

Pre-Work V01 Week 4 Pre-OW

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc Fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



Unit #	Stock #	Year	Make	Model	In	Acquisition Source	CPO	Brand as	Price (Time)	Transacti	Advertised Price to Market % (Time of Sale)	Price at	Transactio	nal	End	Finance	Total	GROI	Salesperson	Desk	Finance	Trade	Under
1	23L024	2023	Hyundai	Tucson	61	Loaner	Yes	No	\$ 29,532	\$ 29,533	92%	\$ 32,100	92%	\$ (1)	(\$1,600)	\$833	\$ (767)	-15%	Charles Degan	James Sink	Karla Argueta	No	\$0
2	23P114A	2018	Nissan	Rogue Sport	16	Trade on Used	Yes	No	\$ 17,998	\$ 17,998	95%	\$ 18,945	95%	\$ -	\$107	\$1,039	\$1,146	144%	Alex Panameno	Keith Adams	Jarred Thompson	No	\$0
3	STKTBD1	2020	Hyundai	Elantra	1	LBO Customer	No	No	\$ 19,945	\$ 19,945	76%	\$ 26,243	76%	\$ -	\$300	\$2,796	\$3,096	5674%	Charles Degan	James Sink	Karla Argueta	No	\$0
4	23X031A	2012	Hyundai	Elantra	23	Trade on Used	No	No	\$ 8,184	\$ 9,029	103%	\$ 7,946	114%	\$ (845)	\$2,432	\$2,383	\$4,815	1142%	Alex Panameno	Roman Stanakza	Kevin Chapa	No	\$0
5	23X032	2018	Ford	Escape	38	Auction/Wholesale	No	No	\$ 19,200	\$ 20,295	94%	\$ 20,426	99%	\$ (1,095)	(\$510)	\$2,004	\$1,494	68%	Roc Anderson	Keith Adams	Karla Argueta	No	\$0
6	HPU264506A	2010	Volkswagen	Jetta	32	Trade on New	No	No	\$ 6,995	\$ 6,995	112%	\$ 6,246	112%	\$ -	\$945	\$791	\$1,736	323%	Jonny Cornejo	James Sink	Karla Argueta	No	\$0
7	HPH058114A	2018	Hyundai	Kona	17	Trade on New	No	No	\$ 20,774	\$ 22,369	102%	\$ 20,367	110%	\$ (1,595)	\$4,482	\$1,478	\$5,960	706%	Alex Panameno	Keith Adams	Jarred Thompson	No	\$0
8	HPH070854A	2018	Dodge	Durango	24	Trade on New	No	No	\$ 19,255	\$ 19,850	108%	\$ 17,829	111%	\$ (595)	\$1,873	\$616	\$2,489	208%	Alex Panameno	Roman Stanakza	Kevin Chapa	No	\$0
9	PPC827876A	2023	Nissan	Rogue	55	Trade on New	Yes	No	\$ 30,145	\$ 30,145	95%	\$ 31,732	95%	\$ -	\$656	\$2,615	\$3,271	73%	Jonny Cornejo	Esme Espinoza	Jarred Thompson	Yes	\$1,500
10	HPU075382A	2022	Kia	Carnival	46	Trade on New	No	No	\$ 40,989	\$ 42,575	91%	\$ 45,043	95%	\$ (1,586)	\$3,123	\$3,787	\$6,910	137%	Alex Panameno	Roman Stanakza	Karla Argueta	Yes	\$3,500
11	HPA025860A	2021	Jeep	Wrangler 4xe	36	Trade on New	No	No	\$ 46,350	\$ 46,350	103%	\$ 45,000	103%	\$ -	\$3,983	\$1,342	\$5,325	126%	Jonny Cornejo	Esme Espinoza	Kevin Chapa	No	\$0
