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| 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. | NUMBER | 2015 | Chevrolet | Equinox | 30 | Trade on New | No | \$ 15,000 | \$ 13,800 | 95% | \$1,500 | \$500 |
| 1 | G23T255A | 2021 | Kia | SOUL | 11 | Trade on Used | No | \$ 21,375 | \$ 21,375 | 111% | \$2,616 | \$0 |
| 2 | GPC0200 | 2018 | Lexus | ES 350 | 138 | Other | No | \$ 34,220 | \$ 25,939 | 89% | \$3,918 | \$2,458 |
| 3 | GPC0254 | 2023 | Toyota | CAMRY | 95 | Street/Curb Buy | No | \$ 31,025 | \$ 25,995 | 95% | \$2,552 | \$458 |
| 4 | GPT0276 | 2018 | Ford | EXPLORER | 4 | Street/Curb Buy | No | \$ 22,405 | \$ 22,404 | 96% | \$2,914 | \$0 |
| 5 | GPT0243A | 2020 | Nissan | ALTIMA | 96 | Other | No | \$ 16,400 | \$ 16,400 | 100% | (\$2,809) | \$577 |
| 6 | GPC0232 | 2022 | Chrysler | 300 | 107 | Street/Curb Buy | No | \$ 36,320 | \$ 28,395 | 94% | (\$493) | \$2,436 |
| 7 | GPC0270 | 2019 | Dodge | CHARGER | 19 | Street/Curb Buy | No | \$ 20,200 | \$ 17,900 | 111% | \$299 | \$762 |
| 8 | GPC0272 | 2018 | Dodge | CHARGER | 5 | Street/Curb Buy | No | \$ 24,350 | \$ 19,950 | 115% | (\$2,992) | \$1,750 |
| 9 | G23T259A | 2018 | Subaru | OUTBACK | 7 | Other | No | \$ 23,753 | \$ 23,995 | 110% | \$1,423 | \$1,816 |
| 10 | GPT0266A | 2018 | Nissan | RPGUE | 37 | Street/Curb Buy | No | \$ 16,152 | \$ 16,000 | 105% | \$861 | \$913 |
| 11 | GPT0271 | 2019 | Cadillac | XT5 | 5 | Street/Curb Buy | No | \$ 33,865 | \$ 25,995 | 136% | (\$825) | \$1,735 |
| 12 | GPT0267 | 2018 | Ford | EXPLORER | 31 | Street/Curb Buy | No | \$ 24,555 | \$ 25,900 | 110% | \$3,422 | \$742 |
| 13 | G24T022A | 2018 | Nissan | ROGUE | 11 | Other | No | \$ 13,595 | \$ 13,595 | 108% | \$801 | \$623 |
| 14 | GPT0230 | 2022 | Honda | PILOT | 98 | Street/Curb Buy | No | \$ 44,155 | \$ 36,950 | 94% | (\$443) | \$1,559 |
| 15 | GPT0240 | 2015 | Ford | TRANSIT | 99 | Other | No | \$ 30,620 | \$ 18,000 | 86% | \$50 | \$0 |
| 16 | G24T023A | 2019 | Chevrolet | Equinox | 4 | Street/Curb Buy | No | \$ 18,626 | \$ 15,880 | 110% | \$671 | \$623 |
| 17 | GPT0257 | 2020 | Chevrolet | BLAZER | 94 | Street/Curb Buy | No | \$ 30,070 | \$ 23,500 | 115% | \$310 | \$3,519 |
| 18 | GPT0205 | 2023 | Chevrolet | Equinox | 129 | Street/Curb Buy | No | \$ 32,810 | \$ 29,995 | 110% | (\$3,623) | \$1,691 |
| 19 | G23T246A | 2020 | Ford | F-150 | 3 | Trade on Used | No | \$ 36,995 | \$ 35,995 | 101% | \$3,647 | \$541 |
| 20 | GPT0259 | 2023 | Jeep | CHEROKEE | 9 | Street/Curb Buy | No | \$ 43,450 | \$ 37,500 | 97% | \$4,799 | \$2,698 |
