

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	LC1712	2020	Hyundai	ELANTRA	52	LBO Customer		\$ 24,708	\$ 24,000	97%	\$1,489	\$1,186
2	P569983A	2018	Ram	1500 SPORT	116	Trade on New		\$ 43,744	\$ 38,200	104%	\$105	\$2,010
3	LC1674	2017	Toyota	COROLLA	82	Auction/Wholesale		\$ 30,918	\$ 30,918	94%	\$3,445	\$2,234
4	LC1726	2017	Ram	1500 SLT	34	Street/Curb Buy		\$ 35,758	\$ 32,188	104%	(\$133)	\$578
5	P653787A	2021	Ram	1500 WARLOCK	28	Trade on New		\$ 48,973	\$ 48,472	102%	\$6,462	\$250
6	LC1732A	2019	Mazda	3 GS	9	Trade on Used		\$ 26,999	\$ 26,999	103%	\$507	\$1,186
7	LC1707A	2017	Jeep	WRANGLER	8	Trade on Used		\$ 38,999	\$ 38,499	100%	\$2,811	\$2,510
8	P626534A	2019	Ford	F-350	24	Trade on New		\$ 89,675	\$ 83,750	102%	\$1,483	\$4,801
9	LC1771	2019	Ram	1500	25	Street/Curb Buy		\$ 42,325	\$ 42,885	96%	\$5,750	\$100
10	LC1715	2019	Ram	1500 REBEL	9	LBO Customer		\$ 51,999	\$ 50,500	109%	\$4,288	\$1,300
11	LC1723A	2020	Ram	1500 ST	10	Trade on Used		\$ 44,998	\$ 44,999	106%	\$6,602	\$3,000
12	LC1657	2021	Mazda	3 GT	124	Auction/Wholesale		\$ 34,595	\$ 34,267	105%	(\$4,545)	\$530
13	P560419BB	2020	Honda	CIVIC SPORT	25	Trade on Used		\$ 30,999	\$ 30,499	105%	\$3,845	\$2,532
14	P606673A	2021	Dodge	DURANGO	30	Trade on New		\$ 55,505	\$ 50,500	99%	(\$231)	\$2,208
15	LC1553A	2019	Jeep	GRAND CHEROKEE	82	Trade on Used		\$ 45,676	\$ 44,901	99%	(\$1,217)	\$679
16	P560419BA	2019	BMW	330I	71	Trade on New		\$ 36,866	\$ 38,885	101%	\$4,769	\$2,500
17	P634418B	2020	Tesla	MODEL 3	7	Trade on Used		\$ 48,999	\$ 44,000	113%	\$2,358	\$2,027
18	P515170A	2015	Chrysler	200	43	Trade on New		\$ 17,887	\$ 15,917	98%	(\$423)	\$3,606
19	LC1605	2021	Hyundai	PALISADE	168	Auto Fleet (Enterprise, etc.)		\$ 42,687	\$ 42,686	98%	(\$4,970)	\$2,030
20	N194560A	2015	Dodge	JOURNEY	34	Trade on New		\$ 17,995	\$ 17,887	98%	\$3,669	\$500
21	P605633A	2015	Ram	SPORT	11	Trade on New		\$ 35,996	\$ 33,500	105%	\$1,410	\$3,000
22	LC1768	2021	Ram	SPORT	19	LBO Customer		\$ 59,842	\$ 53,000	102%	\$853	\$4,724
23	P664200AA	2022	Jeep	WRANGLER	61	Trade on New		\$ 53,811	\$ 52,773	95%	\$2,479	\$2,849
24	P533677B	2019	Ram	1500 LIMITED	48	Trade on Used		\$ 57,806	\$ 57,806	100%	(\$883)	\$4,455
25	P597762A	2018	Mercedes-Benz	C300	13	Trade on New		\$ 37,999	\$ 37,725	104%	\$4,233	\$2,030
26	R158938A	2019	Jeep	COMPASS TRAILH	36	Trade on New		\$ 36,886	\$ 34,674	109%	\$2,682	\$3,023
27	P606390A	2018	Ram	1500 SPORT	28	Trade on New		\$ 39,899	\$ 39,885	99%	\$1,628	\$5,596
28	P527213A	2022	Ram	3500 LIMITED	46	Trade on New		\$ 95,436	\$ 93,641	96%	(\$1,295)	\$100
29	LC1779	2020	Jeep	CHEROKEE SPORT	11	LBO Customer		\$ 28,998	\$ 28,995	95%	\$4,075	\$500
30	LC1719A	2022	Ford	F-350	49	Trade on Used		\$ 101,999	\$ 101,999	98%	(\$2,264)	\$530

