

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|------------------|--------------------|---------------------|
| Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe |
| Ryan Meinert | Ryan Meinert | Ryan Meinert |
| Jessika Hensley | Jessika Hensley | Jessika Hensley |
| Jennifer Newton | Jennifer Newton | Jennifer Newton |
| Julian Commodore | Julian Commodore | Marlon Poole |
| Greg Hayes | Greg Hayes | Tyler Earls |
| Carl Mushala | Carl Mushala | Chris Roderick |
| Mindy Louden | Mindy Louden | Ryan Popp |
| Stacy Wolfe | Stacy Wolfe | Cheyenne Collins |
| Genie Griffin | Genie Griffin | Christian Scothorn |
| Falica Ellis | Falica Ellis | Chris Hensley |
| | | Matthew Post |
| | | Ryan Harkins |
| | | Jake Webster |
| | | Tyler Herman |
| | | Jordan Holt |
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Pre-Work VO1 Week 4 Pre-Owned

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
- 3) Select 'Source' of vehicle into inventory (column F). Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)
- 7) Refrain from copy/paste as much as possible to avoid formatting issues. It is more important to have complete transactions vs. more transactions.



| Unit # | Stock# | Year | Make | Model | In | Acquisition Source | CPO | Price (Time | Transacti | Market % | End | Finance | Salesperson | Desk Manager | Finance Manager | Trade | Under |
|--------|---------|------|---------------|----------------|-----|--------------------|-----|-------------|-----------|----------|-----------|---------|--------------------|------------------|------------------|-------|-----------|
| ex. | P123456 | 2015 | Chevrolet | Equinox | 30 | Trade on New | No | \$ 15,000 | \$ 13,800 | 95% | \$1,500 | \$500 | Desiree Dawson | Michael Hayes | Mike Lucki | Yes | \$2,000 |
| 1 | 17020 | 2020 | GMC | ACADIA | 57 | Auction/Wholesale | No | \$ 23,893 | \$ 23,893 | 94% | (\$846) | \$1,193 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 2 | 33744A | 2015 | Dodge | GRAND CARAVAN | 18 | Trade on New | No | \$ 9,891 | \$ 8,591 | 97% | \$937 | \$397 | Jessika Hensley | Carl Mushala | Jessika Hensley | Yes | \$0 |
| 3 | 33683A | 2020 | Toyota | C-HR | 79 | Trade on New | No | \$ 21,284 | \$ 21,284 | 92% | (\$1,204) | \$878 | Jennifer Newton | Jennifer Newton | Jennifer Newton | No | \$0 |
| 4 | 33953A | 2015 | Chevrolet | MALIBU | 11 | Trade on New | No | \$ 12,991 | \$ 12,991 | 103% | \$1,697 | \$503 | Chris Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 5 | 33849A | 2021 | Chevrolet | Equinox | 36 | Trade on New | No | \$ 22,881 | \$ 22,881 | 100% | \$2,526 | \$586 | Falica Ellis | Marlon Poole | Falica Ellis | Yes | \$0 |
| 6 | 17012 | 2022 | Toyota | TACOMA | 58 | Street/Curb Buy | No | \$ 33,713 | \$ 33,494 | 94% | (\$1,068) | \$0 | Ryan Popp | Carl Mushala | Carl Mushala | Yes | \$0 |
| 7 | 16991A | 2018 | Kia | FORTE | 36 | Trade on New | No | \$ 13,652 | \$ 13,652 | 88% | \$747 | \$0 | Jennifer Newton | Jennifer Newton | Jennifer Newton | No | \$0 |
| 8 | 34053A | 2021 | Chevrolet | COLORADO | 4 | Trade on New | No | \$ 35,591 | \$ 35,591 | 105% | \$5,031 | \$2,133 | Chris Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 9 | 17078A | 2020 | Toyota | CAMRY | 18 | Trade on New | No | \$ 28,191 | \$ 27,845 | 97% | \$2,516 | \$0 | Ryan Popp | Falica Ellis | Falica Ellis | Yes | \$0 |
| 10 | 17139 | 2020 | Honda | PILOT | 19 | Street/Curb Buy | No | \$ 29,191 | \$ 29,191 | 96% | \$887 | \$1,844 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 11 | 17155 | 2020 | Ford | EXPLORER | 14 | Street/Curb Buy | No | \$ 28,981 | \$ 28,981 | 99% | \$2,940 | \$1,487 | Matthew Post | Carl Mushala | Carl Mushala | No | \$0 |
