

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Marc Kirkey	Kimberly Monroe	Abdullahi Sharif
Kelly Stewart	Antonio Vazquez	Ana Souza
Bryan Moraga	Aimee Case	Anthony Juarez
	Ryan Paulson	Christian Gamez
		Dylan Fagan
		Hyung Kim
		Issac Lykes
		Luis Godina
		Nestor Nunez
		Robert Guernsey
		Robert Radowick
		Tim Holmquist
		Kemran Nuratdinov
		Jade Tram
		Cameron Diaz

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	754596	2021	Toyota	Corolla	16	Auction/Wholesale	yes	\$ 25,995	\$ 24,995	102%	\$1,767	\$3,668
2	754605	2021	Toyota	Venza	6	Auction/Wholesale	yes	\$ 44,995	\$ 43,995	105%	\$1,289	\$7,608
3	46075a	2017	Toyota	Corolla	7	Trade on New	No	\$ 15,649	\$ 13,320	99%	\$2,409	\$2,459
4	754617	2022	Toyota	Camry	4	Auction/Wholesale	yes	\$ 36,995	\$ 36,995	104%	\$2,270	\$7,822
5	754585	2014	Toyota	Sienna	44	Auction/Wholesale	No	\$ 21,949	\$ 21,749	NA	\$809	\$2,825
6	754563	2022	Toyota	Rav4	56	Auction/Wholesale	yes	\$ 42,949	\$ 42,949	101%	(\$1,177)	\$2,873
7	754521	2019	Lexus	UX	42	Auction/Wholesale	No	\$ 36,995	\$ 33,587	NA	(\$2,571)	\$3,644
8	45922a	2017	Toyota	Rav4 Hybrid	31	Trade on New	yes	\$ 31,995	\$ 31,995	107%	\$2,754	\$2,759
9	45998a	2010	Honda	CRV	14	Trade on New	No	\$ 13,995	\$ 12,500	105%	\$2,558	\$214
10	45948a	2020	Toyota	Rav4	33	Trade on New	yes	\$ 32,995	\$ 32,995	104%	\$148	\$3,389
11	754478	2020	Toyota	Camry	76	Auction/Wholesale	yes	\$ 32,949	\$ 32,949	101%	\$670	\$5,857
12	754544	2015	Toyota	Corolla	27	Auction/Wholesale	No	\$ 15,949	\$ 15,949	103%	\$1,661	\$5,333
13	45833a	2021	Toyota	Rav4	56	Trade on New	yes	\$ 44,949	\$ 44,949	95%	\$66	\$2,514
14	46008a	2019	Toyota	Tundra	16	Trade on New	yes	\$ 55,949	\$ 55,949	100%	\$4,270	\$5,503
15	46043a	2018	Jeep	Grand Cherokee	27	Trade on New	No	\$ 29,949	\$ 29,449	NA	\$148	\$3,897
16	754583	2023	Toyota	Highlander	10	Auction/Wholesale	yes	\$ 49,995	\$ 49,995	NA	\$3,589	\$2,094
17	754502	2018	Chrysler	Pacifica	66	Auction/Wholesale	No	\$ 34,949	\$ 34,449	NA	(\$1,229)	\$2,727
18	754550	2018	Ford	Focus	31	Auction/Wholesale	No	\$ 24,549	\$ 24,549	102%	(\$1,142)	\$1,318
19	754532	2021	Toyota	Tacoma	44	Auction/Wholesale	yes	\$ 55,949	\$ 54,549	101%	\$610	\$625
20	754505	2018	Toyota	Prius	63	Auction/Wholesale	yes	\$ 26,449	\$ 26,449	NA	\$62	\$2,828
21	754548	2019	Volkswagen	Jetta	33	Auction/Wholesale	No	\$ 21,549	\$ 21,049	106%	(\$948)	\$0
22	754561	2018	Mazda	3	26	Auction/Wholesale	No	\$ 19,549	\$ 19,000	NA	\$679	\$315
23	754588	2022	Toyota	Corolla	6	Auction/Wholesale	yes	\$ 33,995	\$ 31,255	110%	(\$629)	\$4,886
24	754457	2019	Toyota	Avalon	95	Auction/Wholesale	yes	\$ 29,849	\$ 29,849	NA	(\$4,193)	\$4,293
25	754145	2022	Toyota	Prius	43	Auction/Wholesale	yes	\$ 33,995	\$ 33,695	NA	\$5,333	\$3,734
26	45971a	2019	Chrysler	Pacifica	39	Trade on New	No	\$ 29,949	\$ 29,949	NA	\$1,738	\$1,185
27	754532a	2015	Dodge	Challenger	6	Trade on Used	No	\$ 28,995	\$ 27,995	101%	\$4,055	\$3,056

