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SAMPLE
REPORT

Q4

2025

OMO

- Green Values are **20% higher** than the LinUs benchmark
- Red Values are **20% lower** than the LinUs Group Average

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Executive Summary August

Linus Benchmark
Beta

1. # OF MONTHS OF DATA																					
2. # OF ROOFTOPS																					
3. TOTAL USED RETAIL VEHICLES UNITS																					
4. TOTAL USED RETAIL VEHICLES SALES	595,410		1,233,816		1,779,844		3,791,060		1,264,581		3,076,065		3,646,639		3,000,481		2,820,946		3,121,270		
5. TOTAL USED RETAIL VEHICLES GROSS PROFIT	130,380	1,917	95,871	1,880	195,846	2,448	291,940	1,717	-18,043	-306	280,159	1,601	578,997	3,574	311,259	2,510	221,474	2,283		194,004	1,940
6. TOTAL USED VEHICLE DEPARTMENT UNITS	68		55		89		179		63		195		216		156		115			126	
7. TOTAL USED VEHICLE DEPARTMENT SALES	595,410		1,293,571		1,901,394		3,915,155		1,268,081		3,258,204		4,047,423		3,178,507		3,042,426			3,577,325	
8. TOTAL USED VEHICLE DEPARTMENT GROSS PROFIT	130,380	21.9%	98,145	7.59%	197,740	10.4%	280,204	7.16%	-18,043	-1.42%	278,731	8.55%	594,529	14.69%	319,339	10.05%	235,934	7.75%		212,884	5.95%
9. F&I PVR AVG																					
10. TOTAL VEHICLE & F&I DEPARTMENTS SALES	618,913		1,382,032		2,020,106		4,176,131		1,448,501		3,445,031		4,298,916		3,420,663		3,107,491			3,776,994	
11. TOTAL VEHICLE & F&I DEPARTMENTS GROSS PROFIT	153,883	24.86%	182,396	13.16%	310,599	15.33%	523,890	12.49%	143,562	9.78%	445,389	12.85%	832,807	19.31%	556,909	16.26%	300,999	9.69%		408,069	10.79%
12. TOTAL SERVICE DEPARTMENT R.O	0		100		394		234		389		300		898		4		282			0	
13. TOTAL SERVICE DEPARTMENT SALES	0		99,000		152,381		128,332		173,765		174,942		314,520		1,425		25,970			0	
14. TOTAL SERVICE DEPARTMENT GROSS PROFIT	0	N/A	23,052	23.28%	97,828	64.2%	75,289	58.67%	99,023	56.99%	122,662	70.12%	231,511	73.61%	1,425	100%	20,471	78.83%		0	N/A
15. TOTAL PARTS DEPARTMENT SALES	0		34,165		144,238		94,688		162,240		104,235		316,398		28,530		25,725			0	
16. TOTAL PARTS DEPARTMENT GROSS PROFIT	0	N/A	9,647	28.24%	36,882	25.57%	20,462	21.61%	37,796	23.3%	30,893	29.64%	115,497	36.5%	8,200	28.74%	9,761	37.94%		0	N/A
17. TOTAL BODY SHOP/DETAIL DEPARTMENT SALES	0		0		0		0		0		0		180,714		0		0			0	
18. TOTAL BODY SHOP/DETAIL DEPARTMENT GROSS PROFIT	0	N/A	0	N/A	0	N/A	0	N/A	0	N/A	0	N/A	25,466	14.09%	0	N/A	0	N/A		0	N/A
19. TOTAL PARTS, SERVICE & BODY SHOP SALES	0		133,165		296,619		223,020		336,005		279,176		811,631		29,955		51,695			0	
20. TOTAL PARTS, SERVICE & BODY SHOP GROSS PROFIT	0	N/A	32,699	24.56%	134,710	45.42%	95,751	42.93%	136,819	40.72%	153,555	55%	372,474	45.89%	9,625	32.13%	30,232	58.48%		0	N/A
21. TOTAL DEALERSHIP GROSS SALES	618,913		1,510,987		2,310,872		4,381,861		1,765,691		3,704,038		5,097,332		3,446,032		3,159,186			3,772,510	
22. TOTAL DEALERSHIP GROSS PROFIT	153,883	24.86%	215,095	14.24%	445,309	19.27%	619,641	14.14%	280,381	15.88%	598,944	16.17%	1,205,281	23.65%	566,534	16.44%	331,231	10.48%		408,069	10.82%
23. TOTAL DEALERSHIP EXPENSES	58,732		145,514		354,884		411,467		404,162		482,374		1,044,072		499,121		209,828			346,017	
24. % EXPENSES OF SALES	9.49%		9.63%		15.36%		9.39%		22.89%		13.02%		20.48%		14.48%		6.64%			9.17%	
25. TOTAL OPERATING PROFIT	95,151	15.37%	69,581	4.61%	90,425	3.91%	208,174	4.75%	-123,781	-7.01%	116,569	3.15%	161,209	3.16%	67,413	1.96%	121,403	3.84%		62,052	1.64%
26. OTHER INCOME (EXPENSE)	37,514		70,908		56,447		91,606		180,455		25,024		12,585		64,966		0			49,900	
27. BONUSES	0		0		0		0		0		0		0		0		0			0	
28. TAXES	0		0		0		0		0		0		0		0		0			0	
29. TOTAL NET PROFIT																					
30. % OF TOTAL DEALERSHIP GROSS PROFIT																					
31. AVERAGE RETAIL SALES (UNITS) PER MONTH																					
32. AVERAGE NET PROFIT (DOLLAR) PER MONTH																					