31	P641447A	2021	Mazda	3 GT	31	Trade on New		\$	34,999	\$	33,999	104%	\$1,002	\$5,709
32	LC1788	2023	Kia	FORTE	8	Street/Curb Buy		\$	37,998	\$	37,998	104%	\$4,913	\$1,023
33	P522493A	2020	Hyundai	PALISADE	82	Trade on New		\$	43,785	\$	42,500	92%	(\$5,601)	\$3,213
34	LC1777	2020	Jeep	WRANGLER SAHA	20	LBO Customer		\$	58,494	\$	49,544	103%	(\$1,528)	\$1,100
35	LC1259B	2019	Ford	F-150 RAPTOR	77	Trade on Used		\$	82,746	\$	82,745	98%	\$1,247	\$7,432
36	P647731a	2016	GMC	TERRAIN	40	Trade on New		\$	19,899	\$	19,820	105%	\$1,332	\$1,500
37	LC1774	2022	Jeep	GRAND CHEROKE	22	Loaner		\$	67,287	\$	64,892	97%	(\$2,150)	\$5,589
38	LC1756	2019	Toyota	MIRAI	36	Auction/Wholesale		\$	23,373	\$	23,372	93%	(\$3,117)	\$100
39	LC1760	2017	Dodge	JOURNEY	34	Auction/Wholesale		\$	26,777	\$	26,500	104%	(\$2,668)	\$3,030
40	LC1776	2019	Ram	1500 SLT	19	Street/Curb Buy		\$	43,887	\$	40,000	95%	(\$2,126)	\$530
41	LC1811	2020	Dodge	GRAND CARAVAN	12	ntal Fleet (Enterprise, etc.)		\$	35,980	\$	32,800	100%	(\$1,014)	\$5,500
42	P632231A	2015	Dodge	CHARGER	24	Trade on New		\$	24,545	\$	24,545	97%	\$1,824	\$1,300
43	LC1807	2020	Honda	HR-V	15	LBO Customer		\$	34,999	\$	34,998	103%	\$5,112	\$3,199
44	N169394A	2022	Jeep	GLADIATOR RUBI	11	Trade on New		\$	66,844	\$	66,744	103%	\$756	\$4,837
45	P522493b	2018	Hyundai	TUCSON	16	Trade on Used		\$	29,499	\$	29,499	108%	\$4,817	\$6,377
46	R133267A	2021	Ram	1500 REBEL	19	Trade on New		\$	69,886	\$	69,886	112%	\$3,616	\$930
47	LC1706	2020	Kia	FORTE	102	Auction/Wholesale		\$	29,886	\$	29,885	108%	\$11,565	\$1,050
48	P562257A	2018	Chevrolet	COLORADO	14	Trade on New		\$	42,995	\$	41,999	106%	\$6,161	\$4,024
49	LC1776A	2022	GMC	SIERRA	9	Trade on Used		\$	99,886	\$	97,456	104%	\$2,875	\$679
50	LC1809	2017	Ford	ESCAPE	16	Auction/Wholesale		\$	25,999	\$	24,303	117%	\$3,239	\$2,966
51	LC1808	2020	Ram	PROMASTER	14	Auction/Wholesale		\$	63,885	\$	63,885	100%	\$5,650	\$5,041
52	LC1828	2021	Honda	CIVIC LX	10	ntal Fleet (Enterprise, etc.)		\$	31,980	\$	31,980	107%	(\$912)	\$4,209
53	LC1677	2021	Ram	3500	125	ntal Fleet (Enterprise, etc.)		\$	67,896	\$	67,895	95%	(\$2,078)	\$1,742

