

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	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	Yes	\$ 15,000	\$ 13,800	95%	\$ 15,789	87%	\$ 1,200	\$1,500	\$500
1	K2044A	2020	Chevrolet	SILVERADO	38	Trade on New	No	Yes	\$ 39,998	\$ 39,771	99%	\$ 40,226	99%	\$ 227	\$3,243	\$0
2	R1638	2021	CADILLAC	ESCALADE	33	Auction/Wholesale	Yes	Yes	\$ 96,999	\$ 96,326	99%	\$ 97,677	99%	\$ 673	\$4,682	\$104
3	R1581	2019	GMC	ACADIA	77	Auction/Wholesale	Yes	No	\$ 27,500	\$ 26,988	98%	\$ 28,022	96%	\$ 512	\$615	\$1,225
4	K2070A	2015	Chevrolet	SILVERADO	9	Trade on Used	No	Yes	\$ 44,500	\$ 44,500	100%	\$ 44,500	100%	\$ -	\$6,182	\$104
5	K2064A	2017	CADILLAC	ESCALADE	41	Trade on Used	No	Yes	\$ 39,163	\$ 39,163	100.00%	\$ 39,163	100%	\$ -	\$2,364	\$3,712
6	R1618	2020	Chevrolet	CORVETTE	49	Auction/Wholesale	No	Yes	\$ 85,505	\$ 85,505	100.00%	\$ 85,505	100%	\$ -	\$2,488	\$104
7	R1660	2018	Chevrolet	COLORADO	24	Street/Curb Buy	No	Yes	\$ 26,498	\$ 25,500	96%	\$ 27,535	93%	\$ 998	\$2,792	\$104
8	R1646	2021	CADILLAC	XT6	35	Auction/Wholesale	Yes	Yes	\$ 50,989	\$ 49,902	98%	\$ 52,100	96%	\$ 1,087	\$3,441	\$133
9	K1933A	2021	GMC	ACADIA	51	Trade on New	No	No	\$ 28,999	\$ 28,336	98%	\$ 29,678	95%	\$ 663	\$1,936	\$1,826
10	R1580	2020	Chevrolet	TRAX	81	Street/Curb Buy	No	Yes	\$ 18,989	\$ 18,989	100%	\$ 18,989	100%	\$ -	\$1,101	\$698
11	R1640	2019	FORD	F-150	40	Auction/Wholesale	No	No	\$ 26,877	\$ 26,877	100%	\$ 26,877	100%	\$ -	\$1,555	\$2,543
12	K2131A	2013	Chevrolet	Equinox	6	Trade on New	No	Yes	\$ 8,989	\$ 8,989	100%	\$ 8,989	100%	\$ -	\$3,478	\$104
13	R1714	2022	Chevrolet	SUBURBAN	1	Other	Yes	Yes	\$ 69,999	\$ 69,412	99%	\$ 70,591	98%	\$ 587	\$2,616	\$0
14	K2054A	2020	BUICK	ENCLAVE	21	Trade on New	Yes	No	\$ 33,977	\$ 33,977	100%	\$ 33,977	100%	\$ -	\$3,160	\$104
15	R1641	2021	CADILLAC	XT6	43	Auction/Wholesale	Yes	Yes	\$ 46,989	\$ 46,000	98%	\$ 47,999	96%	\$ 989	\$2,234	\$5,032
16	K1902A	2017	JEEP	RENEGADE	38	TRADE ON NEW	No	No	\$ 14,977	\$ 14,977	100%	\$ 14,977	100%	\$ -	\$2,656	\$787
17	R1664	2020	FORD	F-150	35	Auction/Wholesale	No	No	\$ 39,377	\$ 39,377	100%	\$ 39,377	100%	\$ -	\$2,194	\$1,934
