

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
James French	Josh Knowles	JR Gilbert
Mike Hawkins	Caleb Berney	Mell Davis
Cody Johnson	Chris Blackwell	Quinton Boyd
Gage Horn	Gage Horn	Justin Carroll
Bubba Winningham		Jason Little
		William Phelps
		Patrick Brown
		David Comer
		Daniel Jackson
		Shunta Hall
		Christian Rayner
		Doug Hill
		Tim Cassario
		Jared Hooter
		Taylor Netherton
		Nicole Haney
		Jerome Guiden
		Justin Boyles
		Jon Lee
		Haley Cagle
		Jonathan Clapp
		Hunter Hostetler







Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	S2591	2021	Nissan	Maxima	26	Rental Fleet (Enterprise, etc.)	No	\$ 27,900	\$ 27,900	81%	\$2,548	\$2,097
2	RF147056B	2022	Chevrolet	Silverado 1500	50	Trade on Used	No	\$ 53,100	\$ 53,100	100%	\$322	\$2,501
3	P1716026A	2023	GMC	Sierra 2500	75	Trade on New	No	\$ 66,000	\$ 66,000	90%	(\$406)	\$6,728
4	S2575	2022	Toyota	4Runner	53	Rental Fleet (Enterprise, etc.)	No	\$ 36,500	\$ 36,500	99%	(\$544)	\$500
5	PR435330A	2016	Chevrolet	Suburban	20	Trade on Used	No	\$ 27,925	\$ 23,270	103%	(\$222)	\$382
6	PS230405A	2018	Chevrolet	Equinox	4	Trade on New	No	\$ 18,900	\$ 18,900	107%	\$2,401	\$2,191
7	S2578	2019	Chevrolet	Blazer	35	Rental Fleet (Enterprise, etc.)	No	\$ 32,000	\$ 32,000	104%	\$1,123	\$3,347
8	P1181227A	2019	Ford	Ranger	37	Trade on New	No	\$ 26,800	\$ 26,800	104%	\$2,642	\$1,253
9	PB175540A	2022	Chevrolet	Trailblazer	5	Trade on New	No	\$ 29,300	\$ 30,600	108%	(\$200)	\$2,720
10	PJ244288A	2019	Cadillac	Escalade	67	Trade on New	No	\$ 44,000	\$ 44,000	84%	(\$726)	\$2,309
11	R1122343A	2017	Chevrolet	Silverado 1500	12	Trade on New	No	\$ 35,684	\$ 36,750	102%	\$5,084	\$5,008
12	PB191995A	2018	Honda	HR-V	26	Trade on New	No	\$ 21,575	\$ 21,575	102%	\$852	\$2,825
13	PS226074A	2023	Chevrolet	Blazer	24	Trade on New	No	\$ 43,700	\$ 40,500	96%	(\$1,575)	\$1,286
14	PR451799A	2019	Chevrolet	Tahoe	7	Trade on New	No	\$ 43,900	\$ 43,291	107%	\$6,616	\$0
15	PR411530A	2019	Ford	Explorer	41	Trade on New	No	\$ 38,125	\$ 37,540	98%	\$2,401	\$0
16	RS100434A	2010	Toyota	Sienna	5	Trade on New	No	\$ 12,500	\$ 11,819	103%	\$3,141	\$0
17	S2583	2021	Nissan	Rogue	42	Rental Fleet (Enterprise, etc.)	No	\$ 23,000	\$ 23,000	86%	\$1,539	\$0
18	S2562A	2016	Chevrolet	Suburban	38	Trade on Used	No	\$ 26,800	\$ 25,999	102%	\$4,659	\$811
19	PZ153944A	2023	Chevrolet	Silverado 1500	66	Trade on New	No	\$ 60,000	\$ 60,885	92%	(\$2,956)	\$1,987
20	PG260729A	2017	Chevrolet	Silverado 1500	13	Trade on New	No	\$ 37,350	\$ 35,299	105%	\$2,083	\$811
21	S2598	2022	Chevrolet	Traverse	22	Rental Fleet (Enterprise, etc.)	No	\$ 38,950	\$ 39,800	106%	\$4,541	\$4,025
22	PJ270064A	2023	Toyota	Highlander	31	Trade on New	No	\$ 45,800	\$ 45,800	104%	\$5,087	\$500
23	PJ263737A	2016	Honda	Accord	36	Trade on New	No	\$ 19,450	\$ 19,450	98%	(\$406)	\$811
24	PL192380A	2021	Chevrolet	Malibu	20	Trade on New	No	\$ 24,800	\$ 23,800	101%	\$2,289	\$2,263
25	RS101775A	2019	Chevrolet	Blazer	8	Trade on New	No	\$ 27,100	\$ 27,100	102%	\$1,540	\$1,901
26	PF239510A	2018	Hyundai	Elantra	17	Trade on New	No	\$ 13,875	\$ 13,873	90%	\$711	\$0
27	PS225608C	2019	Nissan	Sentra	14	Trade on Used	No	\$ 15,900	\$ 15,900	100%	\$2,710	\$1,272
28	PS212049A	2016	GMC	Yukon	12	Trade on New	No	\$ 31,350	\$ 31,350	110%	\$5,372	\$2,802
29	PG176183A	2019	Ford	F-150	53	Trade on New	No	\$ 30,000	\$ 30,000	95%	\$824	\$1,328
30	RF134790C	2018	GMC	Sierra 2500	26	Trade on Used	No	\$ 44,900	\$ 42,500	103%	\$4,381	\$0

