. Days to Sale	34.4	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 51,518	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 50,049	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 53,213	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,469	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 5,467	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,558	#DIV/0!	#DIV/0!
PUVR	\$ 6,952	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 1,341,790	#DIV/0!	#DIV/0!
GROI	146%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	2,859	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	BOLIVAR SANTIAGO	BILLY GONZALEZ
% Retailed of Non-New Franchise	40%	50%	50%
Total # Retail Units	193	4	10
Avg. Days to Sale	34.4	49.0	27.4
Avg. Advertised Price (Time of Sale)	\$ 51,518	\$ 50,036	\$ 56,295
Avg. Transaction Price	\$ 50,049	\$ 48,436	\$ 53,973
Avg. Market Price at 100%	\$ 53,213	\$ 51,693	\$ 58,733
Avg. Price to Market % (Time of Sale)	97%	97%	96%
Avg. Transaction to Market	94%	94%	92%
Avg. Transactional Discount	\$ 1,469	\$ 1,600	\$ 2,322
Avg. Front-End Gross	\$ 5,467	\$ 3,223	\$ 5,148
Avg. Finance Gross	\$ 1,558	\$ 1,459	\$ 1,263
PUVR	\$ 6,952	\$ 3,511	\$ 6,412
Total Gross (Units & PUVR)	\$ 1,341,790	\$ 14,044	\$ 64,117
GROI	146%	53%	156%
% with Trade	28%	0%	30%
Avg. Over/Under Allowance	2,859	#DIV/0!	3,667



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

BRYAN CORTES	SHIRLEY CAMACHO	DANIEL DIAZ	JORGE DIANA
29%	38%	0%	47%
7	8	7	19
37.3	27.1	24.1	25.3
\$ 77,083	\$ 51,321	\$ 55,813	\$ 48,927
\$ 75,684	\$ 50,271	\$ 49,989	\$ 47,183
\$ 78,520	\$ 52,408	\$ 65,585	\$ 50,755
98%	98%	85%	96%
96%	96%	76%	93%
\$ 1,399	\$ 1,050	\$ 5,824	\$ 1,743
\$ 6,605	\$ 5,744	\$ 7,386	\$ 5,445
\$ 1,393	\$ 1,768	\$ 2,265	\$ 1,275
\$ 7,998	\$ 7,513	\$ 9,651	\$ 6,720
\$ 55,987	\$ 60,103	\$ 67,554	\$ 127,683
102%	198%	288%	203%
57%	63%	29%	21%
6,086	2,999	2,495	1,429

ENID MOLINA	JOSUE HERNANDEZ	LEISKA RODRIGUEZ	LOURDES GONZALE
0%	100%	0%	29%
2	6	2	7
28.0	29.8	11.0	35.9
\$ 65,758	\$ 50,911	\$ 45,083	\$ 42,423
\$ 65,758	\$ 50,338	\$ 43,083	\$ 40,796
\$ 65,758	\$ 51,522	\$ 47,176	\$ 44,120
100%	99%	96%	96%
100%	98%	91%	92%
\$ -	\$ 573	\$ 2,000	\$ 1,627
\$ 10,245	\$ 5,358	\$ 7,020	\$ 4,044
\$ 1,864	\$ 1,910	\$ 1,672	\$ 1,954
\$ 12,109	\$ 7,268	\$ 8,692	\$ 5,998
\$ 24,218	\$ 43,606	\$ 17,384	\$ 41,989
237%	174%	660%	148%
0%	67%	0%	43%
#DIV/0!	3,000	#DIV/0!	0

MERCEDES SUAZO	MELISSA MACIAS	MIGUEL REYES	ROBERTO CUMMIN
38%	0%	25%	100%
8	5	16	2
67.7	33.2	26.3	39.5
\$ 42,185	\$ 56,398	\$ 51,348	\$ 33,898
\$ 40,941	\$ 55,165	\$ 49,973	\$ 33,898
\$ 43,476	\$ 57,804	\$ 52,769	\$ 33,898
97%	98%	97%	100%
94%	95%	95%	100%
\$ 1,244	\$ 1,233	\$ 1,375	\$ -
\$ 4,374	\$ 5,730	\$ 5,013	\$ 4,540
\$ 1,822	\$ 1,520	\$ 1,519	\$ 1,300
\$ 6,196	\$ 7,250	\$ 6,123	\$ 5,839
\$ 49,567	\$ 36,252	\$ 97,967	\$ 11,679
80%	143%	168%	157%
25%	60%	25%	0%
3,276	3,945	4,125	#DIV/0!