| 21 | GPT0154A | 2021 | Ram | 3500 | 78 | Trade on Used | No | \$ 56,990 | \$ 54,475 | 97% | \$4,874 | \$1,665 |
| 22 | GPT0243 | 2020 | Ford | ESCAPE | 84 | Trade on Used | Yes | \$ 22,120 | \$ 20,000 | 100% | (\$1,616) | \$516 |
| 23 | GPT0252 | 2017 | Jeep | WRANGLER | 75 | Street/Curb Buy | No | \$ 32,400 | \$ 28,995 | 97% | \$6,008 | \$2,724 |
| 24 | GPC0164 | 2021 | Kia | SOUL | 57 | Trade on Used | No | \$ 23,275 | \$ 24,000 | 113% | \$1,377 | \$3,324 |
| 25 | GPT0247 | 2022 | Buick | ENCLAVE | 71 | Street/Curb Buy | No | \$ 37,570 | \$ 37,500 | 105% | \$7,395 | \$571 |
| 26 | G24T004B | 2019 | Ford | ESCAPE | 7 | Street/Curb Buy | No | \$ 16,026 | \$ 15,750 | 99% | \$236 | \$0 |
| 27 | GPC0229 | 2020 | Volkswagen | ARTEON | 79 | LBO Customer | No | \$ 31,765 | \$ 25,023 | 94% | \$3,129 | \$4,361 |
| 28 | GPT0255 | 2022 | Chrysler | PACIFICA | 65 | Street/Curb Buy | No | \$ 35,625 | \$ 34,500 | 97% | \$2,803 | \$0 |
| 29 | G23T242A | 2018 | Ford | F-150 | 75 | LBO Customer | Yes | \$ 32,522 | \$ 31,500 | 105% | \$2,479 | \$0 |
| 30 | GPT0228 | 2019 | Buick | ENVISION | 76 | Street/Curb Buy | No | \$ 31,265 | \$ 27,995 | 98% | \$375 | \$545 |

| | | | | | | | | | | | | | | |
|----|----------|------|-----------|----------|----|-----------------|-----|----|--------|----|--------|--------|-----------|-----------|
| 31 | GPT0266 | 2022 | Ford | BRONCO | 24 | Trade on Used | No | \$ | 48,754 | \$ | 45,195 | 107% | (\$460) | \$3,631 |
| 32 | GPT0233 | 2021 | Jeep | COMPASS | 72 | Street/Curb Buy | No | \$ | 27,720 | \$ | 19,300 | 108% | \$760 | \$3,842 |
| 33 | GPT0258 | 2023 | GMC | TERRAIN | 56 | Street/Curb Buy | No | \$ | 34,090 | \$ | 28,995 | 109% | \$4,995 | \$2,496 |
| 34 | G24T012A | 2019 | Ford | F-350 | 62 | LBO Customer | Yes | \$ | 57,536 | \$ | 46,760 | 111% | \$4,389 | \$2,614 |
| 35 | G24T004A | 2021 | Ford | BRONCO | 70 | Trade on Used | No | \$ | 27,964 | \$ | 27,515 | 107% | (\$2,995) | \$2,003 |
| 36 | G23T266A | 2018 | Toyota | YARIS | 1 | Street/Curb Buy | No | \$ | 13,985 | \$ | 12,310 | 92% | (\$1,050) | \$0 |
| 37 | GPT0234 | 2020 | Chrysler | PACIFICA | 72 | Other | No | \$ | 32,015 | \$ | 29,400 | 10600% | (\$1,239) | \$2,639 |
| 38 | G23T262A | 2018 | Chevrolet | TRAX | 1 | Street/Curb Buy | No | \$ | 15,750 | \$ | 14,500 | 98% | \$12,976 | \$448 |
| 39 | G24T005A | 2023 | Jeep | CHEROKEE | 29 | Trade on Used | No | \$ | 46,829 | \$ | 43,995 | 107% | \$1,585 | \$300 |
