

| 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 | 5394P | 2018 | Ford | F-350SD | 6 | Trade on Used | No | \$61,114 | \$ 61,114 | 103% | \$1,123 | \$489 |
| 2 | 5382P | 2018 | Ford | Escape | 6 | Auction/Wholesale | No | \$19,304 | \$ 19,304 | 102% | \$2,543 | \$3,136 |
| 3 | 5378P | 2021 | Ford | F-250SD | 6 | Street/Curb Buy | No | \$69,972 | \$ 69,000 | 100% | \$6,512 | \$1,500 |
| 4 | 13385A | 2021 | GMC | Sierra 2500HD | 7 | Trade on New | No | \$58,771 | \$ 58,771 | 96% | \$5,728 | \$500 |
| 5 | 13265A | 2019 | Lincoln | Nautilus | 8 | Trade on New | No | \$30,488 | \$ 29,794 | 98% | \$3,458 | \$0 |
| 6 | 13403A | 2020 | Ford | F-250SD | 10 | Trade on New | No | \$69,655 | \$ 69,655 | 104% | \$7,830 | \$0 |
| 7 | 5364Q | 2013 | Kia | Optima | 12 | Trade on Used | No | \$7,982 | \$ 7,361 | 86% | \$1,330 | \$0 |
| 8 | 5379P | 2018 | GMC | Sierra 2500HD | 13 | Street/Curb Buy | No | \$53,383 | \$ 53,303 | 97% | \$5,131 | \$2,078 |
| 9 | 5375P | 2022 | Ford | F-250SD | 14 | Auction/Wholesale | No | \$88,065 | \$ 85,500 | 99% | \$3,290 | \$1,333 |
| 10 | 5365P | 2018 | Ford | Fusion | 14 | Auction/Wholesale | No | \$18,277 | \$ 18,277 | 103% | \$2,124 | \$1,844 |
| 11 | 5395P | 2022 | Lincoln | Corsair | 14 | Auction/Wholesale | No | \$39,809 | \$ 39,809 | 99% | \$1,377 | \$0 |
| 12 | 5364P | 2021 | Ford | Bronco Sport | 15 | Auction/Wholesale | No | \$33,256 | \$ 32,500 | 99% | \$4,848 | \$0 |
| 13 | 5361Q | 2017 | Ford | Focus | 17 | Trade on Used | No | \$14,135 | \$ 11,624 | 111% | \$1,531 | \$0 |
| 14 | 13299B | 2022 | Ford | F-250SD | 19 | Trade on Used | No | \$80,757 | \$ 79,737 | 101% | \$6,106 | \$2,166 |
| 15 | 13372A | 2014 | Hyundai | Elantra | 20 | Trade on New | No | \$9,503 | \$ 8,689 | 95% | \$2,644 | \$0 |
| 16 | 5359P | 2022 | Ford | F-350SD | 22 | Auction/Wholesale | No | \$107,761 | \$ 106,981 | 106% | \$1,981 | \$0 |
| 17 | 5370P | 2020 | Ford | F-150 | 22 | Auction/Wholesale | No | \$37,963 | \$ 37,963 | 92% | \$1,147 | \$2,541 |
| 18 | 13286A | 2018 | Ford | F-150 | 22 | Trade on New | No | \$27,945 | \$ 27,570 | 94% | \$2,047 | \$0 |
| 19 | 13299A | 2020 | Ford | F-450SD | 24 | Trade on New | No | \$84,486 | \$ 84,486 | 104% | \$11,130 | \$0 |
| 20 | 13388A | 2018 | Jeep | Wrangler | 24 | Trade on New | No | \$35,179 | \$ 33,900 | 100% | \$1,514 | \$740 |
| 21 | 13333D | 2020 | Toyota | Tacoma | 25 | Trade on Used | No | \$40,459 | \$ 40,459 | 98% | \$1,149 | \$0 |
| 22 | 5374P | 2019 | Toyota | Tacoma | 25 | Auction/Wholesale | No | \$36,962 | \$ 36,962 | 97% | \$117 | \$0 |
| 23 | 13316B | 2019 | Jeep | Cherokee | 26 | Trade on Used | No | \$20,925 | \$ 20,000 | 97% | \$1,843 | \$348 |
| 24 | 5387P | 2017 | Ford | Explorer | 26 | Auction/Wholesale | No | \$22,460 | \$ 21,000 | 100% | \$1,549 | \$0 |
| 25 | 13350A | 2019 | Ford | F-150 | 26 | Trade on New | No | \$38,815 | \$ 39,440 | 98% | \$902 | \$1,203 |
| 26 | 13333C | 2020 | Ford | F-150 | 27 | Trade on Used | No | \$49,385 | \$ 49,385 | 94% | \$1,705 | \$500 |