31	S2563	2021	Ford	F-150	91	Rental Fleet (Enterprise, etc.)	No	\$ 31,500	\$ 31,500	80%	\$19	\$1,131
32	P4284	2018	Chevrolet	Silverado 2500	26	Rental Fleet (Enterprise, etc.)	No	\$ 40,900	\$ 39,900	95%	\$4,535	\$2,252
33	S2604	2022	Chevrolet	Silverado 1500	3	Rental Fleet (Enterprise, etc.)	No	\$ 36,900	\$ 39,588	112%	\$6,258	\$0
34	S2594	2021	Chevrolet	Malibu	40	Rental Fleet (Enterprise, etc.)	No	\$ 24,800	\$ 23,636	108%	\$457	\$500
35	S2601	2020	Chevrolet	Equinox	16	Rental Fleet (Enterprise, etc.)	No	\$ 23,900	\$ 23,900	111%	\$2,636	\$3,709
36	S2589	2021	Chevrolet	Blazer	44	Rental Fleet (Enterprise, etc.)	No	\$ 31,000	\$ 30,600	98%	\$2,301	\$3,235
37	PR411894A	2018	Chevrolet	Tahoe	44	Trade on New	No	\$ 32,900	\$ 28,500	109%	\$4,385	\$0
38	PG208534A	2021	Dodge	Challenger	39	Trade on New	No	\$ 26,900	\$ 26,900	103%	\$3,871	\$0
39	PJ243844B	2015	Honda	Pilot	24	Trade on Used	No	\$ 18,000	\$ 18,000	96%	\$4,977	\$3,359
40	P4283	2019	Chevrolet	Tahoe	33	Street/Curb Buy	No	\$ 44,000	\$ 42,000	110%	\$3,388	\$0
41	RS101771A	2021	Chevrolet	Trax	53	Trade on New	No	\$ 22,000	\$ 21,000	105%	\$567	\$2,580
42	PR462059A	2022	Chevrolet	Tahoe	12	Trade on New	No	\$ 67,800	\$ 67,800	99%	\$5,559	\$3,990
43	PJ290870A	2017	Dodge	Durango	5	Trade on New	No	\$ 21,800	\$ 21,800	88%	\$1,772	\$2,822
44	PB174323A	2021	Chevrolet	Silverado 1500	43	Trade on New	No	\$ 37,475	\$ 33,295	105%	\$103	\$2,425
45	S2587	2022	Chevrolet	Malibu	56	Rental Fleet (Enterprise, etc.)	No	\$ 23,000	\$ 23,000	92%	(\$188)	\$2,679
46	S2576	2021	Chevrolet	Suburban	77	Rental Fleet (Enterprise, etc.)	No	\$ 59,500	\$ 59,500	97%	\$48	\$0
47	S2579	2022	Chevrolet	Camaro	58	Rental Fleet (Enterprise, etc.)	No	\$ 29,900	\$ 29,900	103%	\$1,557	\$969
48	PR462198A	2020	Jeep	Wrangler	15	Trade on New	No	\$ 36,702	\$ 36,702	0%	\$6,398	\$1,664
49	PG113121B	2020	Fiat	124 Spider Lusso	52	Trade on Used	No	\$ 25,000	\$ 25,000	89%	\$82	\$0
50	P1201051A	2020	Ford	F-150	49	Trade on New	No	\$ 35,000	\$ 35,000	99%	(\$252)	\$3,687
51	P4290	2016	Chevrolet	Sonic	12	Street/Curb Buy	No	\$ 9,900	\$ 9,500	95%	\$950	\$0
52	S2568	2022	Chevrolet	Equinox	88	Rental Fleet (Enterprise, etc.)	No	\$ 29,900	\$ 29,900	89%	\$134	\$1,127
53	R1122343B	2020	Chevrolet	Silverado	23	Trade on Used	No	\$ 37,500	\$ 34,308	107%	\$2,453	\$2,000