| 40 | G23T222B | 2018 | Ram | 2500 | 5 | Street/Curb Buy | No | \$ | 14,998 | \$ | 14,500 | 8700% | (\$2,634) | \$0 |
| 41 | G23T192A | 2021 | Toyota | RAV4 | 54 | LBO Customer | No | \$ | 37,999 | \$ | 37,121 | 104% | \$1,500 | \$2,500 |
| 42 | G23T176A | 2022 | Nissan | ROGUE | 66 | Street/Curb Buy | No | \$ | 29,999 | \$ | 28,500 | 101% | \$1,500 | \$2,640 |
| 43 | GPT0260 | 2021 | Kia | SPORTAGE | 90 | Trade on Used | No | \$ | 21,999 | \$ | 17,500 | 105% | (\$3,424) | (\$2,058) |
| 44 | G23T201A | 2022 | Ram | 1500 | 36 | Trade on Used | No | \$ | 39,795 | \$ | 38,995 | 105% | \$2,558 | \$1,606 |
| 45 | GPT0091 | 2021 | Hyundai | SONATA | 49 | Street/Curb Buy | No | \$ | 25,989 | \$ | 24,500 | 102% | \$1,450 | \$2,500 |
| 46 | G23T224A | 2017 | Ford | F-250 | 15 | Trade on Used | Yes | \$ | 36,579 | \$ | 35,500 | 105% | \$5,953 | \$1,041 |
| 47 | GPT0214 | 2020 | Jeep | WRANGLER | 78 | Street/Curb Buy | No | \$ | 43,050 | \$ | 41,995 | 96% | (\$3,890) | (\$1,647) |
| 48 | G23T249B | 2020 | Ram | 1500 | 85 | LBO Customer | No | \$ | 30,298 | \$ | 27,981 | 105% | \$1,200 | \$2,500 |
| 49 | G23T245A | 2021 | Chevrolet | MALIBU | 30 | Trade on Used | No | \$ | 20,100 | \$ | 19,100 | 107% | \$547 | \$1,441 |
| 50 | GPT0199 | 2020 | Ford | EDGE | 90 | Street/Curb Buy | Yes | \$ | 38,120 | \$ | 31,500 | 101% | (\$6,125) | \$2,439 |
| 51 | GPC0249 | 2021 | Kia | FORTE | 46 | Street/Curb Buy | No | \$ | 21,900 | \$ | 20,900 | 107% | (\$742) | \$2,011 |
| 52 | GPC0250 | 2021 | Honda | ACCORD | 33 | Trade on Used | No | \$ | 30,500 | \$ | 29,000 | 107% | (\$1,056) | \$250 |
| 53 | G23T222A | 2014 | Ford | F-250 | 33 | Trade on Used | No | \$ | 47,500 | \$ | 47,500 | 105% | \$8,500 | \$3,145 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 73% |
| Total # Retail Units | 86 |
| Avg. Days to Sale | 42.0 |
| Avg. Advertised Price (Time of Sale) | \$ 29,746 |
| Avg. Transaction Price | \$ 27,777 |
| Avg. Market Price at 100% | \$ 9,106 |
| Avg. Price to Market % (Time of Sale) | 327% |
| Avg. Transaction to Market | 305% |
| Avg. Transactional Discount | \$ 1,968 |
| Avg. Front-End Gross | \$ 1,077 |
| Avg. Finance Gross | \$ 1,354 |
| PUVR | \$ 2,431 |
| Total Gross (Units & PUVR) | \$ 209,063 |
| GROI | 75% |
| % with Trade | 31% |
| Avg. Over/Under Allowance | (\$401) |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | REESE | REESE |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise | 73% | 73% | 73% |
| Total # Retail Units | 86 | 86 | 86 |