12	HPH119284B	2022	Nissan	Frontier	49	Trade on New	Yes	No	\$ 34,355	\$ 35,055	102%	\$ 33,681	104%	\$ (700)	\$2,151	\$1,800	\$3,951	88%	Alex Panameno	Roman Stanakza	Kevin Chapa	No	\$0
13	PPC842831A	2020	Nissan	Rogue	41	Trade on New	Yes	No	\$ 23,562	\$ 25,167	98%	\$ 24,043	105%	\$ (1,605)	\$5,318	\$2,552	\$7,870	348%	Gabriela Rivera	Roman Stanakza	Kevin Chapa	No	\$0
14	HPA315941A	2018	Buick	Encore	23	Trade on New	No	No	\$ 16,989	\$ 18,584	103%	\$ 16,494	113%	\$ (1,595)	\$3,280	\$1,071	\$4,351	445%	Matthew Patten	Roman Stanakza	Karla Argueta	No	\$0
15	23X043	2017	Toyota	Camry	3	Auction/Wholesale	No	No	\$ 15,999	\$ 15,999	98%	\$ 16,326	98%	\$ -	\$433	\$800	\$1,233	951%	Solomon Herring	Roman Stanakza	Karla Argueta	Yes	\$1,200
16	HPH587512A	2014	Toyota	Prius	12	Trade on New	No	No	\$ 18,998	\$ 19,047	93%	\$ 20,428	93%	\$ (49)	\$549	\$1,595	\$2,144	348%	Hail Afshar	James Sink	Kevin Chapa	No	\$0
17	STKTBD2	2020	Hyundai	Elantra	1	LBO Customer	No	No	\$ 12,290	\$ 12,590	75%	\$ 16,387	77%	\$ (300)	\$2,197	\$1,877	\$2,344	5234%	Charles Degan	James Sink	Karla Argueta	Yes	\$3,500
18	HPH575688C	2017	Nissan	Maxima	3	Trade on Used	No	No	\$ 25,987	\$ 26,543	99%	\$ 26,249	101%	\$ (556)	\$2,970	\$1,693	\$4,663	2374%	Alex Panameno	Keith Adams	Kevin Chapa	Yes	\$2,750
19	23Y013	2022	Hyundai	Santa Fe	61	Auction/Wholesale	Yes	No	\$ 34,021	\$ 35,987	102%	\$ 33,354	108%	\$ (1,666)	(\$438)	\$1,444	\$1,006	16%	Halley Romero	James Sink	Karla Argueta	No	\$0
20	23X020	2022	Nissan	Maxima	103	Auction/Wholesale	Yes	No	\$ 42,198	\$ 42,198	115%	\$ 36,694	115%	\$ -	\$0	\$1,587	\$1,587	13%	Roc Anderson	Keith Adams	Jarred Thompson	Yes	\$100
21	23P124	2020	Nissan	Kicks	49	Auction/Wholesale	Yes	No	\$ 22,987	\$ 24,582	98%	\$ 23,456	105%	\$ (1,595)	(\$811)	\$2,774	\$1,963	57%	Justin Van Hoven	Keith Adams	Kevin Chapa	Yes	\$250
22	HPU173695A	2023	BMW	IX	85	Trade on New	No	No	\$ 74,900	\$ 68,009	107%	\$ 70,000	97%	\$ 6,891	(\$8,753)	\$0	(\$8,753)	-48%	Solomon Herring	Roman Stanakza	Kevin Chapa	No	\$0
23	HPU155151A	2014	Toyota	Camry	53	Trade on New	No	No	\$ 14,441	\$ 14,441	95%	\$ 15,201	95%	\$ -	\$1,681	\$1,839	\$3,520	187%	Charles Degan	Esme Espinoza	Kevin Chapa	Yes	\$650
24	23X038B	2015	Hyundai	Sonata	49	Trade on Used	No	No	\$ 12,568	\$ 12,568	112%	\$ 11,221	112%	\$ -	\$168	\$589	\$757	45%	Solomon Herring	Roman Stanakza	Kevin Chapa	No	\$0