## Scoreboard Totals

% Retailed of Non-Franchise Make	44%
Total # Retail Units	64
Avg. Days to Sale	31.8
Avg. Advertised Price (Time of Sale)	\$ 31,498
Avg. Transaction Price	\$ 30,873
Avg. Market Price at 100%	\$ 32,383
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ 626
Avg. Front-End Gross	\$ 2,116
Avg. Finance Gross	\$ 1,716
PUVR	\$ 3,832
Total Gross (Units & PUVR)	\$ 245,254
GROI	140%
% with Trade	34%
Avg. Over/Under Allowance	(\$134)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	James French	Mike Hawkins
% Retailed of Non-New Franchise	44%	42%	42%
Total # Retail Units	64	12	12
Avg. Days to Sale	31.8	32.3	16.3
Avg. Advertised Price (Time of Sale)	\$ 31,498	\$ 35,317	\$ 29,513
Avg. Transaction Price	\$ 30,873	\$ 34,984	\$ 29,039
Avg. Market Price at 100%	\$ 32,383	\$ 36,439	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	#DIV/0!
Avg. Transaction to Market	95%	96%	#DIV/0!
Avg. Transactional Discount	\$ 626	\$ 333	\$ 475
Avg. Front-End Gross	\$ 2,116	\$ 2,424	\$ 4,192
Avg. Finance Gross	\$ 1,716	\$ 1,598	\$ 1,910
PUVR	\$ 3,832	\$ 4,022	\$ 6,103
Total Gross (Units & PUVR)	\$ 245,254	\$ 48,267	\$ 73,232
GROI	140%	128%	463%
% with Trade	34%	58%	58%
Avg. Over/Under Allowance	-134	-357	714



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

Cody Johnson	Cody Johnson	Gage Horn	Bubba Winningham
44%	44%	50%	0%
27	27	12	1
42.2	42.2	24.5	20.0
\$ 34,558	\$ 34,558	\$ 23,079	\$ 27,925
\$ 33,856	\$ 33,856	\$ 22,516	\$ 23,270
\$ 34,685	\$ 34,685	\$ 24,255	\$ 27,138
100%	100%	95%	103%
98%	98%	93%	86%
\$ 702	\$ 702	\$ 563	\$ 4,655
\$ 1,565	\$ 1,565	\$ 1,166	\$ (222)
\$ 1,809	\$ 1,809	\$ 1,543	\$ 382
\$ 3,374	\$ 3,374	\$ 2,708	\$ 160
\$ 91,097	\$ 91,097	\$ 32,499	\$ 160
85%	85%	177%	12%
22%	22%	17%	0%
-910	-910	0	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	JR Gilbert	Mell Davis
% Retailed of Non-New Franchise	44%	33%	60%
Total # Retail Units	64	6	5
Avg. Days to Sale	31.8	55.8	27.0
Avg. Advertised Price (Time of Sale)	\$ 31,498	\$ 38,150	\$ 32,323
Avg. Transaction Price	\$ 30,873	\$ 38,150	\$ 30,311
Avg. Market Price at 100%	\$ 32,383	\$ 39,761	\$ 33,976
Avg. Price to Market % (Time of Sale)	97%	96%	95%
Avg. Transaction to Market	95%	96%	89%
Avg. Transactional Discount	\$ 626	\$ -	\$ 2,012
Avg. Front-End Gross	\$ 2,116	\$ 198	\$ 1,325
Avg. Finance Gross	\$ 1,716	\$ 1,881	\$ 2,292
PUVR	\$ 3,832	\$ 2,079	\$ 3,616
Total Gross (Units & PUVR)	\$ 245,254	\$ 12,474	\$ 18,082
GROI	140%	35%	159%
% with Trade	34%	33%	60%
Avg. Over/Under Allowance	-134	-1,105	-1,499



