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| 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 | 4UT8907 | 2020 | Toyota | Tacoma 4WD | 15 | Trade on New | No | \$35,613.00 | \$34,638.87 | 97% | \$3,573.65 | \$4,618.36 |
| 2 | 4UT8841 | 2022 | Jeep | Compass | 47 | Auction/Wholesale | No | \$23,605.00 | \$23,605.00 | 94% | (\$1,619.76) | \$3,078.33 |
| 3 | 4ST3112 | 2023 | Chevrolet | Silverado 1500 | 61 | Auction/Wholesale | Yes | \$49,756.00 | \$49,756.00 | 91% | \$1,000.00 | \$4,582.58 |
| 4 | 4UT8803 | 2019 | Ford | f350 | 54 | Trade on Used | No | \$55,882.00 | \$55,882.00 | 90% | (\$1,725.70) | \$4,513.99 |
| 5 | 4UT8909 | 2018 | Ford | F-150 | 14 | Trade on Used | No | \$28,662.00 | \$27,600.00 | 95% | \$1,237.98 | \$0.00 |
| 6 | 4UT8876 | 2022 | Ford | F-150 | 45 | Trade on Used | No | \$57,347.00 | \$57,347.00 | 91% | \$1,125.63 | \$0.00 |
| 7 | 4UT8890 | 2022 | chevrolet | Traverse | 21 | Trade In 1 | Yes | \$38,266.00 | \$37,000.00 | 94% | (\$287.05) | \$4,746.86 |
| 8 | 4TL1066 | 2022 | Ford | F-150 | 10 | Auction/Wholesale | No | \$51,927.00 | \$48,000.00 | 95% | \$1,000.00 | \$0.00 |
| 9 | 4UT8864 | 2022 | Chevrolet | 1500 | 32 | Street/Curb Buy | Yes | \$38,190.00 | \$38,190.00 | 94% | \$129.29 | \$1,600.00 |
| 10 | 4UT8813 | 2022 | Cadillac | XT6 | 51 | Trade on Used | No | \$40,447.00 | \$40,447.00 | 92% | (\$4,559.02) | \$0.00 |
| 11 | 4ST3112 | 2023 | Chevrolet | Silverado 1500 | 75 | Auction/Wholesale | Yes | \$49,756.00 | \$49,756.00 | 91% | \$1,000.00 | \$0.00 |
| 12 | 4TL1053 | 2019 | Chevrolet | 2500 | 52 | Auction/Wholesale | Yes | \$18,879.00 | \$18,879.00 | 88% | \$1,000.00 | \$0.00 |
| 13 | 4ut11129 | 2021 | Chevrolet | Camaro | 0 | Auction/Wholesale | Yes | \$29,584.00 | \$28,900.00 | 97% | (\$1.00) | \$1,000.00 |
| 14 | 4UT8825 | 2023 | Chevrolet | Traverse | 49 | Auction/Wholesale | Yes | \$29,974.00 | \$29,974.00 | 92% | (\$1,999.00) | \$4,494.50 |
| 15 | 4UT8769 | 2023 | Toyota | Tundra 4WD | 66 | Trade on Used | No | \$69,880.00 | \$69,130.00 | 86% | (\$1,884.65) | \$2,686.26 |
| 16 | 4UT8779 | 2022 | Ford | F-150 | 58 | Trade on New | No | \$40,275.00 | \$39,741.43 | 92% | (\$1,502.10) | \$0.00 |
| 17 | 8UT1171 | 2019 | Chevrolet | Blazer | 0 | Auction/Wholesale | Yes | \$28,667.00 | \$28,667.00 | 97% | \$500.00 | \$2,111.71 |
| 18 | 4UT8920 | 2019 | Chevrolet | Silverado 1500 | 0 | Auction/Wholesale | Yes | \$32,598.57 | \$32,598.57 | 96% | \$4,281.17 | \$3,878.75 |
| 19 | 4UT8856 | 2018 | Honda | HR-V | 35 | Auction/Wholesale | No | \$17,714.00 | \$17,714.00 | 92% | (\$2,276.17) | \$0.00 |