Scoreboard Totals

% Retailed of Non-Franchise Make	43%
Total # Retail Units	56
Avg. Days to Sale	39.8
Avg. Advertised Price (Time of Sale)	\$ 45,485
Avg. Transaction Price	\$ 44,097
Avg. Market Price at 100%	\$ 44,640
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	99%
Avg. Transactional Discount	\$ 1,387
Avg. Front-End Gross	\$ 1,469
Avg. Finance Gross	\$ 2,575
PUVR	\$ 4,044
Total Gross (Units & PUVR)	\$ 226,444
GROI	83%
% with Trade	41%
Avg. Over/Under Allowance	(\$391)



Scoreboard

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Desk Manager	Totals	JP	SG
% Retailed of Non-New Franchise	43%	42%	50%
Total # Retail Units	56	19	16
Avg. Days to Sale	39.8	43.5	38.3
Avg. Advertised Price (Time of Sale)	\$ 45,485	\$ 50,219	\$ 50,591
Avg. Transaction Price	\$ 44,097	\$ 48,917	\$ 49,024
Avg. Market Price at 100%	\$ 44,640	\$ 49,804	\$ 49,341
Avg. Price to Market % (Time of Sale)	102%	101%	103%
Avg. Transaction to Market	99%	98%	99%
Avg. Transactional Discount	\$ 1,387	\$ 1,302	\$ 1,567
Avg. Front-End Gross	\$ 1,469	\$ 1,439	\$ 1,637
Avg. Finance Gross	\$ 2,575	\$ 2,658	\$ 3,216
PUVR	\$ 4,044	\$ 4,097	\$ 4,853
Total Gross (Units & PUVR)	\$ 226,444	\$ 77,841	\$ 77,651
GROI	83%	69%	93%
% with Trade	41%	53%	44%
Avg. Over/Under Allowance	-391	138	-375



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RP	MB		
33%	38%	#DIV/0!	#DIV/0!
12	8	0	0
35.7	43.3	#DIV/0!	#DIV/0!
\$ 40,882	\$ 33,367	#DIV/0!	#DIV/0!
\$ 39,151	\$ 32,692	#DIV/0!	#DIV/0!
\$ 41,463	\$ 32,096	#DIV/0!	#DIV/0!
99%	104%	#DIV/0!	#DIV/0!
94%	102%	#DIV/0!	#DIV/0!
\$ 1,731	\$ 676	#DIV/0!	#DIV/0!
\$ 228	\$ 2,842	#DIV/0!	#DIV/0!
\$ 2,005	\$ 1,901	#DIV/0!	#DIV/0!
\$ 2,233	\$ 4,744	#DIV/0!	#DIV/0!
\$ 26,799	\$ 37,948	#DIV/0!	#DIV/0!
58%	121%	#DIV/0!	#DIV/0!
33%	25%	#DIV/0!	#DIV/0!
-1,469	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	DEREK	COLLEEN
% Retailed of Non-New Franchise	43%	43%	20%
Total # Retail Units	56	7	5
Avg. Days to Sale	39.8	40.1	25.0
Avg. Advertised Price (Time of Sale)	\$ 45,485	\$ 41,565	\$ 31,770
Avg. Transaction Price	\$ 44,097	\$ 40,823	\$ 30,866
Avg. Market Price at 100%	\$ 44,640	\$ 41,204	\$ 30,592
Avg. Price to Market % (Time of Sale)	102%	101%	104%
Avg. Transaction to Market	99%	99%	101%
Avg. Transactional Discount	\$ 1,387	\$ 742	\$ 904
Avg. Front-End Gross	\$ 1,469	\$ 1,545	\$ 4,025
Avg. Finance Gross	\$ 2,575	\$ 3,727	\$ 1,448
PUVR	\$ 4,044	\$ 5,272	\$ 5,473
Total Gross (Units & PUVR)	\$ 226,444	\$ 36,907	\$ 27,366
GROI	83%	116%	255%
% with Trade	41%	43%	0%
Avg. Over/Under Allowance	-391	#DIV/0!	#DIV/0!