18	K2037B	2018	Chevrolet	MALIBU	19	TRADE ON NEW	No	Yes	\$ 17,377	\$ 17,377	100%	\$ 17,377	100%	\$ -	\$1,629	\$1,197
19	K2051A	2021	Chevrolet	COLORADO	9	Trade on New	No	Yes	\$ 29,704	\$ 29,704	100%	\$ 29,704	100%	\$ -	\$2,564	\$104
20	R1699	2019	GMC	YUKON	13	Auction/Wholesale	Yes	No	\$ 47,989	\$ 47,105	98%	\$ 48,890	96%	\$ 884	\$3,031	\$2,667
21	K1972A	2011	BUICK	LACROSSE	8	Trade on New	No	No	\$ 8,997	\$ 8,997	100%	\$ 8,997	100%	\$ -	\$2,275	\$104
22	K1769A	2022	CADILLAC	XT6	255	TRADE ON NEW	No	Yes	\$ 51,999	\$ 51,999	100%	\$ 51,999	100%	\$ -	\$2,071	\$104
23	R1712	2021	CADILLAC	ESCALADE	14	Auction/Wholesale	Yes	Yes	\$ 93,999	\$ 92,760	99%	\$ 95,254	97%	\$ 1,239	\$5,654	\$3,106
24	R1643	2018	FORD	F-250	52	Auction/Wholesale	No	No	\$ 55,500	\$ 55,037	99%	\$ 55,967	98%	\$ 463	\$1,517	\$104
25	R1727	2017	Chevrolet	SILVERADO	1	Auction/Wholesale	No	Yes	\$ 39,999	\$ 39,553	99%	\$ 40,450	98%	\$ 446	\$1,283	\$104
26	R1700	2021	CADILLAC	XT6	19	Auction/Wholesale	No	Yes	\$ 50,589	\$ 50,589	100%	\$ 50,589	100%	\$ -	\$4,658	\$1,258
27	R1711	2019	Chevrolet	CORVETTE	17	Street/Curb Buy	Yes	Yes	\$ 55,977	\$ 55,977	100%	\$ 55,977	100%	\$ -	\$4,324	\$721
28	R1597	2022	Chevrolet	TRAVERSE	93	Auction/Wholesale	Yes	Yes	\$ 40,500	\$ 40,500	100%	\$ 40,500	100%	\$ -	\$1,631	\$665
29	K2009	2020	Chevrolet	SILVERADO	39	Trade on New	No	Yes	\$ 35,477	\$ 35,477	100%	\$ 35,477	100%	\$ -	\$1,860	\$1,862
30	R1703	2021	Chevrolet	TRAVERSE	22	Auction/Wholesale	No	Yes	\$ 38,789	\$ 38,789	100%	\$ 38,789	100%	\$ -	\$3,394	\$2,502
31	R1572A	2021	Chevrolet	TRAVERSE	56	Trade on Used	No	Yes	\$ 36,989	\$ 36,414	98%	\$ 37,573	97%	\$ 575	\$2,410	\$3,854
32	K2108A	2019	Chevrolet	Equinox	19	Trade on New	No	Yes	\$ 23,999	\$ 23,500	98%	\$ 24,509	96%	\$ 499	\$2,434	\$992
33	R1704	2020	Chevrolet	CORVETTE	1	Auction/Wholesale	No	Yes	\$ 94,000	\$ 94,000	100%	\$ 94,000	100%	\$ -	\$3,122	\$0
34	R1599	2022	Chevrolet	TRAVERSE	96	Auction/Wholesale	Yes	Yes	\$ 39,532	\$ 39,532	100%	\$ 39,532	100%	\$ -	\$1,590	\$2,554
35	K2102A	2015	GMC	ACADIA	9	Trade on New	No	No	\$ 18,277	\$ 18,277	100%	\$ 18,277	100%	\$ -	\$1,990	\$1,670