25	23P127	2020	Hyundai	Elantra	49	Auction/Wholesale	Yes	No	\$ 19,998	\$ 19,998	97%	\$ 20,616	97%	\$ (2,310)	\$0	(\$2,310)	\$0	-76%	Jonny Cornejo	James Sink	Karla Argueta	No	\$0
26	PPN635705A	2012	Nissan	Frontier	89	Trade on New	No	No	\$ 16,455	\$ 16,550	108%	\$ 15,236	109%	\$ (95)	\$1,420	\$2,605	\$4,025	108%	Alex Panameno	Roman Stanakza	Karla Argueta	No	\$0
27	NPY296211A	2016	Nissan	Altima	40	Trade on New	No	No	\$ 15,706	\$ 15,706	102%	\$ 15,398	102%	\$ -	\$3,065	\$1,097	\$4,162	296%	Solomon Herring	Roman Stanakza	Karla Argueta	No	\$0
28	HPH072922A	2018	Toyota	Tacoma	75	Trade on New	No	No	\$ 33,417	\$ 30,907	107%	\$ 31,231	99%	\$ 2,510	(\$1,211)	\$5,698	\$4,487	67%	Jonny Cornejo	Esme Espinoza	Jarred Thompson	No	\$0
29	HPH590796A	2014	Chevrolet	Cruze	42	Trade on New	No	No	\$ 10,890	\$ 10,885	115%	\$ 9,470	115%	\$ 5	\$4,323	\$3,453	\$7,776	1016%	Alex Panameno	Roman Stanakza	Kevin Chapa	No	\$0
30	23X020A	2021	Nissan	Altima	1	Trade on Used	Yes	No	\$ 25,961	\$ 26,556	99%	\$ 26,223	101%	\$ (595)	\$5,200	\$7,209	\$12,409	20918%	Solomon Herring	Esme Espinoza	Karla Argueta	No	\$0
31	23X046	2021	Nissan	Rogue	16	Auction/Wholesale	No	Blank	\$ 25,988	\$ 27,583	102%	\$ 25,478	108%	\$ (1,595)	\$2,357	\$3,200	\$5,557	496%	Solomon Herring	Roman Stanakza	Vanessa F	No	\$0
32	23R036	2023	Nissan	Rogue	18	Loaner	Yes	Blank	\$ 29,865	\$ 31,440	105%	\$ 28,443	111%	\$ (1,595)	(\$207)	\$1,200	\$993	63%	Shakur Jackson	Keith Adams	Karla Argueta	No	\$0
33	23L050	2023	Hyundai	Sonata	11	Loaner	Yes	No	\$ 28,599	\$ 28,111	106%	\$ 27,320	103%	\$ 848	\$176	\$0	\$176	21%	Halley Romero	Roman Stanakza	Kevin Chapa	Yes	\$1,500
34	HPU598145B	2013	Toyota	Yaris	20	Trade on New	No	No	\$ 8,995	\$ 8,995	126%	\$ 7,139	126%	\$ -	\$134	\$2,011	\$2,145	436%	GABRIELA RIVERA	ROMAN STANAKZA	KEVIN CHAPA	No	\$0
35	23X039	2023	Nissan	Rogue	43	Trade on New	Yes	Yes	\$ 26,998	\$ 26,998	102%	\$ 26,469	102%	\$ -	\$656	\$3,285	\$3,941	125%	HALLEY ROMERO	JAMES SINK	KEVIN CHAPA	No	\$0
36	23P152	2020	Nissan	Frontier	15	Trade on New	Yes	Yes	\$ 34,500	\$ 34,500	118%	\$ 29,237	118%	\$ -	\$1,411	\$3,403	\$4,814	349%	ALEX PANAMENO	KEITH ADAMS	KEVIN CHAPA	No	\$0
37	23L039	2023	Hyundai	Kona	31	Trade on New	Yes	Yes	\$ 27,986	\$ 26,452	98%	\$ 28,557	93%	\$ 1,534	(\$224)	\$3,485	\$3,261	142%	SOLOMON HERRI	ROMAN STANAKZA	KEVIN CHAPA	No	\$0