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SHAWN	MIKE	ZIYAAD	MILAD
20%	33%	0%	0%
5	3	3	1
35.2	44.7	28.0	48.0
\$ 49,547	\$ 58,417	\$ 56,565	\$ 57,806
\$ 47,577	\$ 56,179	\$ 55,719	\$ 57,806
\$ 49,047	\$ 58,119	\$ 56,078	\$ 57,806
101%	101%	101%	100%
97%	97%	99%	100%
\$ 1,970	\$ 2,238	\$ 846	\$ -
\$ 530	\$ 631	\$ 4,139	\$ (883)
\$ 1,972	\$ 3,692	\$ 3,063	\$ 4,455
\$ 2,503	\$ 4,323	\$ 7,202	\$ 3,572
\$ 12,513	\$ 12,970	\$ 21,607	\$ 3,572
54%	62%	166%	46%
60%	33%	67%	0%
-881	-2,000	-1,160	#DIV/0!

NICHOLAS	RAJAN	JOHN	MANNY
100%	33%	83%	50%
1	3	6	2
40.0	18.7	45.3	27.5
\$ 19,899	\$ 54,782	\$ 31,103	\$ 97,661
\$ 19,820	\$ 49,167	\$ 30,944	\$ 95,549
\$ 18,951	\$ 52,699	\$ 29,991	\$ 97,728
105%	104%	104%	100%
105%	93%	103%	98%
\$ 79	\$ 5,615	\$ 159	\$ 2,112
\$ 1,332	\$ 993	\$ 3,519	\$ 790
\$ 1,500	\$ 2,986	\$ 3,379	\$ 390
\$ 2,832	\$ 3,980	\$ 6,898	\$ 1,179
\$ 2,832	\$ 11,939	\$ 41,386	\$ 2,359
129%	156%	177%	16%
0%	33%	33%	50%
#DIV/0!	-500	2,258	#DIV/0!

KATE	REGAN	DENISE	JASON
50%	100%	100%	0%
4	2	1	3
19.8	65.5	168.0	59.0
\$ 36,206	\$ 72,892	\$ 42,687	\$ 40,820
\$ 35,596	\$ 72,250	\$ 42,686	\$ 36,667
\$ 34,283	\$ 75,837	\$ 43,558	\$ 39,845
106%	96%	98%	102%
104%	95%	98%	92%
\$ 610	\$ 643	\$ 1	\$ 4,154
\$ 4,771	\$ (3,933)	\$ (4,970)	\$ (1,278)
\$ 2,510	\$ 1,872	\$ 2,030	\$ 3,914
\$ 7,281	\$ (2,061)	\$ (2,940)	\$ 2,636
\$ 29,122	\$ (4,122)	\$ (2,940)	\$ 7,909
373%	-16%	-15%	44%
50%	50%	100%	33%
1,040	-2,500	#DIV/0!	#DIV/0!