36	R1726	2019	Chevrolet	CORVETTE	7	Street/Curb Buy	Yes	Yes	\$ 57,599	\$ 56,217	98%	\$ 59,015	95%	\$ 1,382	\$5,176	\$0
37	K1968A	2019	NISSAN	FRONTIER	12	Trade on New	No	No	\$ 25,989	\$ 25,421	98%	\$ 25,989	98%	\$ 568	\$3,168	\$0
38	R1718	2022	Chevrolet	CORVETTE	17	Auction/Wholesale	Yes	Yes	\$ 85,500	\$ 85,500	100%	\$ 86,661	99%	\$ -	\$4,158	\$166
39	K2062A	2019	Chevrolet	TRAX	39	Trade on New	No	Yes	\$ 15,989	\$ 14,612	91%	\$ 15,989	91%	\$ 1,377	\$1,967	\$0
40	K2107A	2019	GMC	YUKON	33	Trade on New	No	No	\$ 36,849	\$ 36,849	100%	\$ 37,272	99%	\$ -	\$3,480	\$903
41	R1668	2022	Chevrolet	COLORADO	48	Auction/Wholesale	Yes	Yes	\$ 31,989	\$ 30,417	95%	\$ 31,989	95%	\$ 1,572	\$1,500	\$284
42	R1675	2021	Cadillac	XT5	45	Auction/Wholesale	No	Yes	\$ 35,989	\$ 35,507	99%	\$ 38,036	93%	\$ 482	\$4,719	\$479
43	R1745	2019	Jeep	COMPASS	1	Other	No	No	\$ 20,450	\$ 20,450	100%	\$ 20,450	100%	\$ -	\$741	\$1,270
44	R1608	2021	Chevrolet	SILVERADO	90	Auction/Wholesale	No	Yes	\$ 44,999	\$ 44,488	99%	\$ 44,999	99%	\$ 511	\$1,092	\$0
45	R1586A	2018	Ford	ESCAPE	59	Trade on Used	No	No	\$ 15,989	\$ 15,989	100%	\$ 16,266	98%	\$ -	\$3,627	\$1,762
46	K19676A	2016	GMC	SIERRA	3	Trade on New	No	No	\$ 38,999	\$ 36,900	95%	\$ 41,217	90%	\$ 2,099	\$641	\$903
47	R1017	2018	Chevrolet	BOLT	671	Auction/Wholesale	Yes	Yes	\$ 23,477	\$ 23,477	100%	\$ 23,477	100%	\$ -	\$10,514	\$246
48	K2123A	2017	Cadillac	ATS	13	Trade on New	No	Yes	\$ 22,999	\$ 22,999	100%	\$ 22,999	100%	\$ -	\$3,220	\$2,015
49	R1728	2021	Cadillac	ESCALADE	14	Auction/Wholesale	Yes	Yes	\$ 91,999	\$ 90,433	98%	\$ 93,592	97%	\$ 1,566	\$2,360	\$0
50	K2112A	2018	Chevrolet	SUBURBAN	24	Trade on New	No	Yes	\$ 34,989	\$ 34,989	100%	\$ 34,989	100%	\$ -	\$3,730	\$0
51	R1730	2021	Chevrolet	TAHOE	16	Auction/Wholesale	No	Yes	\$ 64,989	\$ 64,989	100%	\$ 64,989	100%	\$ -	\$5,166	\$1,661
52	R1611	2020	Chevrolet	CORVETTE	93	Auction/Wholesale	Yes	Yes	\$ 79,999	\$ 77,000	96%	\$ 83,115	93%	\$ 2,999	\$922	\$0
53	R1695	2020	Ford	F-250	39	Street/Curb Buy	No	No	\$ 37,989	\$ 36,518	96%	\$ 39,519	92%	\$ 1,471	\$3,227	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	66
Avg. Days to Sale	55.3
Avg. Advertised Price (Time of Sale)	\$ 41,967
Avg. Transaction Price	\$ 41,486
Avg. Market Price at 100%	\$ 42,472
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	98%
Avg. Transactional Discount	\$ 480
Avg. Front-End Gross	\$ 2,997
Avg. Finance Gross	\$ 1,116
PUVR	\$ 4,113
Total Gross (Units & PUVR)	\$ 271,486
GROI	65%
% with Trade	24%
Avg. Over/Under Allowance	\$234