| 27 | 5385P | 2020 | Lincoln | Nautilus | 27 | Auction/Wholesale | No | \$28,534 | \$ 28,534 | 98% | \$3,433 | \$1,960 |
| 28 | 5371P | 2021 | Ford | Ranger | 31 | Auction/Wholesale | No | \$29,498 | \$ 29,497 | 100% | \$989 | \$3,282 |
| 29 | 5354Q | 2014 | Chevrolet | Tahoe | 36 | Trade on Used | No | \$17,230 | \$ 17,230 | 98% | \$2,072 | \$2,164 |

| | | | | | | | | | | | | |
|----|--------|------|-----------|----------------|----|-------------------|----|----------|-----------|-----|---------|---------|
| 30 | 13333A | 2019 | Lincoln | MKZ | 36 | Trade on New | No | \$26,949 | \$ 26,500 | 91% | \$3,975 | \$0 |
| 31 | 5354P | 2021 | Ford | F-150 | 37 | Auction/Wholesale | No | \$42,485 | \$ 42,485 | 99% | \$1,127 | \$3,724 |
| 32 | 13302A | 2019 | Ford | F-150 | 37 | Trade on New | No | \$44,279 | \$ 44,725 | 98% | \$2,185 | \$1,659 |
| 33 | 5370Q | 2017 | Cadillac | XT5 | 41 | Trade on Used | No | \$24,659 | \$ 24,659 | 94% | \$2,739 | \$1,647 |
| 34 | 5366P | 2020 | Chrysler | Pacifica | 42 | Street/Curb Buy | No | \$26,955 | \$ 26,955 | 95% | \$1,389 | \$0 |
| 35 | 5346P | 2019 | Ford | F-150 | 46 | Street/Curb Buy | No | \$38,562 | \$ 38,553 | 94% | \$393 | \$1,000 |
| 36 | 13338A | 2016 | Audi | S7 | 47 | Trade on New | No | \$29,949 | \$ 29,949 | 93% | \$2,574 | \$0 |
| 37 | 13324C | 2021 | Ram | 2500 | 47 | Trade on New | No | \$45,826 | \$ 45,826 | 95% | \$3,172 | \$0 |
| 38 | 5317Q | 2017 | Ford | Explorer | 47 | Trade on Used | No | \$19,999 | \$ 19,799 | 94% | \$2,515 | \$0 |
| 39 | 13336A | 2022 | GMC | Sierra 2500HD | 51 | Trade on New | No | \$71,179 | \$ 71,179 | 98% | \$1,944 | \$6,935 |
| 40 | 5362P | 2021 | Ford | Explorer | 54 | Auction/Wholesale | No | \$35,837 | \$ 35,385 | 93% | \$3,033 | \$0 |
| 41 | 13334A | 2020 | Ford | F-150 | 55 | Trade on New | No | \$40,405 | \$ 34,986 | 97% | \$1,115 | \$2,618 |
| 42 | 13358A | 2016 | Ram | 3500 | 55 | Trade on New | No | \$37,154 | \$ 34,986 | 95% | \$2,432 | \$0 |
| 43 | 5343P | 2016 | Chevrolet | Silverado 1500 | 56 | Auction/Wholesale | No | \$26,854 | \$ 26,067 | 97% | \$713 | \$0 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 31% |
| Total # Retail Units | 62 |
| Avg. Days to Sale | 61.9 |
| Avg. Advertised Price (Time of Sale) | \$ 38,506 |
| Avg. Transaction Price | \$ 38,017 |
| Avg. Market Price at 100% | \$ 39,850 |
| Avg. Price to Market % (Time of Sale) | 97% |
| Avg. Transaction to Market | 95% |
| Avg. Transactional Discount | \$ 489 |
| Avg. Front-End Gross | \$ 871 |
| Avg. Finance Gross | \$ 1,062 |
| PUVR | \$ 1,933 |
| Total Gross (Units & PUVR) | \$ 119,850 |
| GROI | 30% |
| % with Trade | 42% |
| Avg. Over/Under Allowance | (\$166) |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 31% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 62 | 0 | 0 |
| Avg. Days to Sale | 61.9 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 38,506 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 38,017 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 39,850 | #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 | \$ 489 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 871 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,062 | #DIV/0! | #DIV/0! |