38	23P154	2015	Honda	Clivic	9	Trade on New	No	No	\$ 13,687	\$ 15,200	110%	\$ 12,443	122%	\$ (1,513)	(\$989)	\$164	(\$925)	-204%	SHAKUR JACKSON	ROMAN STANAKZA	KEVIN CHAPA	Yes	\$0
39	23L036	2023	Hyundai	Santa Cruz	42	Trade on New	Yes	Yes	\$ 33,578	\$ 34,578	125%	\$ 26,862	129%	\$ (1,000)	\$1,542	\$3,272	\$4,814	125%	JONNY CORNEJO	ROMAN STANAKZA	KARLA ARGUETA	No	\$0
40	HPH011718A	2020	Hyundai	Santa Fe	41	Trade on New	Yes	Yes	\$ 22,587	\$ 23,000	105%	\$ 21,511	107%	\$ (413)	\$2,694	\$5,553	\$8,247	357%	JUSTIN VAN HOVEN	ROMAN STANAKZA	KEVIN CHAPA	Yes	\$1,500
41	HPN111485A	2020	Nissan	Maxima	48	Trade on New	Yes	Yes	\$ 33,319	\$ 34,789	116%	\$ 28,723	121%	\$ (1,470)	(\$1,817)	\$4,780	\$2,963	61%	JONNY CORNEJO	ESME ESPINOZA	KARLA ARGUETA	No	\$0
42	23R033	2023	Nissan	Rogue	28	Trade on New	Yes	Yes	\$ 29,995	\$ 29,995	102%	\$ 29,407	102%	\$ -	\$1,208	\$3,165	\$4,373	195%	GABRIELA RIVERA	ROMAN STANAKZA	KARLA ARGUETA	No	\$0
43	PPC869445A	2023	Nissan	Sentra	27	Trade on New	Yes	Yes	\$ 21,987	\$ 21,987	108%	\$ 20,358	108%	\$ -	\$1,719	\$3,517	\$5,236	344%	GABRIELA RIVERA	KEITH ADAMS	KARLA ARGUETA	Yes	\$500
44	PPN660945A	2019	Nissan	Frontier	12	Trade on New	Yes	Yes	\$ 24,987	\$ 24,987	105%	\$ 23,797	105%	\$ -	\$2,623	\$1,128	\$3,751	503%	GABRIELA RIVERA	ROMAN STANAKZA	KEVIN CHAPA	No	\$0
45	23L032	2023	Hyundai	Sonata	74	Trade on New	Yes	Yes	\$ 31,567	\$ 31,567	103%	\$ 30,648	103%	\$ -	(\$1,070)	\$432	(\$1,070)	-16%	JUSTIN VAN HOVEN	ROMAN STANAKZA	KEVIN CHAPA	No	\$0
46	23L020A	2020	Nissan	Rogue Sport	48	Trade on New	Yes	Yes	\$ 28,745	\$ 29,653	99%	\$ 29,035	102%	\$ (908)	\$2,038	\$4,187	\$6,225	169%	SHAKUR JACKSON	KEITH ADAMS	KEVIN CHAPA	No	\$0
47	23P144	2020	Nissan	Kicks	27	Trade on New	Yes	Yes	\$ 20,745	\$ 21,895	112%	\$ 18,522	118%	\$ (1,150)	\$203	\$2,514	\$2,717	167%	GABRIELA RIVERA	KEITH ADAMS	KARLA ARGUETA	Yes	\$1,200
48	HPH59815A	2003	Hyundai	Elantra	14	Trade on New	No	Yes	\$ 8,995	\$ 8,995	145%	\$ 6,203	145%	\$ -	\$244	\$1,789	\$2,033	597%	JUSTIN VAN HOVEN	ESME ESPINOZA	KARLA ARGUETA	Yes	\$3,700
49	23P150	2020	Nissan	Altima	47	Trade on New	Yes	Yes	\$ 18,756	\$ 18,756	132%	\$ 14,209	132%	\$ -	(\$375)	\$0	(\$375)	-15%	SOLOMON HERRI	JAMES SINK	KARLA ARGUETA	No	\$0
50	HPU252607A	2019	GMC	Acadia	12	Trade on New	No	No	\$ 23,567	\$ 23,567	105%	\$ 22,445	105%	\$ -	\$793	\$2,168	\$2,961	390%	HAQIL AFSHAR	JAMES SINK	KEVIN CHAPA	No	\$0
5																							