| Avg. Days to Sale | 42.0 | 42.0 | 42.0 |
| Avg. Advertised Price (Time of Sale) | \$ 29,746 | \$ 29,746 | \$ 29,746 |
| Avg. Transaction Price | \$ 27,777 | \$ 27,777 | \$ 27,777 |
| Avg. Market Price at 100% | \$ 9,106 | #REF! | #REF! |
| Avg. Price to Market % (Time of Sale) | 327% | #REF! | #REF! |
| Avg. Transaction to Market | 305% | #REF! | #REF! |
| Avg. Transactional Discount | \$ 1,968 | \$ 1,968 | \$ 1,968 |
| Avg. Front-End Gross | \$ 1,077 | \$ 1,077 | \$ 1,077 |
| Avg. Finance Gross | \$ 1,354 | \$ 1,354 | \$ 1,354 |
| PUVR | \$ 2,431 | \$ 2,431 | \$ 2,431 |
| Total Gross (Units & PUVR) | \$ 209,063 | \$ 209,063 | \$ 209,063 |
| GROI | 75% | 75% | 75% |
| % with Trade | 31% | 31% | 31% |
| Avg. Over/Under Allowance | -401 | -401 | -401 |



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

| REESE | REESE | REESE | REESE |
|------------|------------|------------|------------|
| 73% | 73% | 73% | 73% |
| 86 | 86 | 86 | 86 |
| 42.0 | 42.0 | 42.0 | 42.0 |
| \$ 29,746 | \$ 29,746 | \$ 29,746 | \$ 29,746 |
| \$ 27,777 | \$ 27,777 | \$ 27,777 | \$ 27,777 |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| \$ 1,968 | \$ 1,968 | \$ 1,968 | \$ 1,968 |
| \$ 1,077 | \$ 1,077 | \$ 1,077 | \$ 1,077 |
| \$ 1,354 | \$ 1,354 | \$ 1,354 | \$ 1,354 |
| \$ 2,431 | \$ 2,431 | \$ 2,431 | \$ 2,431 |
| \$ 209,063 | \$ 209,063 | \$ 209,063 | \$ 209,063 |
| 75% | 75% | 75% | 75% |
| 31% | 31% | 31% | 31% |
| -401 | -401 | -401 | -401 |

| REESE | REESE | REESE | REESE |
|------------|------------|------------|------------|
| 73% | 73% | 73% | 73% |
| 86 | 86 | 86 | 86 |
| 42.0 | 42.0 | 42.0 | 42.0 |
| \$ 29,746 | \$ 29,746 | \$ 29,746 | \$ 29,746 |
| \$ 27,777 | \$ 27,777 | \$ 27,777 | \$ 27,777 |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| \$ 1,968 | \$ 1,968 | \$ 1,968 | \$ 1,968 |
| \$ 1,077 | \$ 1,077 | \$ 1,077 | \$ 1,077 |
| \$ 1,354 | \$ 1,354 | \$ 1,354 | \$ 1,354 |
| \$ 2,431 | \$ 2,431 | \$ 2,431 | \$ 2,431 |
| \$ 209,063 | \$ 209,063 | \$ 209,063 | \$ 209,063 |
| 75% | 75% | 75% | 75% |
| 31% | 31% | 31% | 31% |
| -401 | -401 | -401 | -401 |

| REESE | |
|-------|---------|
| | 73% |
| | 86 |
| | 42.0 |
| \$ | 29,746 |
| \$ | 27,777 |
| | #REF! |
| | #REF! |
| | #REF! |
| \$ | 1,968 |
| \$ | 1,077 |
| \$ | 1,354 |
| \$ | 2,431 |
| \$ | 209,063 |
| | 75% |
| | 31% |
| | -401 |

Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | LIONAL | ISH |
|---------------------------------------|------------|-----------|-----------|