| 20 | 4UT8821 | 2021 | Chevrolet | Equinox | 44 | Trade on New | Yes | \$19,679.00 | \$19,265.24 | 90% | (\$1,821.13) | \$0.00 |
| 21 | 4UT8887 | 2021 | Chevrolet | Colorado | 16 | Auction/Wholesale | Yes | \$25,749.00 | \$25,000.00 | 97% | \$3,433.41 | \$4,080.89 |
| 22 | 4ST3127 | 2020 | Chevrolet | 2500 | 9 | Auction/Wholesale | Yes | \$22,889.00 | \$20,889.00 | 96% | \$1,000.00 | \$1,306.44 |
| 23 | 4UT8884 | 2023 | Chevrolet | Silverado 1500 | 18 | Trade on Used | Yes | \$48,596.00 | \$47,846.00 | 95% | \$534.26 | \$1,917.55 |
| 24 | 4UC8238 | 2005 | Pontiac | Grand Prix | 1 | Auction/Wholesale | No | \$4,900.00 | \$3,800.00 | 81% | (\$11.13) | \$0.00 |
| 25 | 4UT8842 | 2021 | Chevrolet | Colorado | 38 | Auction/Wholesale | No | \$23,968.00 | \$21,511.44 | 90% | (\$2,192.83) | \$0.00 |
| 26 | 4ST3128 | 2019 | Ram | 3500 | 3 | Auction/Wholesale | No | \$25,900.00 | \$26,000.00 | 84% | \$1,000.00 | \$0.00 |
| 27 | 4TL1048 | 2018 | Ram | 3500 | 49 | Auction/Wholesale | No | \$23,799.00 | \$19,265.25 | 87% | \$1,000.00 | \$0.00 |
| 28 | 4TL1051 | 2018 | Ford | F-150 | 42 | Street/Curb Buy | No | \$26,800.00 | \$26,800.00 | 80% | \$1,000.00 | \$0.00 |
| 29 | 4TL1060 | 2018 | Ford | per Duty F-350 DR | 46 | Auction/Wholesale | No | \$13,500.00 | \$15,500.00 | 79% | \$14,929.42 | \$0.00 |
| 30 | 4UT8877 | 2023 | Chevrolet | Silverado 1500 | 19 | Trade on New | Yes | \$51,022.00 | \$52,341.00 | 96% | (\$3,353.30) | \$0.00 |
| 31 | 4UC8218 | 2023 | Toyota | Corolla | 33 | Auction/Wholesale | No | \$19,838.00 | \$19,838.00 | 94% | (\$1,981.51) | \$0.00 |
| 32 | 4UC8217 | 2023 | Nissan | Altima | 33 | Auction/Wholesale | No | \$25,183.00 | \$25,183.00 | 94% | (\$378.39) | \$2,230.83 |
| 33 | 4UT8897 | 2018 | Chevrolet | Tahoe | 11 | Auction/Wholesale | No | \$32,459.00 | \$32,238.00 | 97% | \$2,629.90 | \$0.00 |
| 34 | 4UT8854 | 2022 | Honda | Passport | 30 | Auction/Wholesale | No | \$32,744.00 | \$31,817.00 | 93% | \$499.73 | \$3,763.21 |
| 35 | 4UT8901 | 2006 | Toyota | Tundra | 3 | Trade on Used | No | \$4,800.00 | \$7,500.00 | 76% | (\$500.06) | \$0.00 |

| | | | | | | | | | | | | |
|----|---------|------|-----------|------------------|----|----------------------|-----|-------------|-------------|-----|--------------|------------|
| 36 | 4UT8824 | 2023 | Chevrolet | Traverse | 35 | Auction/Wholesale | Yes | \$31,143.00 | \$31,143.00 | 92% | (\$799.65) | \$954.98 |
| 37 | 4UT8846 | 2022 | Honda | Pilot | 35 | Auction/Wholesale | No | \$34,861.00 | \$33,998.00 | 92% | \$1,476.99 | \$1,034.08 |
| 38 | 4UT8875 | 2021 | Chevrolet | Silverado 2500HD | 43 | Trade on Used | Yes | \$65,997.00 | \$64,497.00 | 94% | \$4,817.32 | \$0.00 |