Scoreboard Totals

% Retailed of Non-Franchise Make	68%
Total # Retail Units	50
Avg. Days to Sale	35.2
Avg. Advertised Price (Time of Sale)	\$ 24,538
Avg. Transaction Price	\$ 24,790
Avg. Market Price at 100%	\$ 23,504
Avg. Price to Market % (Time of Sale)	104%
Avg. Transaction to Market	105%
Avg. Transactional Discount	\$ (324)
Avg. Front-End Gross	\$ 922
Avg. Finance Gross	\$ 2,161
PUVR	\$ 3,083
Total Gross (Units & PUVR)	\$ 154,125
GROI	127%
% with Trade	28%
Avg. Over/Under Allowance	\$428



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	
% Retailed of Non-New Franchise	68%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	35.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,538	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,790	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,504	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (324)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 922	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,161	#DIV/0!	#DIV/0!
PUVR	\$ 3,083	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 154,125	#DIV/0!	#DIV/0!
GROI	127%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	428	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Matt Vollmers
% Retailed of Non-New Franchise	68%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	35.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,538	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,790	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,504	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (324)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 922	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,161	#DIV/0!	#DIV/0!
PUVR	\$ 3,083	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 154,125	#DIV/0!	#DIV/0!
GROI	127%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	428	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Walker Strong	
% Retailed of Non-New Franchise	68%	#DIV/0!	#DIV/0!
Total # Retail Units	50	0	0
Avg. Days to Sale	35.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,538	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,790	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 23,504	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (324)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 922	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,161	#DIV/0!	#DIV/0!
PUVR	\$ 3,083	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 154,125	#DIV/0!	#DIV/0!
GROI	127%	#DIV/0!	#DIV/0!
% with Trade	28%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	428	#DIV/0!	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	50	25	25
Avg. Days to Sale	35.2	39.9	30.5
Avg. Advertised Price (Time of Sale)	\$ 24,538	\$ 27,813	\$ 21,343
Avg. Transaction Price	\$ 24,790	\$ 28,238	\$ 21,343
Avg. Market Price at 100%	\$ 23,504	\$ 26,558	\$ 21,058
Avg. Price to Market % (Time of Sale)	104%	105%	101%
Avg. Transaction to Market	105%	106%	101%
Avg. Transactional Discount	\$ (324)	\$ (506)	\$ (112)
Avg. Front-End Gross	\$ 922	\$ 737	\$ 1,071
Avg. Finance Gross	\$ 2,161	\$ 2,471	\$ 1,887
PUVR	\$ 3,083	\$ 3,207	\$ 2,958
Total Gross (Units & PUVR)	\$ 154,125	\$ 80,187	\$ 73,938
GROI	127%	103%	163%
% with Trade	28%	28%	28%
Avg. Over/Under Allowance	428	262	612