| % Retailed of Non-New Franchise | 73% | 20% | 73% |
| Total # Retail Units | 86 | 5 | 15 |
| Avg. Days to Sale | 42.0 | 54.8 | 35.1 |
| Avg. Advertised Price (Time of Sale) | \$ 29,746 | \$ 34,904 | \$ 28,853 |
| Avg. Transaction Price | \$ 27,777 | \$ 32,702 | \$ 26,832 |
| Avg. Market Price at 100% | \$ 9,106 | \$ 33,427 | #REF! |
| Avg. Price to Market % (Time of Sale) | 327% | 104% | #REF! |
| Avg. Transaction to Market | 305% | 98% | #REF! |
| Avg. Transactional Discount | \$ 1,968 | \$ 2,202 | \$ 2,022 |
| Avg. Front-End Gross | \$ 1,077 | \$ (694) | \$ 1,151 |
| Avg. Finance Gross | \$ 1,354 | \$ 2,405 | \$ 1,827 |
| PUVR | \$ 2,431 | \$ 1,711 | \$ 2,978 |
| Total Gross (Units & PUVR) | \$ 209,063 | \$ 8,555 | \$ 44,675 |
| GROI | 75% | 34% | 114% |
| % with Trade | 31% | 40% | 33% |
| Avg. Over/Under Allowance | -401 | -861 | -31 |



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

| ISH/TY | STEPH | JOSH | LIONAL/JOSH |
|-----------|------------|-----------|-------------|
| 50% | 100% | 88% | 25% |
| 4 | 7 | 8 | 4 |
| 31.5 | 28.9 | 60.4 | 49.3 |
| \$ 32,502 | \$ 25,708 | \$ 29,336 | \$ 33,455 |
| \$ 32,241 | \$ 21,365 | \$ 26,966 | \$ 29,880 |
| \$ 30,207 | \$ 23,554 | #VALUE! | \$ 33,726 |
| 108% | 109% | #VALUE! | 99% |
| 107% | 91% | #VALUE! | 89% |
| \$ 262 | \$ 4,343 | \$ 2,370 | \$ 3,574 |
| \$ 4,367 | \$ (1,002) | \$ 903 | \$ 3,174 |
| \$ 1,967 | \$ 983 | \$ 809 | \$ 1,411 |
| \$ 6,333 | \$ (19) | \$ 1,712 | \$ 4,585 |
| \$ 25,332 | \$ (134) | \$ 13,692 | \$ 18,341 |
| 224% | -1% | 38% | 112% |
| 25% | 14% | 50% | 25% |
| 198 | -586 | -515 | -113 |

| MARTI | JEANNE | AMANDA | GABBY |
|-----------|-----------|-----------|-----------|
| 100% | 80% | 83% | 60% |
| 3 | 5 | 6 | 5 |
| 19.7 | 39.2 | 34.8 | 67.0 |
| \$ 29,598 | \$ 32,880 | \$ 28,705 | \$ 27,567 |
| \$ 28,696 | \$ 32,321 | \$ 26,691 | \$ 25,632 |
| \$ 25,663 | \$ 31,970 | \$ 24,909 | \$ 27,504 |
| 115% | 103% | 115% | 100% |
| 112% | 101% | 107% | 93% |
| \$ 901 | \$ 559 | \$ 2,014 | \$ 1,935 |
| \$ 1,388 | \$ (559) | \$ (507) | \$ (551) |
| \$ 1,336 | \$ 561 | \$ 648 | \$ 1,473 |
| \$ 2,724 | \$ 3 | \$ 141 | \$ 922 |
| \$ 8,171 | \$ 13 | \$ 844 | \$ 4,612 |
| 174% | 0% | 5% | 19% |
| 67% | 40% | 17% | 40% |
| -333 | -515 | 817 | -1,045 |

| HOUSE REP | ISH/LIONEL | TYRON | |
|-----------|-------------|-----------|---------|
| 79% | 100% | 78% | #DIV/0! |
| 14 | 1 | 9 | 0 |
| 52.6 | 44.0 | 24.6 | #DIV/0! |
| \$ 31,267 | \$ 41,155 | \$ 25,577 | #DIV/0! |
| \$ 28,574 | \$ 51,995 | \$ 24,564 | #DIV/0! |