| 39 | 4UC8214 | 2021 | Chrysler | 300 | 35 | Auction/Wholesale | No | \$24,858.00 | \$24,858.00 | 94% | \$1,957.23 | \$3,178.94 |
| 40 | 4ST3120 | 2020 | Ram | 2500 | 17 | Auction Or Wholesale | No | \$28,711.00 | \$28,711.00 | 90% | \$1,000.00 | \$1,319.54 |
| 41 | 4ST3112 | 2023 | Chevrolet | Silverado 1500 | 75 | Auction/Wholesale | Yes | \$50,895.00 | \$50,895.00 | 94% | \$49,437.53 | \$0.00 |
| 42 | 4UT8878 | 2013 | Buick | Enclave | 13 | Trade on Used | No | \$10,593.00 | \$6,200.00 | 94% | \$516.56 | \$0.00 |
| 43 | 4UT8879 | 2017 | Nissan | Armada | 13 | Trade on Used | No | \$21,834.00 | \$21,034.00 | 97% | \$5,820.69 | \$1,860.63 |
| 44 | 4UT8875 | 2021 | Chevrolet | Silverado 2500HD | 19 | Trade on New | No | \$65,997.00 | \$64,872.00 | 97% | \$5,143.32 | \$4,377.33 |
| 45 | 4UT8814 | 2022 | Hyundai | Santa Fe | 65 | Auction/Wholesale | No | \$23,601.00 | \$23,601.00 | 88% | (\$1,508.77) | \$0.00 |
| 46 | 4UC8221 | 2022 | Honda | Civic Sedan | 40 | Auction/Wholesale | No | \$22,400.00 | \$21,967.00 | 89% | (\$2,277.58) | \$3,508.00 |
| 47 | 4UC8217 | 2023 | Nissan | Altima | 61 | Auction/Wholesale | No | \$24,982.00 | \$24,982.00 | 91% | (\$579.39) | \$215.02 |
| 48 | 4UT8793 | 2019 | GMC | Sierra 1500 | 45 | Trade on New | No | \$35,524.00 | \$35,371.24 | 89% | (\$3,698.30) | \$0.00 |
| 49 | 4UT8857 | 2019 | Hyundai | Kona | 24 | Auction/Wholesale | No | \$20,540.00 | \$20,540.00 | 93% | \$1,544.23 | \$1,860.75 |
| 50 | 4UT8866 | 2023 | Chevrolet | Silverado 1500 | 20 | Trade on Used | Yes | \$56,551.00 | \$56,051.00 | 96% | \$327.26 | \$2,435.95 |
| 51 | 4UT8837 | 2023 | Chevrolet | Tahoe | 30 | Trade on New | Yes | \$67,828.00 | \$67,399.00 | 98% | (\$1,877.10) | \$2,296.45 |
| 52 | 4UC8227 | 2020 | Ford | Mustang | 27 | Auction/Wholesale | No | \$27,993.00 | \$27,993.00 | 95% | \$2,400.37 | \$296.64 |
| 53 | 4UT8853 | 2021 | Toyota | Highlander | 58 | Auction/Wholesale | No | \$36,472.00 | \$36,472.00 | 96% | \$2,079.78 | \$1,625.25 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 56% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 33.9 |
| Avg. Advertised Price (Time of Sale) | \$ 33,760 |
| Avg. Transaction Price | \$ 33,003 |
| Avg. Market Price at 100% | \$ 36,223 |
| Avg. Price to Market % (Time of Sale) | 93% |
| Avg. Transaction to Market | 91% |
| Avg. Transactional Discount | \$ 757 |
| Avg. Front-End Gross | \$ 1,619 |
| Avg. Finance Gross | \$ 1,526 |
| PUVR | \$ 3,145 |
| Total Gross (Units & PUVR) | \$ 629,019 |
| GROI | 101% |
| % with Trade | 0% |