28	754450	2022	Toyota	Rav4	107	Auction/Wholesale	yes	\$	41,949	\$	40,449	95%	(\$2,504)	\$7,685
29	46014a	2021	Toyota	Tundra	27	Trade on New	yes	\$	57,249	\$	57,249	NA	\$10,064	\$2,895
30	754591	2020	Toyota	Camry	11	Auction/Wholesale	yes	\$	29,995	\$	26,821	110%	\$5,045	\$390
31	754562	2020	Toyota	Camry	33	Auction/Wholesale	yes	\$	34,949	\$	34,949	103%	(\$1,484)	\$1,532
32	754579	2019	Toyota	Rav4 Hybrid	28	Auction/Wholesale	yes	\$	44,995	\$	44,995	106%	\$2,620	\$6,332
33	754463	2022	Toyota	Corolla	99	Auction/Wholesale	yes	\$	27,949	\$	27,949	95%	(\$4,651)	\$4,446
34	46098a	2022	Toyota	Sienna	8	Trade on New	yes	\$	54,995	\$	53,495	NA	\$3,322	\$1,783
35	46088a	2019	Toyota	Tacoma	8	trade on new	yes	\$	41,995	\$	41,995	104%	\$2,733	\$7,519
36	754589	2016	Toyota	Camry	15	Auction/Wholesale	No	\$	25,995	\$	25,995	NA	\$2,426	\$415
37	754577	2023	Toyota	Prius	30	Auction/Wholesale	yes	\$	38,949	\$	37,949	NA	\$4,104	\$1,612
38	46071a	2023	Toyota	4Runner	15	trade on new	yes	\$	54,549	\$	52,800	106%	\$2,748	\$5,132
39	754594	2020	Toyota	Highlander	5	Auction/Wholesale	yes	\$	39,995	\$	39,495	NA	\$4,034	\$0
40	754440	2019	Acura	MDX	118	Auction/Wholesale	No	\$	29,949	\$	29,949	NA	(\$1,748)	\$4,298
41	754468	2022	Toyota	4Runner	103	Auction/Wholesale	yes	\$	45,749	\$	45,749	101%	\$1,031	\$4,006
42	46138a	2022	Toyota	Prius	12	trade on new	yes	\$	38,995	\$	38,995	NA	\$1,740	\$1,705
43	46054a	2021	Toyota	Rav4	26	trade on new	yes	\$	33,349	\$	31,038	108%	(\$1,183)	\$1,776
44	754509	2022	Toyota	Camry	79	Auction/Wholesale	yes	\$	40,349	\$	40,349	NA	(\$1,992)	\$4,867
45	754154	2022	Toyota	Corolla	13	Auction/Wholesale	yes	\$	26,995	\$	25,500	NA	\$2,703	\$0
46	754598	2021	Toyota	Highlander	7	Auction/Wholesale	yes	\$	47,995	\$	47,995	103%	\$5,718	\$5,068
47	754487	2014	Scion	XB	95	Auction/Wholesale	No	\$	15,949	\$	15,949	97%	(\$3,960)	\$673
48	45935a	2020	Toyota	Camry	68	trade on new	yes	\$	29,549	\$	29,549	107%	\$2,724	\$5,449
49	754160	2022	Toyota	Prius	6	Auction/Wholesale	yes	\$	33,995	\$	33,995	NA	\$4,719	\$0
50	754533	2020	Toyota	Camry	69	Auction/Wholesale	yes	\$	34,949	\$	34,949	NA	(\$3,212)	\$4,560
51	46001a	2021	Toyota	Rav4	43	trade on new	yes	\$	33,949	\$	33,949	107%	\$1,349	\$1,032
52	754553	2021	Toyota	Rav4	54	Auction/Wholesale	yes	\$	39,949	\$	39,949	100%	\$2,132	\$5,436
53	46055a	2021	Ford	Mustang Mach	47	trade on new	No	\$	43,949	\$	4,200	97%	\$4,643	\$1,882

Scoreboard Totals

% Retailed of Non-Franchise Make	25%
Total # Retail Units	110
Avg. Days to Sale	38.9
Avg. Advertised Price (Time of Sale)	\$ 32,840
Avg. Transaction Price	\$ 32,012
Avg. Market Price at 100%	\$ 32,059
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 828
Avg. Front-End Gross	\$ 1,191
Avg. Finance Gross	\$ 2,845
PUVR	\$ 3,932
Total Gross (Units & PUVR)	\$ 432,519
GROI	114%
% with Trade	26%
Avg. Over/Under Allowance	\$1,731