| PUVR | \$ 1,933 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 119,850 | #DIV/0! | #DIV/0! |
| GROI | 30% | #DIV/0! | #DIV/0! |
| % with Trade | 42% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | -166 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 31% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 62 | 0 | 0 |
| Avg. Days to Sale | 61.9 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 38,506 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 38,017 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 39,850 | #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 | \$ 489 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 871 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,062 | #DIV/0! | #DIV/0! |
| PUVR | \$ 1,933 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 119,850 | #DIV/0! | #DIV/0! |
| GROI | 30% | #DIV/0! | #DIV/0! |
| % with Trade | 42% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | -166 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 31% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 62 | 0 | 0 |
| Avg. Days to Sale | 61.9 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 38,506 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 38,017 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 39,850 | #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 | \$ 489 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 871 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,062 | #DIV/0! | #DIV/0! |
| PUVR | \$ 1,933 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 119,850 | #DIV/0! | #DIV/0! |
| GROI | 30% | #DIV/0! | #DIV/0! |
| % with Trade | 42% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | -166 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|---------|------------|
| Total # Retail Units | 62 | 0 | 62 |
| Avg. Days to Sale | 61.9 | #DIV/0! | 61.9 |
| Avg. Advertised Price (Time of Sale) | \$ 38,506 | #DIV/0! | \$ 38,017 |
| Avg. Transaction Price | \$ 38,017 | #DIV/0! | \$ 38,017 |
| Avg. Market Price at 100% | \$ 39,850 | #DIV/0! | \$ 39,588 |
| Avg. Price to Market % (Time of Sale) | 97% | #DIV/0! | 96% |
| Avg. Transaction to Market | 95% | #DIV/0! | 96% |
| Avg. Transactional Discount | \$ 489 | #DIV/0! | \$ 489 |
| Avg. Front-End Gross | \$ 871 | #DIV/0! | \$ 871 |
| Avg. Finance Gross | \$ 1,062 | #DIV/0! | \$ 1,062 |
| PUVR | \$ 1,933 | #DIV/0! | \$ 1,933 |
| Total Gross (Units & PUVR) | \$ 119,850 | #DIV/0! | \$ 119,850 |
| GROI | 30% | #DIV/0! | 30% |
| % with Trade | 42% | #DIV/0! | 42% |
| Avg. Over/Under Allowance | -166 | #DIV/0! | -166 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|-----------|-----------|
| Total # Retail Units | 62 | 43 | 19 |
| Avg. Days to Sale | 61.9 | 69.6 | 44.5 |
| Avg. Advertised Price (Time of Sale) | \$ 38,506 | \$ 40,906 | \$ 32,734 |