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	213	216
% Retailed of Non-New Franchise	32%	29%	32%
Total # Retail Units	66	31	31
Avg. Days to Sale	55.3	80.8	32.6
Avg. Advertised Price (Time of Sale)	\$ 41,967	\$ 48,647	\$ 34,706
Avg. Transaction Price	\$ 41,486	\$ 48,062	\$ 34,320
Avg. Market Price at 100%	\$ 42,472	\$ 49,236	\$ 35,085
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 480	\$ 585	\$ 387
Avg. Front-End Gross	\$ 2,997	\$ 3,147	\$ 2,760
Avg. Finance Gross	\$ 1,116	\$ 1,354	\$ 905
PUVR	\$ 4,113	\$ 4,501	\$ 3,665
Total Gross (Units & PUVR)	\$ 271,486	\$ 139,536	\$ 113,625
GROI	65%	42%	118%
% with Trade	24%	26%	16%
Avg. Over/Under Allowance	234	270	97



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

218	213	213	213
50%	29%	29%	29%
4	31	31	31
33.3	80.8	80.8	80.8
\$ 46,461	\$ 48,647	\$ 48,647	\$ 48,647
\$ 46,069	\$ 48,062	\$ 48,062	\$ 48,062
\$ 46,965	\$ 49,236	\$ 49,236	\$ 49,236
99%	99%	99%	99%
98%	98%	98%	98%
\$ 392	\$ 585	\$ 585	\$ 585
\$ 3,671	\$ 3,147	\$ 3,147	\$ 3,147
\$ 910	\$ 1,354	\$ 1,354	\$ 1,354
\$ 4,581	\$ 4,501	\$ 4,501	\$ 4,501
\$ 18,325	\$ 139,536	\$ 139,536	\$ 139,536
108%	42%	42%	42%
75%	26%	26%	26%
1,019	270	270	270

213	213	213	213
29%	29%	29%	29%
31	31	31	31
80.8	80.8	80.8	80.8
\$ 48,647	\$ 48,647	\$ 48,647	\$ 48,647
\$ 48,062	\$ 48,062	\$ 48,062	\$ 48,062
\$ 49,236	\$ 49,236	\$ 49,236	\$ 49,236
99%	99%	99%	99%
98%	98%	98%	98%
\$ 585	\$ 585	\$ 585	\$ 585
\$ 3,147	\$ 3,147	\$ 3,147	\$ 3,147
\$ 1,354	\$ 1,354	\$ 1,354	\$ 1,354
\$ 4,501	\$ 4,501	\$ 4,501	\$ 4,501
\$ 139,536	\$ 139,536	\$ 139,536	\$ 139,536
42%	42%	42%	42%
26%	26%	26%	26%
270	270	270	270

213	
	29%
	31
	80.8
\$	48,647
\$	48,062
\$	49,236
	99%
	98%
\$	585
\$	3,147
\$	1,354
\$	4,501
\$	139,536
	42%
	26%
	270

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	254	262
% Retailed of Non-New Franchise	32%	36%	20%
Total # Retail Units	66	11	5
Avg. Days to Sale	55.3	103.1	22.0
Avg. Advertised Price (Time of Sale)	\$ 41,967	\$ 39,840	\$ 39,113
Avg. Transaction Price	\$ 41,486	\$ 39,295	\$ 38,361
Avg. Market Price at 100%	\$ 42,472	\$ 40,339	\$ 39,565
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	97%	97%
Avg. Transactional Discount	\$ 480	\$ 545	\$ 752
Avg. Front-End Gross	\$ 2,997	\$ 3,086	\$ 3,386
Avg. Finance Gross	\$ 1,116	\$ 841	\$ 491
PUVR	\$ 4,113	\$ 3,928	\$ 3,877
Total Gross (Units & PUVR)	\$ 271,486	\$ 43,205	\$ 19,385
GROI	65%	35%	165%
% with Trade	24%	18%	40%
Avg. Over/Under Allowance	234	136	230



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

298	302	329	343
38%	14%	35%	30%
16	7	17	10
45.1	29.4	72.9	23.7
\$ 43,957	\$ 66,811	\$ 34,550	\$ 37,763
\$ 43,509	\$ 65,754	\$ 34,156	\$ 37,698
\$ 44,431	\$ 67,928	\$ 34,965	\$ 37,946
99%	98%	99%	100%
98%	97%	98%	99%
\$ 448	\$ 1,057	\$ 394	\$ 65
\$ 2,424	\$ 3,354	\$ 3,168	\$ 3,082
\$ 1,495	\$ 1,599	\$ 738	\$ 1,431
\$ 3,919	\$ 4,953	\$ 3,906	\$ 4,514
\$ 62,697	\$ 34,669	\$ 66,395	\$ 45,135
72%	92%	56%	182%
25%	14%	35%	10%
93	379	450	100