1. # OF MONTHS OF DATA														VEHICLES UNITS		
2,701,396		2,432,261		1,034,563		5,662,497		1,851,347		3,663,985		3,040,468		N/A	N/A	4. TOTAL USED RETAIL VEHICLES SALES
421,310	2,601	227,756	2,324	42,612	1,375	236,857	1,509	41,544	547	206,780	1,695	-201,302	-2,013	N/A	N/A	5. TOTAL USED RETAIL VEHICLES GROSS PROFIT
195		149		53		181		115		194		118		N/A	N/A	6. TOTAL USED VEHICLE DEPARTMENT UNITS
2,901,393		2,951,931		1,698,480		5,848,927		2,355,940		4,058,274		3,356,833		N/A	N/A	7. TOTAL USED VEHICLE DEPARTMENT SALES
443,183	15.27%	226,938	7.69%	66,653	3.92%	231,272	3.95%	48,570	2.06%	202,026	4.98%	-215,602	-6.42%	N/A	N/A	8. TOTAL USED VEHICLE DEPARTMENT GROSS PROFIT
9. F&I PVR AVG																
3,076,015		3,203,818		1,746,703		6,087,969		2,480,655		4,249,577		3,524,215		N/A	N/A	10. TOTAL VEHICLE & F&I DEPARTMENTS SALES
626,236	20.41%	460,938	14.31%	98,318	5.50%	456,529	7.48%	151,122	6.04%	377,093	8.84%	-59,318	-1.68%	N/A	N/A	11. TOTAL VEHICLE & F&I DEPARTMENTS GROSS PROFIT
610		449		150		441		429		816		155		N/A	N/A	12. TOTAL SERVICE DEPARTMENT R.O
135,127		219,637		70,735		148,791		93,035		225,035		131,435		N/A	N/A	13. TOTAL SERVICE DEPARTMENT SALES
39,416	29.17%	110,575	50.34%	41,357	58.47%	57,885	38.9%	57,887	62.22%	121,231	53.87%	77,176	58.72%	N/A	N/A	14. TOTAL SERVICE DEPARTMENT GROSS PROFIT
45,746		134,140		79,733		206,019		121,940		163,442		106,361		N/A	N/A	15. TOTAL PARTS DEPARTMENT SALES
9,092	19.87%	48,297	36%	24,876	31.2%	54,779	26.59%	25,686	21.06%	51,165	31.3%	23,052	21.67%	N/A	N/A	16. TOTAL PARTS DEPARTMENT GROSS PROFIT
0		65,192		4,975		210,405		30,862		0		0		N/A	N/A	17. TOTAL BODY SHOP/DETAIL DEPARTMENT SALES
0	N/A	35,368	54.25%	3,642	73.21%	92,890	44.15%	10,149	32.89%	0	N/A	0	N/A	N/A	N/A	18. TOTAL BODY SHOP/DETAIL DEPARTMENT GROSS PROFIT
180,873		418,969		155,443		565,215		245,837		388,477		237,796		N/A	N/A	19. TOTAL PARTS, SERVICE & BODY SHOP SALES
48,508	26.82%	194,240	46.36%	69,875	44.95%	205,554	36.37%	93,722	38.12%	172,396	44.38%	100,228	42.15%	N/A	N/A	20. TOTAL PARTS, SERVICE & BODY SHOP GROSS PROFIT
3,265,319		3,604,900		1,885,588		6,639,399		2,704,329		4,621,818		3,750,913		N/A	N/A	21. TOTAL DEALERSHIP GROSS SALES
674,744	20.66%	655,178	18.17%	168,193	8.92%	662,083	9.97%	244,844	9.05%	549,489	11.89%	40,910	1.09%	N/A	N/A	22. TOTAL DEALERSHIP GROSS PROFIT
615,891		646,569		251,888		753,784		343,975		709,185		454,175		N/A	N/A	23. TOTAL DEALERSHIP EXPENSES
18.86%		17.94%		13.36%		11.35%		12.72%		15.34%		12.11%		N/A	N/A	24. % EXPENSES OF SALES
58,853	1.8%	8,609	0.24%	-83,695	-4.44%	-91,701	-1.38%	-99,131	-3.67%	-159,696	-3.46%	-413,265	-11.02%	N/A	N/A	25. TOTAL OPERATING PROFIT
12,714		9,517		76,213		58,979		74,189		87,409		209,703		N/A	N/A	26. OTHER INCOME (EXPENSE)
2,590		0		0		0		4,050		0		0		N/A	N/A	27. BONUSES
0		0		3		0		0		0		0		N/A	N/A	28. TAXES
30. % OF TOTAL DEALERSHIP GROSS PROFIT																
31. AVERAGE RETAIL SALES (UNITS) PER MONTH																
32. AVERAGE NET PROFIT (DOLLAR) PER MONTH																