| Avg. Over/Under Allowance | \$0 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | James Hutchinson | JC Chapman |
|---------------------------------------|------------|------------------|------------|
| % Retailed of Non-New Franchise | 56% | 52% | 57% |
| Total # Retail Units | 200 | 29 | 127 |
| Avg. Days to Sale | 33.9 | 31.5 | 34.7 |
| Avg. Advertised Price (Time of Sale) | \$ 33,760 | \$ 36,198 | \$ 32,420 |
| Avg. Transaction Price | \$ 33,003 | \$ 35,390 | \$ 31,611 |
| Avg. Market Price at 100% | \$ 36,223 | \$ 38,866 | \$ 34,550 |
| Avg. Price to Market % (Time of Sale) | 93% | 93% | 94% |
| Avg. Transaction to Market | 91% | 91% | 91% |
| Avg. Transactional Discount | \$ 757 | \$ 808 | \$ 810 |
| Avg. Front-End Gross | \$ 1,619 | \$ 799 | \$ 2,028 |
| Avg. Finance Gross | \$ 1,526 | \$ 1,343 | \$ 1,606 |
| PUVR | \$ 3,145 | \$ 2,143 | \$ 3,633 |
| Total Gross (Units & PUVR) | \$ 629,019 | \$ 62,137 | \$ 461,418 |
| GROI | 101% | 69% | 119% |
| % with Trade | 0% | 24% | 34% |
| Avg. Over/Under Allowance | 0 | 0 | 0 |



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

| Tyler Tolbert | Jennifer May | Abby Hardee | |
|---------------|--------------|-------------|---------|
| 35% | 100% | 100% | #DIV/0! |
| 17 | 2 | 3 | 0 |
| 39.4 | 43.0 | 5.3 | #DIV/0! |
| \$ 37,568 | \$ 24,989 | \$ 27,909 | #DIV/0! |
| \$ 37,363 | \$ 24,183 | \$ 26,167 | #DIV/0! |
| \$ 40,592 | \$ 26,304 | \$ 30,926 | #DIV/0! |
| 93% | 95% | 90% | #DIV/0! |
| 92% | 92% | 85% | #DIV/0! |
| \$ 205 | \$ 806 | \$ 1,742 | #DIV/0! |
| \$ 1,608 | \$ 735 | \$ 1,000 | #DIV/0! |
| \$ 1,598 | \$ - | \$ - | #DIV/0! |
| \$ 3,207 | \$ 735 | \$ 1,000 | #DIV/0! |
| \$ 54,519 | \$ 1,469 | \$ 3,000 | #DIV/0! |
| 79% | 25% | 258% | #DIV/0! |
| 41% | 0% | 0% | #DIV/0! |
| 0 | 0 | 0 | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | Brent Habig | Camary Green |
|---------------------------------------|------------|-------------|--------------|
| % Retailed of Non-New Franchise | 56% | 50% | 67% |
| Total # Retail Units | 200 | 2 | 27 |
| Avg. Days to Sale | 33.9 | 65.5 | 38.6 |
| Avg. Advertised Price (Time of Sale) | \$ 33,760 | \$ 35,377 | \$ 30,224 |
| Avg. Transaction Price | \$ 33,003 | \$ 34,945 | \$ 29,472 |
| Avg. Market Price at 100% | \$ 36,223 | \$ 39,339 | \$ 33,054 |
| Avg. Price to Market % (Time of Sale) | 93% | 90% | 91% |
| Avg. Transaction to Market | 91% | 89% | 89% |
| Avg. Transactional Discount | \$ 757 | \$ 432 | \$ 752 |
| Avg. Front-End Gross | \$ 1,619 | \$ 17,815 | \$ 1,257 |
| Avg. Finance Gross | \$ 1,526 | \$ 517 | \$ 1,282 |
| PUVR | \$ 3,145 | \$ 18,332 | \$ 2,539 |