Scoreboard

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Desk Manager	Totals	Bob Atwood	Marc Kirkey
% Retailed of Non-New Franchise	25%	#DIV/0!	24%
Total # Retail Units	110	0	58
Avg. Days to Sale	38.9	#DIV/0!	36.5
Avg. Advertised Price (Time of Sale)	\$ 32,840	#DIV/0!	\$ 32,279
Avg. Transaction Price	\$ 32,012	#DIV/0!	\$ 31,726
Avg. Market Price at 100%	\$ 32,059	#DIV/0!	#VALUE!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#VALUE!
Avg. Transaction to Market	100%	#DIV/0!	#VALUE!
Avg. Transactional Discount	\$ 828	#DIV/0!	\$ 553
Avg. Front-End Gross	\$ 1,191	#DIV/0!	\$ 1,159
Avg. Finance Gross	\$ 2,845	#DIV/0!	\$ 2,986
PUVR	\$ 3,932	#DIV/0!	\$ 4,042
Total Gross (Units & PUVR)	\$ 432,519	#DIV/0!	\$ 234,437
GROI	114%	#DIV/0!	126%
% with Trade	26%	#DIV/0!	24%
Avg. Over/Under Allowance	1,731	#DIV/0!	1,207



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Kelly Stewart	Bryan Moraga		
16%	40%	#DIV/0!	#DIV/0!
32	20	0	0
41.1	42.5	#DIV/0!	#DIV/0!
\$ 33,705	\$ 33,085	#DIV/0!	#DIV/0!
\$ 33,301	\$ 30,779	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
\$ 404	\$ 2,306	#DIV/0!	#DIV/0!
\$ 1,718	\$ 438	#DIV/0!	#DIV/0!
\$ 3,127	\$ 2,026	#DIV/0!	#DIV/0!
\$ 4,650	\$ 2,465	#DIV/0!	#DIV/0!
\$ 148,788	\$ 49,294	#DIV/0!	#DIV/0!
122%	68%	#DIV/0!	#DIV/0!
31%	25%	#DIV/0!	#DIV/0!
2,330	2,000	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Ana Souza	Anthony Juarez
% Retailed of Non-New Franchise	25%	11%	33%
Total # Retail Units	110	19	6
Avg. Days to Sale	38.9	48.4	27.7
Avg. Advertised Price (Time of Sale)	\$ 32,840	\$ 32,089	\$ 31,055
Avg. Transaction Price	\$ 32,012	\$ 31,571	\$ 29,978
Avg. Market Price at 100%	\$ 32,059	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	102%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 828	\$ 518	\$ 1,077
Avg. Front-End Gross	\$ 1,191	\$ 661	\$ 1,862
Avg. Finance Gross	\$ 2,845	\$ 2,721	\$ 1,430
PUVR	\$ 3,932	\$ 3,383	\$ 3,292
Total Gross (Units & PUVR)	\$ 432,519	\$ 64,269	\$ 19,749
GROI	114%	80%	143%
% with Trade	26%	32%	17%
Avg. Over/Under Allowance	1,731	2,000	2,500



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Abdullahi Sharif	Christian Gamez	Dylan Fagan	Hyung Kim
#DIV/0!	27%	0%	27%
0	11	7	22
#DIV/0!	35.1	34.9	37.5
#DIV/0!	\$ 34,815	\$ 37,247	\$ 30,777
#DIV/0!	\$ 34,533	\$ 36,871	\$ 30,468
#DIV/0!	#VALUE!	#VALUE!	#VALUE!
#DIV/0!	#VALUE!	#VALUE!	#VALUE!
#DIV/0!	#VALUE!	#VALUE!	#VALUE!
#DIV/0!	\$ 283	\$ 376	\$ 309
#DIV/0!	\$ 1,994	\$ 2,180	\$ 1,149
#DIV/0!	\$ 3,545	\$ 3,156	\$ 3,156
#DIV/0!	\$ 5,539	\$ 5,336	\$ 4,018
#DIV/0!	\$ 60,924	\$ 37,354	\$ 88,391
#DIV/0!	165%	149%	127%
#DIV/0!	18%	43%	27%
#DIV/0!	3,000	1,833	2,067