| \$ 30,850 | \$ 38,106 | \$ 23,725 | #DIV/0! |
| 101% | 108% | 108% | #DIV/0! |
| 93% | 136% | 104% | #DIV/0! |
| \$ 2,693 | \$ (10,840) | \$ 1,013 | #DIV/0! |
| \$ 3,278 | \$ 1,800 | \$ 578 | #DIV/0! |
| \$ 1,686 | \$ 535 | \$ 880 | #DIV/0! |
| \$ 4,965 | \$ 2,335 | \$ 1,458 | #DIV/0! |
| \$ 69,504 | \$ 2,335 | \$ 13,123 | #DIV/0! |
| 119% | 37% | 87% | #DIV/0! |
| 21% | 100% | 22% | #DIV/0! |
| -703 | -4,435 | -408 | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | ERVIN | ERVIN |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise | 73% | 73% | 73% |
| Total # Retail Units | 86 | 86 | 86 |
| Avg. Days to Sale | 42.0 | 42.0 | 42.0 |
| Avg. Advertised Price (Time of Sale) | \$ 29,746 | \$ 29,746 | \$ 29,746 |
| Avg. Transaction Price | \$ 27,777 | \$ 27,777 | \$ 27,777 |
| Avg. Market Price at 100% | \$ 9,106 | #REF! | #REF! |
| Avg. Price to Market % (Time of Sale) | 327% | #REF! | #REF! |
| Avg. Transaction to Market | 305% | #REF! | #REF! |
| Avg. Transactional Discount | \$ 1,968 | \$ 1,968 | \$ 1,968 |
| Avg. Front-End Gross | \$ 1,077 | \$ 1,077 | \$ 1,077 |
| Avg. Finance Gross | \$ 1,354 | \$ 1,354 | \$ 1,354 |
| PUVR | \$ 2,431 | \$ 2,431 | \$ 2,431 |
| Total Gross (Units & PUVR) | \$ 209,063 | \$ 209,063 | \$ 209,063 |
| GROI | 75% | 75% | 75% |
| % with Trade | 31% | 31% | 31% |
| Avg. Over/Under Allowance | -401 | -401 | -401 |



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

| ERVIN | ERVIN | ERVIN | ERVIN |
|------------|------------|------------|------------|
| 73% | 73% | 73% | 73% |
| 86 | 86 | 86 | 86 |
| 42.0 | 42.0 | 42.0 | 42.0 |
| \$ 29,746 | \$ 29,746 | \$ 29,746 | \$ 29,746 |
| \$ 27,777 | \$ 27,777 | \$ 27,777 | \$ 27,777 |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| \$ 1,968 | \$ 1,968 | \$ 1,968 | \$ 1,968 |
| \$ 1,077 | \$ 1,077 | \$ 1,077 | \$ 1,077 |
| \$ 1,354 | \$ 1,354 | \$ 1,354 | \$ 1,354 |
| \$ 2,431 | \$ 2,431 | \$ 2,431 | \$ 2,431 |
| \$ 209,063 | \$ 209,063 | \$ 209,063 | \$ 209,063 |
| 75% | 75% | 75% | 75% |
| 31% | 31% | 31% | 31% |
| -401 | -401 | -401 | -401 |

| ERVIN | ERVIN | ERVIN | ERVIN |
|------------|------------|------------|------------|
| 73% | 73% | 73% | 73% |
| 86 | 86 | 86 | 86 |
| 42.0 | 42.0 | 42.0 | 42.0 |
| \$ 29,746 | \$ 29,746 | \$ 29,746 | \$ 29,746 |
| \$ 27,777 | \$ 27,777 | \$ 27,777 | \$ 27,777 |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| #REF! | #REF! | #REF! | #REF! |
| \$ 1,968 | \$ 1,968 | \$ 1,968 | \$ 1,968 |