| Total Gross (Units & PUVR) | \$ 629,019 | \$ 36,664 | \$ 68,552 |
| GROI | 101% | 288% | 80% |
| % with Trade | 0% | 50% | 22% |
| Avg. Over/Under Allowance | 0 | 0 | 0 |



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

| Jack Bailey | Kurt Wright | Royce Keyes | Jeff Posey |
|-------------|-------------|-------------|------------|
| 47% | 69% | 48% | 40% |
| 34 | 26 | 27 | 5 |
| 38.6 | 39.6 | 20.9 | 77.0 |
| \$ 32,427 | \$ 35,326 | \$ 36,403 | \$ 24,144 |
| \$ 31,576 | \$ 34,178 | \$ 35,437 | \$ 23,519 |
| \$ 34,465 | \$ 37,941 | \$ 38,194 | \$ 26,299 |
| 94% | 93% | 95% | 92% |
| 92% | 90% | 93% | 89% |
| \$ 850 | \$ 1,148 | \$ 966 | \$ 625 |
| \$ 2,128 | \$ 1,192 | \$ 2,249 | \$ 2,010 |
| \$ 758 | \$ 1,411 | \$ 2,199 | \$ 2,954 |
| \$ 2,886 | \$ 2,603 | \$ 4,449 | \$ 4,964 |
| \$ 98,111 | \$ 67,675 | \$ 120,112 | \$ 24,822 |
| 85% | 69% | 216% | 99% |
| 35% | 46% | 15% | 20% |
| 0 | 0 | 0 | 0 |

| Christopher Cronin | Parker Schurb | | |
|--------------------|---------------|---------|---------|
| 50% | 43% | #DIV/0! | #DIV/0! |
| 6 | 7 | 0 | 0 |
| 54.0 | 41.4 | #DIV/0! | #DIV/0! |
| \$ 47,063 | \$ 32,881 | #DIV/0! | #DIV/0! |
| \$ 47,933 | \$ 32,160 | #DIV/0! | #DIV/0! |
| \$ 49,905 | \$ 34,273 | #DIV/0! | #DIV/0! |
| 94% | 96% | #DIV/0! | #DIV/0! |
| 96% | 94% | #DIV/0! | #DIV/0! |
| \$ (870) | \$ 721 | #DIV/0! | #DIV/0! |
| \$ 1,155 | \$ 1,646 | #DIV/0! | #DIV/0! |
| \$ 2,239 | \$ 1,839 | #DIV/0! | #DIV/0! |
| \$ 3,394 | \$ 3,485 | #DIV/0! | #DIV/0! |
| \$ 20,366 | \$ 24,392 | #DIV/0! | #DIV/0! |
| 47% | 94% | #DIV/0! | #DIV/0! |
| 33% | 29% | #DIV/0! | #DIV/0! |
| 0 | 0 | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Amanda Kover | Dan Olson |
|---------------------------------------|------------|--------------|------------|
| % Retailed of Non-New Franchise | 56% | 57% | 58% |
| Total # Retail Units | 200 | 122 | 24 |
| Avg. Days to Sale | 33.9 | 28.3 | 60.6 |
| Avg. Advertised Price (Time of Sale) | \$ 33,760 | \$ 34,665 | \$ 32,270 |
| Avg. Transaction Price | \$ 33,003 | \$ 33,886 | \$ 31,536 |
| Avg. Market Price at 100% | \$ 36,223 | \$ 36,883 | \$ 34,866 |
| Avg. Price to Market % (Time of Sale) | 93% | 94% | 93% |
| Avg. Transaction to Market | 91% | 92% | 90% |
| Avg. Transactional Discount | \$ 757 | \$ 779 | \$ 734 |
| Avg. Front-End Gross | \$ 1,619 | \$ 1,116 | \$ 5,708 |
| Avg. Finance Gross | \$ 1,526 | \$ 1,845 | \$ 1,186 |
| PUVR | \$ 3,145 | \$ 2,961 | \$ 6,894 |
| Total Gross (Units & PUVR) | \$ 629,019 | \$ 361,240 | \$ 165,453 |
| GROI | 101% | 111% | 130% |
| % with Trade | 0% | 30% | 25% |
| Avg. Over/Under Allowance | 0 | 0 | 0 |