LAYNE	JACOB		
33%	33%	#DIV/0!	#DIV/0!
3	3	0	0
24.3	56.3	#DIV/0!	#DIV/0!
\$ 45,517	\$ 43,423	#DIV/0!	#DIV/0!
\$ 45,248	\$ 43,255	#DIV/0!	#DIV/0!
\$ 44,273	\$ 45,200	#DIV/0!	#DIV/0!
103%	96%	#DIV/0!	#DIV/0!
102%	96%	#DIV/0!	#DIV/0!
\$ 269	\$ 167	#DIV/0!	#DIV/0!
\$ 2,949	\$ (795)	#DIV/0!	#DIV/0!
\$ 3,008	\$ 1,451	#DIV/0!	#DIV/0!
\$ 5,957	\$ 656	#DIV/0!	#DIV/0!
\$ 17,870	\$ 1,968	#DIV/0!	#DIV/0!
195%	10%	#DIV/0!	#DIV/0!
67%	33%	#DIV/0!	#DIV/0!
3,000	-4,000	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	BS	JW
% Retailed of Non-New Franchise	43%	39%	31%
Total # Retail Units	56	18	16
Avg. Days to Sale	39.8	45.1	46.1
Avg. Advertised Price (Time of Sale)	\$ 45,485	\$ 47,828	\$ 49,014
Avg. Transaction Price	\$ 44,097	\$ 46,329	\$ 47,357
Avg. Market Price at 100%	\$ 44,640	\$ 46,978	\$ 49,110
Avg. Price to Market % (Time of Sale)	102%	102%	100%
Avg. Transaction to Market	99%	99%	96%
Avg. Transactional Discount	\$ 1,387	\$ 1,500	\$ 1,658
Avg. Front-End Gross	\$ 1,469	\$ 1,700	\$ 264
Avg. Finance Gross	\$ 2,575	\$ 2,744	\$ 2,641
PUVR	\$ 4,044	\$ 4,443	\$ 2,905
Total Gross (Units & PUVR)	\$ 226,444	\$ 79,980	\$ 46,483
GROI	83%	77%	48%
% with Trade	41%	0%	0%
Avg. Over/Under Allowance	-391	-963	82



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TP	CM	KP	DS
100%	20%	60%	33%
4	5	5	3
22.5	25.0	20.2	81.3
\$ 64,168	\$ 31,770	\$ 36,272	\$ 46,797
\$ 62,687	\$ 30,866	\$ 34,033	\$ 46,792
\$ 63,687	\$ 30,592	\$ 35,089	\$ 47,222
101%	104%	103%	99%
98%	101%	97%	99%
\$ 1,481	\$ 904	\$ 2,239	\$ 5
\$ 1,160	\$ 4,025	\$ 1,296	\$ (1,408)
\$ 1,885	\$ 1,448	\$ 2,829	\$ 4,027
\$ 3,045	\$ 5,473	\$ 4,125	\$ 2,619
\$ 12,179	\$ 27,366	\$ 20,626	\$ 7,856
78%	255%	216%	25%
0%	0%	0%	0%
1,788	#DIV/0!	-3,500	#DIV/0!

KB			
50%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
19.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 36,206	#DIV/0!	#DIV/0!	#DIV/0!
\$ 35,596	#DIV/0!	#DIV/0!	#DIV/0!
\$ 34,283	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 610	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,771	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,510	#DIV/0!	#DIV/0!	#DIV/0!
\$ 7,281	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,122	#DIV/0!	#DIV/0!	#DIV/0!
373%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
1,040	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	56	0	0
Avg. Days to Sale	39.8	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 45,485	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 44,097	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 44,640	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	99%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 1,387	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,469	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 2,575	#DIV/0!	#DIV/0!
PUVR	\$ 4,044	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 226,444	#DIV/0!	#DIV/0!
GROI	83%	#DIV/0!	#DIV/0!
% with Trade	41%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-391	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	56	32	24
Avg. Days to Sale	39.8	35.9	45.0
Avg. Advertised Price (Time of Sale)	\$ 45,485	\$ 46,958	\$ 42,762
Avg. Transaction Price	\$ 44,097	\$ 45,099	\$ 42,762
Avg. Market Price at 100%	\$ 44,640	\$ 46,540	\$ 42,624
Avg. Price to Market % (Time of Sale)	102%	101%	100%
Avg. Transaction to Market	99%	97%	100%
Avg. Transactional Discount	\$ 1,387	\$ 1,859	\$ 759
Avg. Front-End Gross	\$ 1,469	\$ 1,227	\$ 1,791
Avg. Finance Gross	\$ 2,575	\$ 2,535	\$ 2,628
PUVR	\$ 4,044	\$ 3,762	\$ 4,419
Total Gross (Units & PUVR)	\$ 226,444	\$ 120,394	\$ 106,050
GROI	83%	84%	83%
% with Trade	41%	47%	33%
Avg. Over/Under Allowance	-391	-987	951