Operations YOY - Beta

Linus Benchmark
Beta

Group Average

1. # OF MONTHS OF DATA																
2. # OF ROOFTOPS																
3. TOTAL USED RETAIL VEHICLE UNITS. - CURRENT																
4. TOTAL USED RETAIL VEHICLE UNITS. - PREVIOUS																
5. TOTAL USED RETAIL VEHICLE SALES. - CURRENT	19,752,820	161.94%	26,458,708	121.76%	29,204,769	N/A	26,013,973	112.35%	23,051,177	126.07%	22,617,686	N/A	8,856,058	156.77%	3,979,510	136.02%
6. TOTAL USED RETAIL VEHICLE SALES. - PREVIOUS	12,197,537		21,730,558		0		23,154,575		18,284,091		0		5,649,167		2,925,755	11,164,616
7. TOTAL VEHICLE & F&I DEPARTMENT SALES - CURRENT	22,004,217	166.95%	28,787,973	124.06%	33,215,010	N/A	29,148,355	115.19%	27,474,531	129.74%	26,639,466	N/A	11,282,962	170.4%	4,143,626	135.43%
8. TOTAL VEHICLE & F&I DEPARTMENT SALES - PREVIOUS	13,179,983		23,204,785		0		25,303,684		21,175,860		0		6,621,539		3,059,575	12,127,257
9. TOTAL SERVICE, PARTS & BODY SHOP SALE - CURRENT	1,490,457	207.86%	1,392,931	154.3%	5,399,495	N/A	493,813	101.97%	163,091	134.18%	2,202,850	N/A	992,095	203.16%	0	N/A
10. TOTAL SERVICE, PARTS & BODY SHOP SALE - PREVIOUS	717,062		902,760		0		484,286		121,548		0		488,320		0	1,587,002
11. TOTAL DEALERSHIP SALES - CURRENT	23,494,674	169.06%	30,180,904	125.19%	38,614,505	N/A	29,642,168	114.95%	27,637,622	129.77%	28,842,316	N/A	12,275,057	172.65%	4,143,626	135.43%
12. TOTAL DEALERSHIP SALES - PREVIOUS	13,897,045		24,107,545		0		25,787,970		21,297,408		0		7,109,859		3,059,575	13,714,259
13. TOTAL OPERATING PROFIT - CURRENT	6,044,978	187.31%	5,256,648	169.45%	9,364,874	N/A	3,218,820	110.44%	4,253,437	209.53%	4,857,416	N/A	1,489,005	105.14%	1,040,597	109.49%
14. TOTAL OPERATING PROFIT - PREVIOUS	3,227,262		3,102,266		0		2,914,620		2,029,993		0		1,416,151		950,432	2,692,240
15. TOTAL DEALERSHIP EXPENSES - CURRENT	2,892,989	127.04%	3,063,409	136.14%	7,497,087	N/A	1,800,829	105.5%	3,552,033	126.97%	3,871,576	N/A	1,274,167	78.5%	425,048	61.37%
16. TOTAL DEALERSHIP EXPENSES - PREVIOUS	2,277,192		2,250,126		0		1,706,967		2,797,617		0		1,623,188		692,654	2,410,976
17. ADJUSTMENTS TO INCOME - CURRENT	135,628	257.77%	720,225	162.06%	31,472	N/A	226,723	-5,529.83%	710,919	76.45%	165,793	N/A	840,351	513.79%	227,559	113.86%
18. ADJUSTMENTS TO INCOME - PREVIOUS	52,616		444,406		0		-4,100		929,960		0		163,560		199,866	223,934
19. BONUSSES/TAXES - CURRENT	13,242	N/A	0	N/A	0	N/A	0	N/A	1,000	N/A	0	N/A	0	N/A	7,000	25%
20. BONUSSES/TAXES - PREVIOUS	0		0		0		0		0		0		0		28,000	0
21. TOTAL NET PROFIT AFTER TAXES - CURRENT																
22. TOTAL NET PROFIT AFTER TAXES - PREVIOUS																