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

Quinton Boyd	Justin Carroll	Jason Little	William Phelps
17%	75%	33%	50%
6	4	3	4
34.3	43.3	29.7	23.0
\$ 32,283	\$ 27,425	\$ 39,133	\$ 31,925
\$ 31,575	\$ 27,134	\$ 39,363	\$ 31,075
\$ 32,749	\$ 29,935	\$ 36,620	\$ 31,734
99%	92%	107%	101%
96%	91%	107%	98%
\$ 708	\$ 291	\$ (229)	\$ 850
\$ 3,403	\$ 631	\$ 3,034	\$ 4,132
\$ 2,036	\$ 1,020	\$ 167	\$ 2,330
\$ 5,439	\$ 1,651	\$ 3,201	\$ 6,462
\$ 32,634	\$ 6,606	\$ 9,602	\$ 25,848
181%	51%	99%	325%
50%	50%	0%	50%
1,333	-750	#DIV/0!	-625

Patrick Brown	David Comer	Daniel Jackson	Shunta Hall
50%	50%	33%	50%
2	2	3	12
31.0	59.5	22.7	28.6
\$ 25,463	\$ 37,850	\$ 33,311	\$ 26,781
\$ 23,135	\$ 37,850	\$ 32,200	\$ 26,218
\$ 26,910	\$ 38,893	\$ 31,167	\$ 28,583
95%	97%	107%	94%
86%	97%	103%	92%
\$ 2,328	\$ -	\$ 1,111	\$ 563
\$ 658	\$ 2,611	\$ 4,947	\$ 1,061
\$ 191	\$ 814	\$ 2,603	\$ 1,868
\$ 850	\$ 3,424	\$ 7,550	\$ 2,929
\$ 1,699	\$ 6,849	\$ 22,651	\$ 35,143
43%	55%	372%	141%
0%	100%	33%	8%
#DIV/0!	-250	0	0

Christian Rayner	Doug Hill	Tim Cassario	Jared Hooter
50%	#DIV/0!	67%	0%
2	0	3	2
9.5	#DIV/0!	27.7	13.0
\$ 27,801	#DIV/0!	\$ 31,408	\$ 33,738
\$ 27,801	#DIV/0!	\$ 31,647	\$ 33,913
#DIV/0!	#DIV/0!	\$ 30,570	\$ 31,883
#DIV/0!	#DIV/0!	103%	106%
#DIV/0!	#DIV/0!	104%	106%
\$ -	#DIV/0!	\$ (238)	\$ (175)
\$ 4,399	#DIV/0!	\$ 1,614	\$ 6,612
\$ 1,927	#DIV/0!	\$ 1,324	\$ 3,502
\$ 6,326	#DIV/0!	\$ 2,939	\$ 10,114
\$ 12,653	#DIV/0!	\$ 8,816	\$ 20,228
862%	#DIV/0!	121%	826%
50%	#DIV/0!	33%	100%
2,000	#DIV/0!	1,000	250

Taylor Netherton	Nicole Haney	Jerome Guiden	Justin Boyles
#DIV/0!	67%	0%	0%
0	3	1	1
#DIV/0!	14.3	7.0	66.0
#DIV/0!	\$ 14,658	\$ 43,900	\$ 60,000
#DIV/0!	\$ 14,298	\$ 43,291	\$ 60,885
#DIV/0!	\$ 14,604	\$ 40,913	\$ 65,217
#DIV/0!	100%	107%	92%
#DIV/0!	98%	106%	93%
#DIV/0!	\$ 360	\$ 609	\$ (885)
#DIV/0!	\$ 1,648	\$ 6,616	\$ (2,956)
#DIV/0!	\$ 942	\$ -	\$ 1,987
#DIV/0!	\$ 2,590	\$ 6,616	\$ (969)
#DIV/0!	\$ 7,769	\$ 6,616	\$ (969)
#DIV/0!	455%	786%	-9%
#DIV/0!	33%	0%	0%
#DIV/0!	0	#DIV/0!	#DIV/0!