Issac Lykes	Luis Godina	Nestor Nunez	Robert Guernsey
67%	#DIV/0!	11%	29%
3	0	9	14
23.0	#DIV/0!	21.9	54.4
\$ 30,781	#DIV/0!	\$ 37,108	\$ 30,176
\$ 30,225	#DIV/0!	\$ 36,452	\$ 26,833
#VALUE!	#DIV/0!	#VALUE!	#VALUE!
#VALUE!	#DIV/0!	#VALUE!	#VALUE!
#VALUE!	#DIV/0!	#VALUE!	#VALUE!
\$ 556	#DIV/0!	\$ 656	\$ 3,344
\$ 1,478	#DIV/0!	\$ 1,397	\$ 387
\$ 3,790	#DIV/0!	\$ 3,358	\$ 2,445
\$ 5,267	#DIV/0!	\$ 4,755	\$ 2,658
\$ 15,802	#DIV/0!	\$ 42,792	\$ 37,205
273%	#DIV/0!	215%	66%
0%	#DIV/0!	33%	29%
#DIV/0!	#DIV/0!	467	1,350

Robert Radowick	Tim Holmquist	Kemran Nuratdino	Jade Tram
33%	60%	0%	0%
9	5	1	1
30.0	45.2	56.0	10.0
\$ 33,398	\$ 27,687	\$ 44,949	\$ 49,995
\$ 33,031	\$ 27,248	\$ 44,949	\$ 49,995
#VALUE!	#VALUE!	\$ 47,315	#VALUE!
#VALUE!	#VALUE!	95%	#VALUE!
#VALUE!	#VALUE!	95%	#VALUE!
\$ 366	\$ 439	\$ -	\$ -
\$ 650	\$ 2,566	\$ 66	\$ 3,589
\$ 2,739	\$ 1,573	\$ 2,514	\$ 2,094
\$ 3,390	\$ 3,824	\$ 2,580	\$ 5,683
\$ 30,509	\$ 19,120	\$ 2,580	\$ 5,683
123%	112%	37%	409%
0%	40%	0%	0%
#DIV/0!	2,250	#DIV/0!	#DIV/0!

Cameron Diaz			
33%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
49.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,631	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,831	#DIV/0!	#DIV/0!	#DIV/0!
\$ 37,841	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 800	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,709	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,714	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,141	#DIV/0!	#DIV/0!	#DIV/0!
53%	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
250	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Kimberly Monro	Antonio Vazque
% Retailed of Non-New Franchise	25%	22%	21%
Total # Retail Units	110	32	24
Avg. Days to Sale	38.9	41.8	41.5
Avg. Advertised Price (Time of Sale)	\$ 32,840	\$ 32,974	\$ 32,697
Avg. Transaction Price	\$ 32,012	\$ 32,557	\$ 32,122
Avg. Market Price at 100%	\$ 32,059	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	102%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 828	\$ 417	\$ 575
Avg. Front-End Gross	\$ 1,191	\$ 909	\$ 1,073
Avg. Finance Gross	\$ 2,845	\$ 3,078	\$ 3,596
PUVR	\$ 3,932	\$ 3,987	\$ 4,219
Total Gross (Units & PUVR)	\$ 432,519	\$ 127,589	\$ 101,255
GROI	114%	106%	114%
% with Trade	26%	0%	0%
Avg. Over/Under Allowance	1,731	1,322	2,067



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Aimee Case	Ryan Paulson		
32%	25%	#DIV/0!	#DIV/0!
22	32	0	0
28.5	41.3	#DIV/0!	#DIV/0!
\$ 31,056	\$ 34,041	#DIV/0!	#DIV/0!
\$ 28,775	\$ 33,610	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
#VALUE!	#VALUE!	#DIV/0!	#DIV/0!
\$ 2,281	\$ 432	#DIV/0!	#DIV/0!
\$ 2,252	\$ 831	#DIV/0!	#DIV/0!
\$ 2,273	\$ 2,501	#DIV/0!	#DIV/0!
\$ 4,525	\$ 3,254	#DIV/0!	#DIV/0!
\$ 99,547	\$ 104,128	#DIV/0!	#DIV/0!
199%	84%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
2,875	1,440	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	110	71	38
Avg. Days to Sale	38.9	39.5	38.6
Avg. Advertised Price (Time of Sale)	\$ 32,840	\$ 38,169	\$ 21,474
Avg. Transaction Price	\$ 32,012	\$ 37,715	\$ 21,474
Avg. Market Price at 100%	\$ 32,059	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	102%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 828	\$ 454	\$ 1,511
Avg. Front-End Gross	\$ 1,191	\$ 1,418	\$ 766
Avg. Finance Gross	\$ 2,845	\$ 3,345	\$ 1,829
PUVR	\$ 3,932	\$ 4,763	\$ 2,451
Total Gross (Units & PUVR)	\$ 432,519	\$ 338,151	\$ 93,140
GROI	114%	115%	106%
% with Trade	26%	31%	16%
Avg. Over/Under Allowance	1,731	1,968	1,150