																		1. # OF MONTHS OF DATA
																		2. # OF ROOFTOPS
																		3. TOTAL USED RETAIL VEHICLE UNITS. - CURRENT
																		4. TOTAL USED RETAIL VEHICLE UNITS. - PREVIOUS
17,258,481	75.49%	22,259,493	N/A	11,395,628	N/A	28,999,024	263.76%	41,905,892	N/A	8,098,752	N/A	3,097,426	N/A	8,235,747	100.81%	N/A	N/A	5. TOTAL USED RETAIL VEHICLE SALES. - CURRENT
22,863,372		0		0		10,994,658		0		0		0		8,169,664		N/A	N/A	6. TOTAL USED RETAIL VEHICLE SALES. - PREVIOUS
23,602,127	84.98%	30,028,014	N/A	12,966,216	N/A	34,631,229	282.92%	45,302,240	N/A	10,119,801	N/A	4,822,383	N/A	9,601,932	109.21%	N/A	N/A	7. TOTAL VEHICLE & F&I DEPARTMENT SALES - CURRENT
27,773,997		0		0		12,240,746		0		0		0		8,792,553		N/A	N/A	8. TOTAL VEHICLE & F&I DEPARTMENT SALES - PREVIOUS
1,957,710	93.38%	0	N/A	2,175,764	N/A	2,939,307	317.64%	5,176,920	N/A	1,354,798	N/A	387,768	N/A	627,672	N/A	N/A	N/A	9. TOTAL SERVICE, PARTS & BODY SHOP SALE - CURRENT
2,096,536		0		0		925,353		0		0		0		0		N/A	N/A	10. TOTAL SERVICE, PARTS & BODY SHOP SALE - PREVIOUS
25,559,837	85.57%	30,028,014	N/A	15,141,980	N/A	37,570,536	285.36%	50,479,160	N/A	11,474,599	N/A	5,210,151	N/A	10,229,604	116.34%	N/A	N/A	11. TOTAL DEALERSHIP SALES - CURRENT
29,870,533		0		0		13,166,099		0		0		0		8,792,553		N/A	N/A	12. TOTAL DEALERSHIP SALES - PREVIOUS
2,628,561	76.57%	3,256,329	N/A	2,776,043	N/A	4,337,952	317.38%	5,863,841	N/A	1,984,941	N/A	472,422	N/A	203,109	24.63%	N/A	N/A	13. TOTAL OPERATING PROFIT - CURRENT
3,432,884		0		0		1,366,813		0		0		0		824,697		N/A	N/A	14. TOTAL OPERATING PROFIT - PREVIOUS
2,641,558	90.06%	3,098,563	N/A	3,023,107	N/A	5,024,659	321.85%	6,044,507	N/A	1,955,074	N/A	734,992	N/A	1,232,731	162.37%	N/A	N/A	15. TOTAL DEALERSHIP EXPENSES - CURRENT
2,933,020		0		0		1,561,172		0		0		0		759,219		N/A	N/A	16. TOTAL DEALERSHIP EXPENSES - PREVIOUS
736,165	68.92%	464,272	N/A	672,053	N/A	1,100,932	547.13%	577,084	N/A	24,780	N/A	178,221	N/A	597,570	9,814.06%	N/A	N/A	17. ADJUSTMENTS TO INCOME - CURRENT
1,068,114		0		0		201,219		0		0		0		6,089		N/A	N/A	18. ADJUSTMENTS TO INCOME - PREVIOUS
20,472	42.87%	0	N/A	0	N/A	0	0%	0	N/A	0	N/A	17	N/A	1,500	166.67%	N/A	N/A	19. BONUSES/TAXES - CURRENT
47,750		0		0		1		0		0		0		900		N/A	N/A	20. BONUSES/TAXES - PREVIOUS
																		21. TOTAL NET PROFIT AFTER TAXES - CURRENT
																		22. TOTAL NET PROFIT AFTER TAXES - PREVIOUS