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	216	218
% Retailed of Non-New Franchise	32%	30%	37%
Total # Retail Units	66	47	19
Avg. Days to Sale	55.3	62.7	37.0
Avg. Advertised Price (Time of Sale)	\$ 41,967	\$ 44,813	\$ 34,924
Avg. Transaction Price	\$ 41,486	\$ 44,310	\$ 34,503
Avg. Market Price at 100%	\$ 42,472	\$ 45,324	\$ 35,345
Avg. Price to Market % (Time of Sale)	99%	99%	99%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 480	\$ 504	\$ 422
Avg. Front-End Gross	\$ 2,997	\$ 3,135	\$ 2,657
Avg. Finance Gross	\$ 1,116	\$ 1,049	\$ 1,282
PUVR	\$ 4,113	\$ 4,184	\$ 3,939
Total Gross (Units & PUVR)	\$ 271,486	\$ 196,637	\$ 74,849
GROI	65%	54%	111%
% with Trade	24%	0%	63%
Avg. Over/Under Allowance	234	275	132



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

216	218	216	218
30%	37%	30%	37%
47	19	47	19
62.7	37.0	62.7	37.0
\$ 44,813	\$ 34,924	\$ 44,813	\$ 34,924
\$ 44,310	\$ 34,503	\$ 44,310	\$ 34,503
\$ 45,324	\$ 35,345	\$ 45,324	\$ 35,345
99%	99%	99%	99%
98%	98%	98%	98%
\$ 504	\$ 422	\$ 504	\$ 422
\$ 3,135	\$ 2,657	\$ 3,135	\$ 2,657
\$ 1,049	\$ 1,282	\$ 1,049	\$ 1,282
\$ 4,184	\$ 3,939	\$ 4,184	\$ 3,939
\$ 196,637	\$ 74,849	\$ 196,637	\$ 74,849
54%	111%	54%	111%
9%	0%	0%	0%
275	132	275	132

216	218	216	218
30%	37%	30%	37%
47	19	47	19
62.7	37.0	62.7	37.0
\$ 44,813	\$ 34,924	\$ 44,813	\$ 34,924
\$ 44,310	\$ 34,503	\$ 44,310	\$ 34,503
\$ 45,324	\$ 35,345	\$ 45,324	\$ 35,345
99%	99%	99%	99%
98%	98%	98%	98%
\$ 504	\$ 422	\$ 504	\$ 422
\$ 3,135	\$ 2,657	\$ 3,135	\$ 2,657
\$ 1,049	\$ 1,282	\$ 1,049	\$ 1,282
\$ 4,184	\$ 3,939	\$ 4,184	\$ 3,939
\$ 196,637	\$ 74,849	\$ 196,637	\$ 74,849
54%	111%	54%	111%
0%	0%	0%	0%
275	132	275	132

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	66	20	46
Avg. Days to Sale	55.3	101.3	35.3
Avg. Advertised Price (Time of Sale)	\$ 41,967	\$ 53,580	\$ 36,589
Avg. Transaction Price	\$ 41,486	\$ 52,751	\$ 36,589
Avg. Market Price at 100%	\$ 42,472	\$ 54,420	\$ 37,248
Avg. Price to Market % (Time of Sale)	99%	98%	98%
Avg. Transaction to Market	98%	97%	98%
Avg. Transactional Discount	\$ 480	\$ 828	\$ 329
Avg. Front-End Gross	\$ 2,997	\$ 3,704	\$ 2,690
Avg. Finance Gross	\$ 1,116	\$ 1,083	\$ 1,131
PUVR	\$ 4,113	\$ 4,787	\$ 3,821
Total Gross (Units & PUVR)	\$ 271,486	\$ 95,730	\$ 175,756
GROI	65%	32%	107%
% with Trade	24%	20%	26%
Avg. Over/Under Allowance	234	338	189