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	110	83	27
Avg. Days to Sale	38.9	38.4	40.6
Avg. Advertised Price (Time of Sale)	\$ 32,840	\$ 35,554	\$ 22,614
Avg. Transaction Price	\$ 32,012	\$ 35,069	\$ 22,614
Avg. Market Price at 100%	\$ 32,059	#VALUE!	#VALUE!
Avg. Price to Market % (Time of Sale)	102%	#VALUE!	#VALUE!
Avg. Transaction to Market	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 828	\$ 484	\$ 1,886
Avg. Front-End Gross	\$ 1,191	\$ 1,349	\$ 704
Avg. Finance Gross	\$ 2,845	\$ 3,226	\$ 1,609
PUVR	\$ 3,932	\$ 4,497	\$ 2,194
Total Gross (Units & PUVR)	\$ 432,519	\$ 373,287	\$ 59,232
GROI	114%	120%	86%
% with Trade	26%	28%	22%
Avg. Over/Under Allowance	1,731	1,883	1,150



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	110	29	6
% of Retail Units	100%	26%	5%
% Retailed of Non-New Franchise	25%	31%	33%
Avg. Days to Sale	38.9	27.6	28.8
Avg. Transaction Price	\$ 32,012	\$ 30,680	\$ 26,081
Avg. Transaction to Market %	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 828	\$ 1,902	\$ 500
Avg. Front End Gross	\$ 1,191	\$ 2,392	\$ 1,457
Avg. Finance Gross	\$ 2,845	\$ 2,985	\$ 1,705
PUVR	\$ 3,932	\$ 5,068	\$ 3,162
Total Gross (Units & PUVR)	\$ 432,519	\$ 146,961	\$ 18,972
GROI	114%	215%	151%
% with Trade	26%	24%	33%
Avg. Over/Under Allowance	1,731	1,700	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	74	0	0
1%	67%	0%	0%
0%	22%	#DIV/0!	#DIV/0!
45.0	44.1	#DIV/0!	#DIV/0!
\$ 9,500	\$ 33,319	#DIV/0!	#DIV/0!
101%	#VALUE!	#DIV/0!	#DIV/0!
\$ 1,449	\$ 426	#DIV/0!	#DIV/0!
\$ 378	\$ 709	#DIV/0!	#DIV/0!
\$ 121	\$ 2,926	#DIV/0!	#DIV/0!
\$ 499	\$ 3,596	#DIV/0!	#DIV/0!
\$ 499	\$ 266,087	#DIV/0!	#DIV/0!
42%	88%	#DIV/0!	#DIV/0!
0%	27%	#DIV/0!	#DIV/0!
#DIV/0!	1,865	#DIV/0!	#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	110	53	22
% of Retail Units	100%	48%	20%
% Retailed of Non-New Franchise	25%	19%	32%
Avg. Days to Sale	38.9	14.1	37.6
Avg. Transaction Price	\$ 32,012	\$ 34,045	\$ 27,619
Avg. Transaction to Market %	100%	#VALUE!	#VALUE!
Avg. Transactional Discount	\$ 828	\$ 682	\$ 487
Avg. Front End Gross	\$ 1,191	\$ 2,429	\$ 1,187
Avg. Finance Gross	\$ 2,845	\$ 2,930	\$ 2,109
PUVR	\$ 3,932	\$ 5,359	\$ 3,296
Total Gross (Units & PUVR)	\$ 432,519	\$ 284,020	\$ 72,514
GROI	114%	402%	114%
% with Trade	26%	21%	23%
Avg. Over/Under Allowance	1,731	1,400	1,780



46-60 days	61-90 days	90+ days
8	17	10
7%	15%	9%
50%	24%	20%
51.0	75.6	101.1
\$ 30,330	\$ 32,137	\$ 32,033
#VALUE!	#VALUE!	#VALUE!
\$ 4,969	\$ 153	\$ 195
\$ 1,105	\$ (759)	\$ (1,981)
\$ 2,724	\$ 3,227	\$ 3,502
\$ 3,829	\$ 2,468	\$ 1,521
\$ 30,633	\$ 41,953	\$ 15,210
89%	37%	17%
25%	53%	20%
2,000	1,944	2,200