Jon Lee	Haley Cagle	Jonathan Clapp	Hunter Hostetler
100%	100%	0%	0%
1	1	2	1
49.0	39.0	33.0	17.0
\$ 35,000	\$ 26,900	\$ 37,488	\$ 26,900
\$ 35,000	\$ 26,900	\$ 33,801	\$ 26,900
\$ 35,461	\$ 26,066	\$ 35,418	\$ 27,199
99%	103%	106%	99%
99%	103%	95%	99%
\$ -	\$ -	\$ 3,686	\$ -
\$ (252)	\$ 3,871	\$ 1,278	\$ 3,268
\$ 3,687	\$ -	\$ 2,212	\$ 1,001
\$ 3,434	\$ 3,871	\$ 3,490	\$ 4,269
\$ 3,434	\$ 3,871	\$ 6,980	\$ 4,269
72%	133%	113%	336%
0%	0%	0%	100%
#DIV/0!	#DIV/0!	#DIV/0!	-500





















## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Josh Knowles	Caleb Berney
% Retailed of Non-New Franchise	44%	50%	38%
Total # Retail Units	64	16	8
Avg. Days to Sale	31.8	40.0	30.8
Avg. Advertised Price (Time of Sale)	\$ 31,498	\$ 33,745	\$ 32,625
Avg. Transaction Price	\$ 30,873	\$ 33,031	\$ 31,969
Avg. Market Price at 100%	\$ 32,383	\$ 34,035	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	99%	#DIV/0!
Avg. Transaction to Market	95%	97%	#DIV/0!
Avg. Transactional Discount	\$ 626	\$ 714	\$ 656
Avg. Front-End Gross	\$ 2,116	\$ 1,177	\$ 3,037
Avg. Finance Gross	\$ 1,716	\$ 1,521	\$ 1,296
PUVR	\$ 3,832	\$ 2,698	\$ 4,333
Total Gross (Units & PUVR)	\$ 245,254	\$ 43,164	\$ 34,667
GROI	140%	74%	159%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	-134	-618	-833



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

Chris Blackwell	Gage Horn		
32%	52%	#DIV/0!	#DIV/0!
19	21	0	0
29.7	28.0	#DIV/0!	#DIV/0!
\$ 33,246	\$ 27,776	#DIV/0!	#DIV/0!
\$ 32,809	\$ 27,059	#DIV/0!	#DIV/0!
\$ 33,291	\$ 28,776	#DIV/0!	#DIV/0!
100%	97%	#DIV/0!	#DIV/0!
99%	94%	#DIV/0!	#DIV/0!
\$ 437	\$ 717	#DIV/0!	#DIV/0!
\$ 2,612	\$ 2,031	#DIV/0!	#DIV/0!
\$ 1,903	\$ 1,857	#DIV/0!	#DIV/0!
\$ 4,515	\$ 3,888	#DIV/0!	#DIV/0!
\$ 85,780	\$ 81,643	#DIV/0!	#DIV/0!
167%	185%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
281	200	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	64	0	64
Avg. Days to Sale	31.8	#DIV/0!	31.8
Avg. Advertised Price (Time of Sale)	\$ 31,498	#DIV/0!	\$ 30,873
Avg. Transaction Price	\$ 30,873	#DIV/0!	\$ 30,873
Avg. Market Price at 100%	\$ 32,383	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	95%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 626	#DIV/0!	\$ 626
Avg. Front-End Gross	\$ 2,116	#DIV/0!	\$ 2,116
Avg. Finance Gross	\$ 1,716	#DIV/0!	\$ 1,716
PUVR	\$ 3,832	#DIV/0!	\$ 3,832
Total Gross (Units & PUVR)	\$ 245,254	#DIV/0!	\$ 245,254
GROI	140%	#DIV/0!	140%
% with Trade	34%	#DIV/0!	34%
Avg. Over/Under Allowance	-134	#DIV/0!	-134