PABLO GARCIA	MARCOS COLON	OSCAR PONT	WALDEMAR AYALA
27%	40%	20%	17%
15	10	5	6
23.1	16.5	36.8	17.8
\$ 64,439	\$ 56,266	\$ 58,606	\$ 49,374
\$ 63,740	\$ 55,234	\$ 56,261	\$ 48,874
\$ 65,155	\$ 57,318	\$ 61,062	\$ 49,880
99%	98%	96%	99%
98%	96%	92%	98%
\$ 700	\$ 1,032	\$ 2,345	\$ 500
\$ 6,997	\$ 8,671	\$ 5,552	\$ 4,739
\$ 1,335	\$ 1,929	\$ 1,426	\$ 1,862
\$ 8,332	\$ 10,600	\$ 6,979	\$ 6,601
\$ 124,984	\$ 105,998	\$ 34,894	\$ 39,605
204%	419%	121%	273%
33%	10%	20%	50%
2,279	1,800	4,000	2,550

WILFREDO RABELL	CARINEL HERNANDEZ	Roberto Cruz	Andrés Soler
47%	38%	25%	#DIV/0!
15	8	4	0
48.5	32.6	60.8	#DIV/0!
\$ 47,498	\$ 47,379	\$ 55,121	#DIV/0!
\$ 46,354	\$ 45,392	\$ 54,621	#DIV/0!
\$ 48,676	\$ 49,463	\$ 55,626	#DIV/0!
98%	96%	99%	#DIV/0!
95%	92%	98%	#DIV/0!
\$ 1,145	\$ 1,987	\$ 500	#DIV/0!
\$ 4,932	\$ 6,355	\$ 3,920	#DIV/0!
\$ 1,781	\$ 1,507	\$ 1,622	#DIV/0!
\$ 6,714	\$ 7,861	\$ 5,542	#DIV/0!
\$ 100,707	\$ 62,890	\$ 22,168	#DIV/0!
107%	191%	60%	#DIV/0!
13%	13%	100%	#DIV/0!
4,000	2,000	1,948	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	JOSE NIEVES	JUAN ROSADO
% Retailed of Non-New Franchise	40%	43%	35%
Total # Retail Units	193	46	77
Avg. Days to Sale	34.4	37.7	35.2
Avg. Advertised Price (Time of Sale)	\$ 51,518	\$ 51,238	\$ 54,050
Avg. Transaction Price	\$ 50,049	\$ 49,846	\$ 52,404
Avg. Market Price at 100%	\$ 53,213	\$ 52,687	\$ 56,114
Avg. Price to Market % (Time of Sale)	97%	97%	96%
Avg. Transaction to Market	94%	95%	93%
Avg. Transactional Discount	\$ 1,469	\$ 1,392	\$ 1,646
Avg. Front-End Gross	\$ 5,467	\$ 4,237	\$ 5,821
Avg. Finance Gross	\$ 1,558	\$ 1,485	\$ 1,649
PUVR	\$ 6,952	\$ 5,721	\$ 7,277
Total Gross (Units & PUVR)	\$ 1,341,790	\$ 263,185	\$ 560,291
GROI	146%	110%	142%
% with Trade	28%	0%	0%
Avg. Over/Under Allowance	2,859	3,542	2,811



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

GABRIEL DIAZ			
43%	#DIV/0!	#DIV/0!	#DIV/0!
70	0	0	0
31.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 48,917	#DIV/0!	#DIV/0!	#DIV/0!
\$ 47,591	#DIV/0!	#DIV/0!	#DIV/0!
\$ 50,295	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,326	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,896	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,509	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,404	#DIV/0!	#DIV/0!	#DIV/0!
\$ 518,314	#DIV/0!	#DIV/0!	#DIV/0!
179%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
2,428	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Trade on Use	No
Total # Retail Units	193	0	122
Avg. Days to Sale	34.4	#DIV/0!	35.6
Avg. Advertised Price (Time of Sale)	\$ 51,518	#DIV/0!	\$ 49,384
Avg. Transaction Price	\$ 50,049	#DIV/0!	\$ 49,384
Avg. Market Price at 100%	\$ 53,213	#DIV/0!	\$ 52,059
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	95%
Avg. Transaction to Market	94%	#DIV/0!	95%
Avg. Transactional Discount	\$ 1,469	#DIV/0!	\$ 1,308
Avg. Front-End Gross	\$ 5,467	#DIV/0!	\$ 5,230
Avg. Finance Gross	\$ 1,558	#DIV/0!	\$ 1,443
PUVR	\$ 6,952	#DIV/0!	\$ 6,564
Total Gross (Units & PUVR)	\$ 1,341,790	#DIV/0!	\$ 800,749
GROI	146%	#DIV/0!	134%
% with Trade	28%	#DIV/0!	22%
Avg. Over/Under Allowance	2,859	#DIV/0!	3,551