VARIABLE / DIRECT EXPENSE August

Group Average

1. # OF MONTHS OF DATA																				
2. # OF ROOFTOPS																				
3. TOTAL USED RETAIL VEHICLES UNITS																				
4. TOTAL DEALERSHIP GROSS PROFIT	153,883	445,309	566,534	619,641	655,178	1,205,281	331,231	598,944	674,444	215,095										
5. TOTAL DEALERSHIP EXPENSES	58,732	354,884	499,121	411,467	646,569	1,044,072	209,828	482,374	615,891	145,514										
6. TOTAL OPERATING PROFIT	95,151	90,425	67,413	208,174	8,609	161,209	121,403	116,569	58,853	69,581										
7. TOTAL NET PROFIT																				
8. ADVERTISING	6,971	4.53%	23,661	5.31%	34,258	6.05%	47,114	7.6%	63,353	9.67%	61,622	5.11%	25,434	7.68%	47,924	8%	60,415	8.95%	18,222	8.47%
9. PER RTL UNIT	103		296		276		277		646		380		262		274		373		357	
10. SALES PROMOTIONS	1,404	0.91%	0	0%	0	0%	0	0%	0	0%	12,976	1.08%	0	0%	138	0.02%	4,000	0.59%	1,750	0.81%
11. PER RTL UNIT	21		0		0		0		0		80		0		1		25		34	
12. SALES PERSON COMP & INCENTIVES	6,349	4.13%	31,883	7.16%	75,862	13.39%	98,172	15.84%	46,276	7.06%	75,835	6.29%	34,972	10.56%	67,560	11.28%	103,332	15.31%	29,085	13.52%
13. PER RTL UNIT	93		399		612		577		472		468		361		386		638		570	
14. F&I COMPENSATION	0	0%	22,592	5.07%	21,046	3.71%	0	0%	31,296	4.78%	49,377	4.1%	0	0%	25,602	4.27%	0	0%	7,457	3.47%
15. F&I COMP AS A % OF TOTAL F&I GROSS	0%		19.03%		8.69%		0%		12.42%		19.63%		0%		13.7%		0%		8.43%	
16. PER RTL UNIT	0		282		170		0		319		305		0		146		0		146	
17. FLOOR PLAN INTEREST	0	0%	12,755	2.86%	6,741	1.19%	47,403	7.65%	20,157	3.08%	30,011	2.49%	36,413	10.99%	28,660	4.79%	22,871	3.39%	16,828	7.82%
18. PER RTL UNIT	0		159		54		279		206		185		375		164		141		330	
19. DELIVERY EXPENSE	0	0%	765	0.17%	-2,233	-0.39%	-54,400	-8.78%	0	0%	11,731	0.97%	2,135	0.64%	1,277	0.21%	45,526	6.75%	5,175	2.41%
20. PER RTL UNIT	0		10		-18		-320		0		72		22		7		281		101	
21. POLICY EXPENSE	0	0%	10,207	2.29%	2,166	0.38%	29,605	4.78%	16,884	2.58%	92,854	7.7%	78	0.02%	25,470	4.25%	7,565	1.12%	0	0%
22. PER RTL UNIT	0		128		17		174		172		573		1		146		47		0	
23. MANAGEMENT EXPENSE	0	0%	3,874	0.87%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
24. PER RTL UNIT	0		48		0		0		0		0		0		0		0		0	
25. TOTAL DIRECT EXPENSE	14,724	9.57%	105,736	23.74%	137,840	24.33%	167,894	27.1%	177,966	27.16%	334,406	27.75%	99,032	29.9%	196,631	32.83%	243,709	36.12%	78,517	36.5%
26. PER RTL UNIT	217		1,322		1,112		988		1,816		2,064		1,021		1,124		1,504		1,540	
27. % TOTAL VEHICLE AND F&I GROSS	9.57%		34.04%		24.75%		32.05%		38.61%		40.15%		32.9%		44.15%		38.92%		43.05%	
28. % TOTAL DEALERSHIP GROSS																				
29. AVG SALES # PER SALES STAFF	34		16		12		15		8		23		12		25		19		13	
30. AVG # RO COUNT PER TECHNICIAN	0		46		N/A		39		45		50		141		27		122		50	