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	66	45	21
Avg. Days to Sale	55.3	67.6	28.8
Avg. Advertised Price (Time of Sale)	\$ 41,967	\$ 46,680	\$ 31,491
Avg. Transaction Price	\$ 41,486	\$ 46,151	\$ 31,491
Avg. Market Price at 100%	\$ 42,472	\$ 47,208	\$ 32,259
Avg. Price to Market % (Time of Sale)	99%	99%	98%
Avg. Transaction to Market	98%	98%	98%
Avg. Transactional Discount	\$ 480	\$ 529	\$ 375
Avg. Front-End Gross	\$ 2,997	\$ 3,285	\$ 2,381
Avg. Finance Gross	\$ 1,116	\$ 1,127	\$ 1,093
PUVR	\$ 4,113	\$ 4,412	\$ 3,473
Total Gross (Units & PUVR)	\$ 271,486	\$ 198,543	\$ 72,943
GROI	65%	51%	138%
% with Trade	24%	22%	29%
Avg. Over/Under Allowance	234	265	168



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	66	21	7
% of Retail Units	100%	32%	11%
% Retailed of Non-New Franchise	32%	43%	29%
Avg. Days to Sale	55.3	36.1	34.7
Avg. Transaction Price	\$ 41,486	\$ 27,366	\$ 41,628
Avg. Transaction to Market %	98%	98%	97%
Avg. Transactional Discount	\$ 480	\$ 280	\$ 606
Avg. Front End Gross	\$ 2,997	\$ 2,685	\$ 3,365
Avg. Finance Gross	\$ 1,116	\$ 734	\$ 2,149
PUVR	\$ 4,113	\$ 3,419	\$ 5,514
Total Gross (Units & PUVR)	\$ 271,486	\$ 71,798	\$ 38,601
GROI	65%	124%	137%
% with Trade	24%	19%	14%
Avg. Over/Under Allowance	234	118	-14



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	30	0	0
8%	45%	0%	0%
20%	23%	#DIV/0!	#DIV/0!
33.6	82.5	#DIV/0!	#DIV/0!
\$ 38,640	\$ 51,765	#DIV/0!	#DIV/0!
96%	98%	#DIV/0!	#DIV/0!
\$ 770	\$ 571	#DIV/0!	#DIV/0!
\$ 3,324	\$ 3,124	#DIV/0!	#DIV/0!
\$ 305	\$ 1,347	#DIV/0!	#DIV/0!
\$ 3,629	\$ 4,472	#DIV/0!	#DIV/0!
\$ 18,143	\$ 134,151	#DIV/0!	#DIV/0!
101%	38%	#DIV/0!	#DIV/0!
0%	33%	#DIV/0!	#DIV/0!
0	402	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	3
0%	0%	5%
#DIV/0!	#DIV/0!	67%
#DIV/0!	#DIV/0!	1.0
#DIV/0!	#DIV/0!	\$ 41,954
#DIV/0!	#DIV/0!	99%
#DIV/0!	#DIV/0!	\$ 196
#DIV/0!	#DIV/0!	\$ 2,508
#DIV/0!	#DIV/0!	\$ 423
#DIV/0!	#DIV/0!	\$ 2,931
#DIV/0!	#DIV/0!	\$ 8,793
#DIV/0!	#DIV/0!	2515%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	333

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	66	33	15
% of Retail Units	100%	50%	23%
% Retailed of Non-New Franchise	32%	33%	33%
Avg. Days to Sale	55.3	12.7	38.3
Avg. Transaction Price	\$ 41,486	\$ 42,364	\$ 39,517
Avg. Transaction to Market %	98%	98%	97%
Avg. Transactional Discount	\$ 480	\$ 382	\$ 499
Avg. Front End Gross	\$ 2,997	\$ 3,119	\$ 2,742
Avg. Finance Gross	\$ 1,116	\$ 956	\$ 1,424
PUVR	\$ 4,113	\$ 4,075	\$ 4,166
Total Gross (Units & PUVR)	\$ 271,486	\$ 134,467	\$ 62,485
GROI	65%	272%	99%
% with Trade	24%	27%	33%
Avg. Over/Under Allowance	234	277	306



46-60 days	61-90 days	90+ days
7	5	6
11%	8%	9%
43%	40%	0%
53.0	77.6	315.7
\$ 46,385	\$ 33,679	\$ 42,374
97%	98%	97%
\$ 753	\$ 418	\$ 709
\$ 2,333	\$ 1,774	\$ 4,761
\$ 1,721	\$ 1,031	\$ 595
\$ 4,054	\$ 2,805	\$ 5,355
\$ 28,375	\$ 14,027	\$ 32,132
59%	39%	14%
0%	20%	17%
0	440	-83