| Avg. Transaction Price | \$ 38,017 | \$ 40,351 | \$ 32,734 |
| Avg. Market Price at 100% | \$ 39,850 | \$ 41,887 | \$ 34,385 |
| Avg. Price to Market % (Time of Sale) | 97% | 98% | 95% |
| Avg. Transaction to Market | 95% | 96% | 95% |
| Avg. Transactional Discount | \$ 489 | \$ 555 | \$ 340 |
| Avg. Front-End Gross | \$ 871 | \$ 368 | \$ 2,008 |
| Avg. Finance Gross | \$ 1,062 | \$ 1,196 | \$ 759 |
| PUVR | \$ 1,933 | \$ 1,565 | \$ 2,767 |
| Total Gross (Units & PUVR) | \$ 119,850 | \$ 67,281 | \$ 52,570 |
| GROI | 30% | 20% | 68% |
| % with Trade | 42% | 49% | 26% |
| Avg. Over/Under Allowance | -166 | -222 | -39 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 62 | 17 | 15 |
| % of Retail Units | 100% | 27% | 24% |
| % Retailed of Non-New Franchise | 31% | 53% | 40% |
| Avg. Days to Sale | 61.9 | 42.4 | 73.6 |
| Avg. Transaction Price | \$ 38,017 | \$ 41,288 | \$ 34,523 |
| Avg. Transaction to Market % | 95% | 95% | 94% |
| Avg. Transactional Discount | \$ 489 | \$ 596 | \$ 479 |
| Avg. Front End Gross | \$ 871 | \$ 3,073 | \$ (578) |
| Avg. Finance Gross | \$ 1,062 | \$ 803 | \$ 543 |
| PUVR | \$ 1,933 | \$ 3,876 | \$ (35) |
| Total Gross (Units & PUVR) | \$ 119,850 | \$ 65,892 | \$ (526) |
| GROI | 30% | 80% | 0% |
| % with Trade | 42% | 41% | 27% |
| Avg. Over/Under Allowance | -166 | -28 | -642 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 4 | 26 | 0 | 0 |
| 6% | 42% | 0% | 0% |
| 50% | 8% | #DIV/0! | #DIV/0! |
| 26.8 | 73.3 | #DIV/0! | #DIV/0! |
| \$ 46,953 | \$ 36,519 | #DIV/0! | #DIV/0! |
| 96% | 95% | #DIV/0! | #DIV/0! |
| \$ 265 | \$ 460 | #DIV/0! | #DIV/0! |
| \$ 3,356 | \$ (115) | #DIV/0! | #DIV/0! |
| \$ 1,144 | \$ 1,518 | #DIV/0! | #DIV/0! |
| \$ 4,501 | \$ 1,403 | #DIV/0! | #DIV/0! |
| \$ 18,003 | \$ 36,482 | #DIV/0! | #DIV/0! |
| 129% | 19% | #DIV/0! | #DIV/0! |
| 25% | 54% | #DIV/0! | #DIV/0! |
| -216 | 26 | #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 | 62 | 27 | 7 |
| % of Retail Units | 100% | 44% | 11% |
| % Retailed of Non-New Franchise | 31% | 30% | 43% |
| Avg. Days to Sale | 61.9 | 17.7 | 37.1 |
| Avg. Transaction Price | \$ 38,017 | \$ 43,375 | \$ 30,293 |
| Avg. Transaction to Market % | 95% | 97% | 96% |
| Avg. Transactional Discount | \$ 489 | \$ 527 | \$ 1 |
| Avg. Front End Gross | \$ 871 | \$ 3,115 | \$ 2,068 |
| Avg. Finance Gross | \$ 1,062 | \$ 753 | \$ 1,782 |
| PUVR | \$ 1,933 | \$ 3,868 | \$ 3,850 |
| Total Gross (Units & PUVR) | \$ 119,850 | \$ 104,431 | \$ 26,953 |
| GROI | 30% | 182% | 123% |
| % with Trade | 42% | 52% | 43% |
| Avg. Over/Under Allowance | -166 | -404 | -52 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-------------|
| 9 | 6 | 13 |
| 15% | 10% | 21% |
| 56% | 17% | 15% |
| 50.9 | 72.5 | 169.8 |
| \$ 37,415 | \$ 33,024 | \$ 33,769 |
| 93% | 96% | 91% |
| \$ 1,004 | \$ 19 | \$ 535 |
| \$ 1,988 | \$ (995) | \$ (4,345) |
| \$ 1,173 | \$ 1,651 | \$ 967 |
| \$ 3,160 | \$ 656 | \$ (3,378) |
| \$ 28,444 | \$ 3,935 | \$ (43,913) |
| 60% | 10% | -21% |
| 22% | 33% | 38% |
| 0 | 161 | 0 |