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	50	14	34
Avg. Days to Sale	35.2	35.5	36.1
Avg. Advertised Price (Time of Sale)	\$ 24,538	\$ 26,053	\$ 23,892
Avg. Transaction Price	\$ 24,790	\$ 26,297	\$ 23,892
Avg. Market Price at 100%	\$ 23,504	\$ 23,824	\$ 23,616
Avg. Price to Market % (Time of Sale)	104%	109%	101%
Avg. Transaction to Market	105%	110%	101%
Avg. Transactional Discount	\$ (324)	\$ (243)	\$ (262)
Avg. Front-End Gross	\$ 922	\$ 744	\$ 959
Avg. Finance Gross	\$ 2,161	\$ 2,894	\$ 1,883
PUVR	\$ 3,083	\$ 3,638	\$ 2,843
Total Gross (Units & PUVR)	\$ 154,125	\$ 50,925	\$ 96,650
GROI	127%	140%	118%
% with Trade	28%	29%	29%
Avg. Over/Under Allowance	428	493	440



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	50	33	5
% of Retail Units	100%	66%	10%
% Retailed of Non-New Franchise	68%	58%	100%
Avg. Days to Sale	35.2	38.1	18.4
Avg. Transaction Price	\$ 24,790	\$ 25,411	\$ 18,539
Avg. Transaction to Market %	105%	109%	105%
Avg. Transactional Discount	\$ (324)	\$ (119)	\$ (665)
Avg. Front End Gross	\$ 922	\$ 1,128	\$ 2,175
Avg. Finance Gross	\$ 2,161	\$ 2,339	\$ 2,583
PUVR	\$ 3,083	\$ 3,468	\$ 4,758
Total Gross (Units & PUVR)	\$ 154,125	\$ 114,430	\$ 23,790
GROI	127%	129%	502%
% with Trade	28%	24%	20%
Avg. Over/Under Allowance	428	380	550



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	7	3	2
0%	14%	6%	4%
#DIV/0!	86%	67%	100%
#DIV/0!	45.6	30.0	1.0
#DIV/0!	\$ 26,663	\$ 29,701	\$ 16,268
#DIV/0!	104%	102%	77%
#DIV/0!	\$ (1,563)	\$ (249)	\$ (300)
#DIV/0!	\$ (183)	\$ (544)	\$ (10)
#DIV/0!	\$ 1,687	\$ 678	\$ 2,497
#DIV/0!	\$ 1,504	\$ 134	\$ 2,487
#DIV/0!	\$ 10,530	\$ 402	\$ 4,973
#DIV/0!	45%	5%	5503%
#DIV/0!	43%	33%	50%
#DIV/0!	221	500	1,750

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	50	8	4
% of Retail Units	100%	16%	8%
% Retailed of Non-New Franchise	68%	25%	0%
Avg. Days to Sale	35.2	18.0	39.3
Avg. Transaction Price	\$ 24,790	\$ 22,641	\$ 27,757
Avg. Transaction to Market %	105%	115%	108%
Avg. Transactional Discount	\$ (324)	\$ (333)	\$ 30
Avg. Front End Gross	\$ 922	\$ 902	\$ 1,167
Avg. Finance Gross	\$ 2,161	\$ 2,231	\$ 3,899
PUVR	\$ 3,083	\$ 3,133	\$ 5,066
Total Gross (Units & PUVR)	\$ 154,125	\$ 25,060	\$ 20,263
GROI	127%	277%	167%
% with Trade	28%	50%	25%
Avg. Over/Under Allowance	428	675	375



46-60 days	61-90 days	90+ days
3	1	0
6%	2%	0%
0%	0%	#DIV/0!
47.7	74.0	#DIV/0!
\$ 27,733	\$ 31,567	#DIV/0!
118%	103%	#DIV/0!
\$ (793)	\$ -	#DIV/0!
\$ (51)	\$ (1,507)	#DIV/0!
\$ 2,989	\$ 432	#DIV/0!
\$ 2,938	\$ (1,075)	#DIV/0!
\$ 8,813	\$ (1,075)	#DIV/0!
80%	-17%	#DIV/0!
0%	0%	#DIV/0!
0	0	#DIV/0!