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

| Amanda Kover | JC Chapman | Abby Hardee | |
|--------------|------------|-------------|---------|
| 57% | 67% | #DIV/0! | #DIV/0! |
| 122 | 3 | 0 | 0 |
| 28.3 | 21.0 | #DIV/0! | #DIV/0! |
| \$ 34,665 | \$ 18,090 | #DIV/0! | #DIV/0! |
| \$ 33,886 | \$ 17,953 | #DIV/0! | #DIV/0! |
| \$ 36,883 | \$ 19,636 | #DIV/0! | #DIV/0! |
| 94% | 92% | #DIV/0! | #DIV/0! |
| 92% | 91% | #DIV/0! | #DIV/0! |
| \$ 779 | \$ 137 | #DIV/0! | #DIV/0! |
| \$ 1,116 | \$ 2,469 | #DIV/0! | #DIV/0! |
| \$ 1,845 | \$ 237 | #DIV/0! | #DIV/0! |
| \$ 2,961 | \$ 2,705 | #DIV/0! | #DIV/0! |
| \$ 361,240 | \$ 8,116 | #DIV/0! | #DIV/0! |
| 111% | 258% | #DIV/0! | #DIV/0! |
| 30% | 33% | #DIV/0! | #DIV/0! |
| 0 | 0 | #DIV/0! | #DIV/0! |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 51 | 149 |
| Avg. Days to Sale | 33.9 | 31.2 | 34.8 |
| Avg. Advertised Price (Time of Sale) | \$ 33,760 | \$ 45,436 | \$ 28,934 |
| Avg. Transaction Price | \$ 33,003 | \$ 44,890 | \$ 28,934 |
| Avg. Market Price at 100% | \$ 36,223 | \$ 47,889 | \$ 32,011 |
| Avg. Price to Market % (Time of Sale) | 93% | 95% | 90% |
| Avg. Transaction to Market | 91% | 94% | 90% |
| Avg. Transactional Discount | \$ 757 | \$ 545 | \$ 830 |
| Avg. Front-End Gross | \$ 1,619 | \$ 1,800 | \$ 1,557 |
| Avg. Finance Gross | \$ 1,526 | \$ 1,900 | \$ 1,398 |
| PUVR | \$ 3,145 | \$ 3,700 | \$ 2,955 |
| Total Gross (Units & PUVR) | \$ 629,019 | \$ 188,693 | \$ 440,326 |
| GROI | 101% | 95% | 106% |
| % with Trade | 0% | 39% | 29% |
| Avg. Over/Under Allowance | 0 | 0 | 0 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 89 | 111 |
| Avg. Days to Sale | 33.9 | 34.6 | 33.4 |
| Avg. Advertised Price (Time of Sale) | \$ 33,760 | \$ 38,285 | \$ 29,350 |
| Avg. Transaction Price | \$ 33,003 | \$ 37,558 | \$ 29,350 |
| Avg. Market Price at 100% | \$ 36,223 | \$ 40,750 | \$ 32,299 |
| Avg. Price to Market % (Time of Sale) | 93% | 94% | 91% |
| Avg. Transaction to Market | 91% | 92% | 91% |
| Avg. Transactional Discount | \$ 757 | \$ 727 | \$ 782 |
| Avg. Front-End Gross | \$ 1,619 | \$ 1,960 | \$ 1,346 |
| Avg. Finance Gross | \$ 1,526 | \$ 1,807 | \$ 1,300 |
| PUVR | \$ 3,145 | \$ 3,767 | \$ 2,647 |
| Total Gross (Units & PUVR) | \$ 629,019 | \$ 335,237 | \$ 293,782 |
| GROI | 101% | 104% | 97% |
| % with Trade | 0% | 47% | 19% |
| Avg. Over/Under Allowance | 0 | 0 | 0 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 200 | 37 | 45 |
| % of Retail Units | 100% | 19% | 23% |
| % Retailed of Non-New Franchise | 56% | 51% | 60% |
| Avg. Days to Sale | 33.9 | 29.7 | 32.8 |