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	56	23	11
% of Retail Units	100%	41%	20%
% Retailed of Non-New Franchise	43%	30%	64%
Avg. Days to Sale	39.8	40.5	30.9
Avg. Transaction Price	\$ 44,097	\$ 43,589	\$ 54,491
Avg. Transaction to Market %	99%	98%	101%
Avg. Transactional Discount	\$ 1,387	\$ 1,553	\$ 837
Avg. Front End Gross	\$ 1,469	\$ 1,583	\$ 1,882
Avg. Finance Gross	\$ 2,575	\$ 2,805	\$ 2,855
PUVR	\$ 4,044	\$ 4,389	\$ 4,737
Total Gross (Units & PUVR)	\$ 226,444	\$ 100,940	\$ 52,105
GROI	83%	89%	101%
% with Trade	41%	39%	27%
Avg. Over/Under Allowance	-391	-532	-2,000



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	7	1	6
7%	13%	2%	11%
25%	71%	0%	33%
21.5	58.3	22.0	21.0
\$ 38,268	\$ 33,304	\$ 64,892	\$ 40,173
95%	102%	94%	96%
\$ 1,724	\$ 329	\$ 2,395	\$ 3,001
\$ 2,101	\$ 1,938	\$ (2,150)	\$ 2,382
\$ 558	\$ 2,136	\$ 5,589	\$ 2,002
\$ 2,659	\$ 4,074	\$ 3,439	\$ 4,383
\$ 10,635	\$ 28,520	\$ 3,439	\$ 26,298
116%	76%	87%	187%
100%	29%	0%	33%
267	6,016	#DIV/0!	-3,500

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	4	0
0%	7%	0%
#DIV/0!	50%	#DIV/0!
#DIV/0!	78.8	#DIV/0!
#DIV/0!	\$ 43,840	#DIV/0!
#DIV/0!	98%	#DIV/0!
#DIV/0!	\$ 796	#DIV/0!
#DIV/0!	\$ (2,244)	#DIV/0!
#DIV/0!	\$ 3,370	#DIV/0!
#DIV/0!	\$ 1,127	#DIV/0!
#DIV/0!	\$ 4,507	#DIV/0!
#DIV/0!	12%	#DIV/0!
#DIV/0!	75%	#DIV/0!
#DIV/0!	-4,000	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	56	31	8
% of Retail Units	100%	55%	14%
% Retailed of Non-New Franchise	43%	39%	38%
Avg. Days to Sale	39.8	16.1	36.0
Avg. Transaction Price	\$ 44,097	\$ 45,298	\$ 25,545
Avg. Transaction to Market %	99%	100%	98%
Avg. Transactional Discount	\$ 1,387	\$ 1,746	\$ 1,152
Avg. Front End Gross	\$ 1,469	\$ 2,644	\$ 293
Avg. Finance Gross	\$ 2,575	\$ 2,713	\$ 2,256
PUVR	\$ 4,044	\$ 5,357	\$ 2,549
Total Gross (Units & PUVR)	\$ 226,444	\$ 166,076	\$ 20,390
GROI	83%	265%	100%
% with Trade	41%	42%	13%
Avg. Over/Under Allowance	-391	-20	186



46-60 days	61-90 days	90+ days
5	6	6
9%	11%	11%
40%	67%	50%
48.8	75.8	123.8
\$ 63,289	\$ 48,787	\$ 41,947
96%	96%	98%
\$ 1,248	\$ 180	\$ 1,171
\$ (1,176)	\$ 854	\$ (219)
\$ 2,101	\$ 3,151	\$ 2,106
\$ 925	\$ 4,005	\$ 1,887
\$ 4,626	\$ 24,029	\$ 11,323
11%	39%	13%
0%	83%	67%
#DIV/0!	-1,790	1,008