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	64	35	28
Avg. Days to Sale	31.8	30.5	34.0
Avg. Advertised Price (Time of Sale)	\$ 31,498	\$ 34,357	\$ 27,858
Avg. Transaction Price	\$ 30,873	\$ 33,510	\$ 27,858
Avg. Market Price at 100%	\$ 32,383	\$ 34,053	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	101%	#DIV/0!
Avg. Transaction to Market	95%	98%	#DIV/0!
Avg. Transactional Discount	\$ 626	\$ 848	\$ 371
Avg. Front-End Gross	\$ 2,116	\$ 2,124	\$ 1,907
Avg. Finance Gross	\$ 1,716	\$ 1,875	\$ 1,561
PUVR	\$ 3,832	\$ 3,999	\$ 3,468
Total Gross (Units & PUVR)	\$ 245,254	\$ 139,969	\$ 97,110
GROI	140%	141%	132%
% with Trade	34%	31%	36%
Avg. Over/Under Allowance	-134	-318	54



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	64	36	9
% of Retail Units	100%	56%	14%
% Retailed of Non-New Franchise	44%	50%	56%
Avg. Days to Sale	31.8	27.1	30.7
Avg. Transaction Price	\$ 30,873	\$ 31,767	\$ 28,064
Avg. Transaction to Market %	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ 626	\$ 631	\$ 1,521
Avg. Front End Gross	\$ 2,116	\$ 2,187	\$ 2,340
Avg. Finance Gross	\$ 1,716	\$ 1,855	\$ 1,507
PUVR	\$ 3,832	\$ 4,042	\$ 3,848
Total Gross (Units & PUVR)	\$ 245,254	\$ 145,507	\$ 34,629
GROI	140%	169%	161%
% with Trade	34%	39%	11%
Avg. Over/Under Allowance	-134	-158	-250



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	0	0	0
5%	0%	0%	0%
33%	#DIV/0!	#DIV/0!	#DIV/0!
15.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,352	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,540	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,846	#DIV/0!	#DIV/0!	#DIV/0!
\$ 562	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,408	#DIV/0!	#DIV/0!	#DIV/0!
\$ 10,224	#DIV/0!	#DIV/0!	#DIV/0!
366%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	16	0
0%	25%	0%
#DIV/0!	25%	#DIV/0!
#DIV/0!	46.3	#DIV/0!
#DIV/0!	\$ 32,039	#DIV/0!
#DIV/0!	97%	#DIV/0!
#DIV/0!	\$ (61)	#DIV/0!
#DIV/0!	\$ 1,692	#DIV/0!
#DIV/0!	\$ 1,739	#DIV/0!
#DIV/0!	\$ 3,431	#DIV/0!
#DIV/0!	\$ 54,895	#DIV/0!
#DIV/0!	83%	#DIV/0!
#DIV/0!	38%	#DIV/0!
#DIV/0!	-83	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	64	34	13
% of Retail Units	100%	53%	20%
% Retailed of Non-New Franchise	44%	38%	46%
Avg. Days to Sale	31.8	15.3	38.7
Avg. Transaction Price	\$ 30,873	\$ 28,485	\$ 30,425
Avg. Transaction to Market %	95%	#DIV/0!	99%
Avg. Transactional Discount	\$ 626	\$ 741	\$ 1,041
Avg. Front End Gross	\$ 2,116	\$ 3,049	\$ 2,427
Avg. Finance Gross	\$ 1,716	\$ 1,866	\$ 991
PUVR	\$ 3,832	\$ 4,916	\$ 3,418
Total Gross (Units & PUVR)	\$ 245,254	\$ 167,138	\$ 44,432
GROI	140%	405%	105%
% with Trade	34%	38%	31%
Avg. Over/Under Allowance	-134	-134	125



46-60 days	61-90 days	90+ days
8	7	1
13%	11%	2%
50%	43%	100%
53.0	71.1	91.0
\$ 31,688	\$ 44,469	\$ 31,500
97%	91%	80%
\$ 125	\$ (269)	\$ -
\$ 296	\$ (916)	\$ 19
\$ 1,780	\$ 2,350	\$ 1,131
\$ 2,077	\$ 1,434	\$ 1,150
\$ 16,613	\$ 10,036	\$ 1,150
45%	16%	14%
0%	43%	100%
#DIV/0!	-737	500