| \$ 1,077 | \$ 1,077 | \$ 1,077 | \$ 1,077 |
| \$ 1,354 | \$ 1,354 | \$ 1,354 | \$ 1,354 |
| \$ 2,431 | \$ 2,431 | \$ 2,431 | \$ 2,431 |
| \$ 209,063 | \$ 209,063 | \$ 209,063 | \$ 209,063 |
| 75% | 75% | 75% | 75% |
| 31% | 31% | 31% | 31% |
| -401 | -401 | -401 | -401 |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|-----------|------------|
| Total # Retail Units | 86 | 8 | 78 |
| Avg. Days to Sale | 42.0 | 57.5 | 40.4 |
| Avg. Advertised Price (Time of Sale) | \$ 29,746 | \$ 34,201 | \$ 27,427 |
| Avg. Transaction Price | \$ 27,777 | \$ 31,193 | \$ 27,427 |
| Avg. Market Price at 100% | \$ 9,106 | \$ 32,557 | #REF! |
| Avg. Price to Market % (Time of Sale) | 327% | 105% | #REF! |
| Avg. Transaction to Market | 305% | 96% | #REF! |
| Avg. Transactional Discount | \$ 1,968 | \$ 3,008 | \$ 1,862 |
| Avg. Front-End Gross | \$ 1,077 | \$ 835 | \$ 1,102 |
| Avg. Finance Gross | \$ 1,354 | \$ 1,143 | \$ 1,375 |
| PUVR | \$ 2,431 | \$ 1,978 | \$ 2,477 |
| Total Gross (Units & PUVR) | \$ 209,063 | \$ 15,821 | \$ 193,242 |
| GROI | 75% | 40% | 81% |
| % with Trade | 31% | 38% | 31% |
| Avg. Over/Under Allowance | -401 | 95 | -452 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|-----------|------------|
| Total # Retail Units | 86 | 23 | 63 |
| Avg. Days to Sale | 42.0 | 42.0 | 42.0 |
| Avg. Advertised Price (Time of Sale) | \$ 29,746 | \$ 33,257 | \$ 26,462 |
| Avg. Transaction Price | \$ 27,777 | \$ 31,380 | \$ 26,462 |
| Avg. Market Price at 100% | \$ 9,106 | \$ 32,018 | #REF! |
| Avg. Price to Market % (Time of Sale) | 327% | 104% | #REF! |
| Avg. Transaction to Market | 305% | 98% | #REF! |
| Avg. Transactional Discount | \$ 1,968 | \$ 1,877 | \$ 2,002 |
| Avg. Front-End Gross | \$ 1,077 | \$ 1,383 | \$ 966 |
| Avg. Finance Gross | \$ 1,354 | \$ 1,407 | \$ 1,334 |
| PUVR | \$ 2,431 | \$ 2,790 | \$ 2,300 |
| Total Gross (Units & PUVR) | \$ 209,063 | \$ 64,167 | \$ 144,896 |
| GROI | 75% | 76% | 75% |
| % with Trade | 31% | 39% | 29% |
| Avg. Over/Under Allowance | -401 | -930 | -208 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 86 | 0 | 27 |
| % of Retail Units | 100% | 0% | 31% |
| % Retailed of Non-New Franchise | 73% | #DIV/0! | 67% |
| Avg. Days to Sale | 42.0 | #DIV/0! | 36.7 |
| Avg. Transaction Price | \$ 27,777 | #DIV/0! | \$ 31,402 |
| Avg. Transaction to Market % | 305% | #DIV/0! | 103% |
| Avg. Transactional Discount | \$ 1,968 | #DIV/0! | \$ 569 |
| Avg. Front End Gross | \$ 1,077 | #DIV/0! | \$ 396 |