| Avg. Transaction Price | \$ 33,003 | \$ 37,112 | \$ 32,767 |
| Avg. Transaction to Market % | 91% | 92% | 92% |
| Avg. Transactional Discount | \$ 757 | \$ 840 | \$ 696 |
| Avg. Front End Gross | \$ 1,619 | \$ 1,131 | \$ 1,635 |
| Avg. Finance Gross | \$ 1,526 | \$ 1,258 | \$ 1,504 |
| PUVR | \$ 3,145 | \$ 2,389 | \$ 3,139 |
| Total Gross (Units & PUVR) | \$ 629,019 | \$ 88,381 | \$ 141,266 |
| GROI | 101% | 78% | 105% |
| % with Trade | 0% | 38% | 38% |
| Avg. Over/Under Allowance | 0 | 0 | 0 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 14 | 97 | 0 | 0 |
| 7% | 49% | 0% | 0% |
| 43% | 55% | #DIV/0! | #DIV/0! |
| 36.0 | 34.1 | #DIV/0! | #DIV/0! |
| \$ 33,652 | \$ 31,004 | #DIV/0! | #DIV/0! |
| 89% | 90% | #DIV/0! | #DIV/0! |
| \$ 1,023 | \$ 727 | #DIV/0! | #DIV/0! |
| \$ 893 | \$ 1,935 | #DIV/0! | #DIV/0! |
| \$ 2,691 | \$ 1,449 | #DIV/0! | #DIV/0! |
| \$ 3,584 | \$ 3,384 | #DIV/0! | #DIV/0! |
| \$ 50,172 | \$ 328,225 | #DIV/0! | #DIV/0! |
| 106% | 115% | #DIV/0! | #DIV/0! |
| 36% | 26% | #DIV/0! | #DIV/0! |
| 0 | 0 | #DIV/0! | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|-----------|
| 0 | 0 | 4 |
| 0% | 0% | 2% |
| #DIV/0! | #DIV/0! | 100% |
| #DIV/0! | #DIV/0! | 64.3 |
| #DIV/0! | #DIV/0! | \$ 45,061 |
| #DIV/0! | #DIV/0! | 92% |
| #DIV/0! | #DIV/0! | \$ 588 |
| #DIV/0! | #DIV/0! | \$ 1,605 |
| #DIV/0! | #DIV/0! | \$ 1,660 |
| #DIV/0! | #DIV/0! | \$ 3,265 |
| #DIV/0! | #DIV/0! | \$ 13,060 |
| #DIV/0! | #DIV/0! | 41% |
| #DIV/0! | #DIV/0! | 25% |
| #DIV/0! | #DIV/0! | 0 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 101 | 45 |
| % of Retail Units | 100% | 51% | 23% |
| % Retailed of Non-New Franchise | 56% | 59% | 51% |
| Avg. Days to Sale | 33.9 | 15.7 | 38.1 |
| Avg. Transaction Price | \$ 33,003 | \$ 33,409 | \$ 33,049 |
| Avg. Transaction to Market % | 91% | 91% | 92% |
| Avg. Transactional Discount | \$ 757 | \$ 1,042 | \$ 384 |
| Avg. Front End Gross | \$ 1,619 | \$ 1,535 | \$ 963 |
| Avg. Finance Gross | \$ 1,526 | \$ 1,455 | \$ 1,539 |
| PUVR | \$ 3,145 | \$ 2,991 | \$ 2,502 |
| Total Gross (Units & PUVR) | \$ 629,019 | \$ 302,044 | \$ 112,577 |
| GROI | 101% | 206% | 72% |
| % with Trade | 0% | 33% | 27% |
| Avg. Over/Under Allowance | 0 | 0 | 0 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 22 | 17 | 9 |
| 11% | 9% | 5% |
| 64% | 53% | 44% |
| 52.4 | 68.2 | 130.0 |
| \$ 28,417 | \$ 38,114 | \$ 23,369 |
| 89% | 89% | 87% |
| \$ 435 | \$ 829 | \$ 441 |
| \$ 342 | \$ 4,252 | \$ 4,285 |
| \$ 1,547 | \$ 2,040 | \$ 623 |
| \$ 1,888 | \$ 6,291 | \$ 4,908 |
| \$ 41,538 | \$ 106,950 | \$ 44,176 |
| 46% | 87% | 58% |
| 27% | 47% | 33% |
| 0 | 0 | 0 |