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	193	116	77
Avg. Days to Sale	34.4	30.7	39.7
Avg. Advertised Price (Time of Sale)	\$ 51,518	\$ 56,810	\$ 42,264
Avg. Transaction Price	\$ 50,049	\$ 55,216	\$ 42,264
Avg. Market Price at 100%	\$ 53,213	\$ 58,694	\$ 44,890
Avg. Price to Market % (Time of Sale)	97%	97%	94%
Avg. Transaction to Market	94%	94%	94%
Avg. Transactional Discount	\$ 1,469	\$ 1,593	\$ 1,282
Avg. Front-End Gross	\$ 5,467	\$ 6,059	\$ 4,571
Avg. Finance Gross	\$ 1,558	\$ 1,750	\$ 1,268
PUVR	\$ 6,952	\$ 7,742	\$ 5,763
Total Gross (Units & PUVR)	\$ 1,341,790	\$ 898,056	\$ 443,734
GROI	146%	164%	124%
% with Trade	28%	34%	19%
Avg. Over/Under Allowance	2,859	2,458	3,926



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	193	136	21
% of Retail Units	100%	70%	11%
% Retailed of Non-New Franchise	40%	46%	48%
Avg. Days to Sale	34.4	36.8	27.0
Avg. Transaction Price	\$ 50,049	\$ 50,599	\$ 43,827
Avg. Transaction to Market %	94%	94%	94%
Avg. Transactional Discount	\$ 1,469	\$ 1,312	\$ 1,232
Avg. Front End Gross	\$ 5,467	\$ 5,743	\$ 4,532
Avg. Finance Gross	\$ 1,558	\$ 1,540	\$ 1,450
PUVR	\$ 6,952	\$ 7,230	\$ 5,982
Total Gross (Units & PUVR)	\$1,341,790	\$ 983,275	\$ 125,616
GROI	146%	140%	182%
% with Trade	28%	26%	38%
Avg. Over/Under Allowance	2,859	2,989	2,389



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
17	0	14	0
9%	0%	7%	0%
6%	#DIV/0!	14%	#DIV/0!
26.5	#DIV/0!	31.4	#DIV/0!
\$ 64,596	#DIV/0!	\$ 40,423	#DIV/0!
96%	#DIV/0!	88%	#DIV/0!
\$ 1,137	#DIV/0!	\$ 3,879	#DIV/0!
\$ 6,971	#DIV/0!	\$ 3,328	#DIV/0!
\$ 1,928	#DIV/0!	\$ 1,555	#DIV/0!
\$ 8,375	#DIV/0!	\$ 4,883	#DIV/0!
\$ 142,369	#DIV/0!	\$ 68,360	#DIV/0!
176%	#DIV/0!	139%	#DIV/0!
35%	#DIV/0!	29%	#DIV/0!
3,316	#DIV/0!	2,613	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	5
0%	0%	3%
#DIV/0!	#DIV/0!	40%
#DIV/0!	#DIV/0!	32.0
#DIV/0!	#DIV/0!	\$ 38,706
#DIV/0!	#DIV/0!	93%
#DIV/0!	#DIV/0!	\$ 1,130
#DIV/0!	#DIV/0!	\$ 3,116
#DIV/0!	#DIV/0!	\$ 1,319
#DIV/0!	#DIV/0!	\$ 4,434
#DIV/0!	#DIV/0!	\$ 22,170
#DIV/0!	#DIV/0!	129%
#DIV/0!	#DIV/0!	40%
#DIV/0!	#DIV/0!	1,575

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	193	126	27
% of Retail Units	100%	65%	14%
% Retailed of Non-New Franchise	40%	34%	52%
Avg. Days to Sale	34.4	16.9	35.9
Avg. Transaction Price	\$ 50,049	\$ 51,426	\$ 45,106
Avg. Transaction to Market %	94%	94%	95%
Avg. Transactional Discount	\$ 1,469	\$ 1,531	\$ 1,113
Avg. Front End Gross	\$ 5,467	\$ 6,460	\$ 4,202
Avg. Finance Gross	\$ 1,558	\$ 1,633	\$ 1,506
PUVR	\$ 6,952	\$ 8,093	\$ 5,708
Total Gross (Units & PUVR)	\$ 1,341,790	\$ 1,019,733	\$ 154,127
GROI	146%	335%	127%
% with Trade	28%	27%	37%
Avg. Over/Under Allowance	2,859	2,666	1,670



46-60 days	61-90 days	90+ days
10	19	11
5%	10%	6%
90%	37%	36%
51.9	70.2	164.5
\$ 53,625	\$ 50,035	\$ 43,185
95%	92%	94%
\$ 1,411	\$ 1,711	\$ 1,272
\$ 4,228	\$ 2,879	\$ 2,768
\$ 1,353	\$ 1,097	\$ 1,799
\$ 5,581	\$ 3,976	\$ 4,567
\$ 55,812	\$ 75,553	\$ 50,239
72%	41%	23%
20%	37%	18%
1,500	5,705	3,473