														1. # OF MONTHS OF DATA				
														2. # OF ROOFTOPS				
														3. TOTAL USED RETAIL VEHICLES UNITS				
549,489	662,083			168,193	280,381	244,844	408,069	40,910	N/A	N/A				4. TOTAL DEALERSHIP GROSS PROFIT				
709,185	753,784			251,888	404,162	343,975	346,017	454,175	N/A	N/A				5. TOTAL DEALERSHIP EXPENSES				
-159,696	-91,701			-83,695	-123,781	-99,131	62,052	-413,265	N/A	N/A				6. TOTAL OPERATING PROFIT				
														7. TOTAL NET PROFIT				
46,781	8.51%	44,711	6.75%	36,069	21.45%	79,819	28.47%	42,942	17.54%	34,858	8.54%	9,616	23.51%	N/A	N/A	N/A	N/A	8. ADVERTISING
383		285		1,164		1,353		565		349		96		N/A	N/A	N/A	N/A	9. PER RTL UNIT
0	0%	3,963	0.6%	0	0%	0	0%	9,041	3.69%	0	0%	60	0.15%	N/A	N/A	N/A	N/A	10. SALES PROMOTIONS
0		25		0		0		119		0		1		N/A	N/A	N/A	N/A	11. PER RTL UNIT
81,533	14.84%	82,170	12.41%	18,290	10.87%	35,268	12.58%	52,005	21.24%	118,530	29.05%	64,565	157.82%	N/A	N/A	N/A	N/A	12. SALES PERSON COMP & INCENTIVES
668		523		590		598		684		1,185		646		N/A	N/A	N/A	N/A	13. PER RTL UNIT
0	0%	37,445	5.66%	6,627	3.94%	6,153	2.19%	18,886	7.71%	0	0%	23,359	57.1%	N/A	N/A	N/A	N/A	14. F&I COMPENSATION
0%		15.66%		13.74%		3.41%		15.14%		0%		13.96%		N/A	N/A	N/A	N/A	15. F&I COMP AS A % OF TOTAL F&I GROSS
0		239		214		104		249		0		234		N/A	N/A	N/A	N/A	16. PER RTL UNIT
52,473	9.55%	61,265	9.25%	19,448	11.56%	20,734	7.39%	20,063	8.19%	8,591	2.11%	87,661	214.28%	N/A	N/A	N/A	N/A	17. FLOOR PLAN INTEREST
430		390		627		351		264		86		877		N/A	N/A	N/A	N/A	18. PER RTL UNIT
29,542	5.38%	13,666	2.06%	3,463	2.06%	3,292	1.17%	5,432	2.22%	102,900	25.22%	0	0%	N/A	N/A	N/A	N/A	19. DELIVERY EXPENSE
242		87		112		56		71		1,029		0		N/A	N/A	N/A	N/A	20. PER RTL UNIT
2,241	0.41%	18,875	2.85%	5,130	3.05%	6,420	2.29%	7,478	3.05%	0	0%	2,199	5.38%	N/A	N/A	N/A	N/A	21. POLICY EXPENSE
18		120		165		109		98		0		22		N/A	N/A	N/A	N/A	22. PER RTL UNIT
0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%	N/A	N/A	N/A	N/A	23. MANAGEMENT EXPENSE
0		0		0		0		0		0		0		N/A	N/A	N/A	N/A	24. PER RTL UNIT
212,570	38.69%	262,095	39.59%	89,027	52.93%	151,686	54.1%	155,847	63.65%	264,879	64.91%	187,460	458.23%	N/A	N/A	N/A	N/A	25. TOTAL DIRECT EXPENSE
1,742		1,669		2,872		2,571		2,051		2,649		1,875		N/A	N/A	N/A	N/A	26. PER RTL UNIT
56.37%		57.41%		90.55%		105.66%		103.13%		64.91%		-316.03%		N/A	N/A	N/A	N/A	27. % TOTAL VEHICLE AND F&I GROSS
														28. % TOTAL DEALERSHIP GROSS				
12	14	19	16	20	19	25	17	N/A	N/A					29. AVG SALES # PER SALES STAFF				
181	55	57	38	78	72	N/A	31	N/A	N/A					30. AVG # RO COUNT PER TECHNICIAN				