| Avg. Finance Gross | \$ 1,354 | #DIV/0! | \$ 1,128 |
| PUVR | \$ 2,431 | #DIV/0! | \$ 1,523 |
| Total Gross (Units & PUVR) | \$ 209,063 | #DIV/0! | \$ 41,130 |
| GROI | 75% | #DIV/0! | 48% |
| % with Trade | 31% | #DIV/0! | 93% |
| Avg. Over/Under Allowance | -401 | #DIV/0! | -1,607 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 42 | 0 | 0 | 10 |
| 49% | 0% | 0% | 12% |
| 83% | #DIV/0! | #DIV/0! | 50% |
| 39.5 | #DIV/0! | #DIV/0! | 51.2 |
| \$ 25,415 | #DIV/0! | #DIV/0! | \$ 31,565 |
| #REF! | #DIV/0! | #DIV/0! | 91% |
| \$ 2,108 | #DIV/0! | #DIV/0! | \$ 4,108 |
| \$ 1,539 | #DIV/0! | #DIV/0! | \$ 1,206 |
| \$ 1,304 | #DIV/0! | #DIV/0! | \$ 2,140 |
| \$ 2,843 | #DIV/0! | #DIV/0! | \$ 3,346 |
| \$ 119,397 | #DIV/0! | #DIV/0! | \$ 33,461 |
| 102% | #DIV/0! | #DIV/0! | 75% |
| 2% | #DIV/0! | #DIV/0! | 0% |
| 199 | #DIV/0! | #DIV/0! | -50 |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|-----------|
| 1 | 0 | 6 |
| 1% | 0% | 7% |
| 0% | #DIV/0! | 83% |
| 22.0 | #DIV/0! | 70.5 |
| \$ 30,582 | #DIV/0! | \$ 21,222 |
| 107% | #DIV/0! | #VALUE! |
| \$ 1,000 | #DIV/0! | \$ 3,879 |
| \$ 3,127 | #DIV/0! | \$ 357 |
| \$ 1,691 | #DIV/0! | \$ 1,352 |
| \$ 4,818 | #DIV/0! | \$ 1,710 |
| \$ 4,818 | #DIV/0! | \$ 10,257 |
| 258% | #DIV/0! | 41% |
| 0% | #DIV/0! | 17% |
| 0 | #DIV/0! | 175 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|-----------|------------|
| Total # Retail Units | 86 | 40 | 12 |
| % of Retail Units | 100% | 47% | 14% |
| % Retailed of Non-New Franchise | 73% | 73% | 75% |
| Avg. Days to Sale | 42.0 | 12.9 | 35.2 |
| Avg. Transaction Price | \$ 27,777 | \$ 25,028 | \$ 33,717 |
| Avg. Transaction to Market % | 305% | #REF! | 109% |
| Avg. Transactional Discount | \$ 1,968 | \$ 1,470 | \$ (699) |
| Avg. Front End Gross | \$ 1,077 | \$ 1,219 | \$ 1,329 |
| Avg. Finance Gross | \$ 1,354 | \$ 1,210 | \$ 999 |
| PUVR | \$ 2,431 | \$ 2,428 | \$ 2,328 |
| Total Gross (Units & PUVR) | \$ 209,063 | \$ 97,136 | \$ 27,936 |
| GROI | 75% | 272% | 71% |
| % with Trade | 31% | 30% | 58% |
| Avg. Over/Under Allowance | -401 | -251 | -1,336 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 6 | 20 | 8 |
| 7% | 23% | 9% |
| 83% | 65% | 88% |
| 52.3 | 75.2 | 107.0 |
| \$ 26,986 | \$ 30,802 | \$ 25,647 |
| 102% | 575% | #VALUE! |
| \$ 1,381 | \$ 3,006 | \$ 6,306 |
| \$ 2,363 | \$ 716 | \$ (67) |
| \$ 2,815 | \$ 1,323 | \$ 1,587 |
| \$ 5,179 | \$ 2,038 | \$ 1,520 |
| \$ 31,071 | \$ 40,760 | \$ 12,160 |
| 132% | 32% | 20% |
| 33% | 25% | 13% |
| -333 | -344 | 56 |