| 12 | 33551B | 2018 | Chrysler | 300 | 33 | Trade on Used | No | \$ 26,992 | \$ 26,992 | 99% | \$1,113 | \$0 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | No | \$0 |
| 13 | 17162 | 2017 | Mercedes-Benz | GLA | 13 | Street/Curb Buy | No | \$ 22,491 | \$ 22,491 | 97% | \$812 | \$0 | Ryan Harkins | Falica Ellis | Falica Ellis | No | \$0 |
| 14 | 16900R | 2021 | Kia | FORTE | 103 | Street/Curb Buy | No | \$ 13,784 | \$ 14,994 | 79% | (\$1,470) | \$0 | Cheyenne Collins | Julian Commodore | Julian Commodore | Yes | \$0 |
| 15 | 16939A | 2019 | Acura | TLX | 19 | Trade on New | No | \$ 22,011 | \$ 22,011 | 94% | (\$35) | \$182 | Ryan Popp | Julian Commodore | Falica Ellis | Yes | \$0 |
| 16 | 17065A | 2015 | Nissan | ALTIMA | 24 | Trade on New | No | \$ 7,862 | \$ 7,011 | 91% | \$2,096 | \$0 | Tyler Earls | Stacy Wolfe | Falica Ellis | No | \$0 |
| 17 | 17001 | 2021 | Ram | 1500 | 64 | Street/Curb Buy | No | \$ 74,183 | \$ 74,183 | 95% | \$1,612 | \$3,790 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 18 | 17016 | 2021 | Chevrolet | EQUINOX | 59 | Auction/Wholesale | No | \$ 19,273 | \$ 19,273 | 90% | (\$1,628) | \$1,119 | Jessika Hensley | Julian Commodore | Jessika Hensley | Yes | (\$574) |
| 19 | 33839B | 2018 | Ford | ESCAPE | 20 | Trade on Used | No | \$ 12,292 | \$ 12,292 | 91% | (\$147) | \$785 | Cheyenne Collins | Carl Mushala | Julian Commodore | No | \$0 |
| 20 | 33905A | 2019 | Nissan | KICKS | 27 | Trade on New | No | \$ 13,492 | \$ 13,492 | 90% | (\$487) | \$2,217 | Jessika Hensley | Stacy Wolfe | Jessika Hensley | No | \$0 |
| 21 | 17058A | 2017 | Jeep | GRAND CHEROKEE | 39 | Trade on New | No | \$ 23,492 | \$ 22,822 | 97% | (\$120) | \$0 | Jennifer Newton | Falica Ellis | Jennifer Newton | Yes | \$0 |
| 22 | 17147 | 2017 | Chevrolet | SILVERADO 1500 | 17 | Street/Curb Buy | No | \$ 31,232 | \$ 30,636 | 96% | \$190 | \$1,652 | Jordan Holt | Falica Ellis | Falica Ellis | No | \$0 |
| 23 | 16916 | 2019 | Buick | LACROSSE | 98 | Street/Curb Buy | No | \$ 19,994 | \$ 19,000 | 88% | \$3,299 | \$865 | Tyler Earls | Stacy Wolfe | Stacy Wolfe | Yes | \$0 |
| 24 | 16860 | 2021 | Buick | ENVISION | 116 | Auction/Wholesale | No | \$ 25,274 | \$ 25,274 | 87% | (\$4,168) | \$1,872 | Jessika Hensley | Carl Mushala | Carl Mushala | Yes | \$0 |
| 25 | 17008 | 2023 | GMC | TERRAIN | 63 | Auction/Wholesale | No | \$ 26,674 | \$ 26,351 | 85% | (\$390) | \$0 | Marlon Poole | Mindy Loudon | Mindy Loudon | No | \$0 |
| 26 | 17084 | 2022 | Chrysler | PACIFICA | 36 | Auction/Wholesale | No | \$ 27,862 | \$ 27,862 | 91% | (\$894) | \$983 | Christian Scothorn | Mindy Loudon | Mindy Loudon | No | \$0 |
| 27 | 16798A | 2016 | Dodge | JOURNEY | 29 | Trade on New | No | \$ 8,872 | \$ 8,872 | 89% | (\$392) | \$789 | Jennifer Newton | Julian Commodore | Jennifer Newton | No | \$0 |
| 28 | 16980R | 2020 | Chevrolet | TRAX | 74 | Trade on New | No | \$ 15,964 | \$ 15,964 | 90% | (\$2,444) | \$1,112 | Jessika Hensley | Stacy Wolfe | Jessika Hensley | No | \$0 |
| 29 | 16973R | 2020 | Chevrolet | TRAX | 137 | Trade on New | No | \$ 14,924 | \$ 14,924 | 84% | (\$2,511) | \$2,521 | Chris Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 30 | 33883A | 2018 | Chevrolet | CRUZE | 10 | Trade on New | No | \$ 14,391 | \$ 15,491 | 100% | \$4,165 | \$3,097 | Christian Scothorn | Julian Commodore | Julian Commodore | No | \$0 |
| 31 | 17039 | 2020 | Honda | CIVIC | 53 | Street/Curb Buy | No | \$ 17,993 | \$ 16,993 | 95% | (\$2,851) | \$0 | Chris Roderick | Carl Mushala | Carl Mushala | No | \$0 |
| 32 | 17111 | 2020 | Buick | ENCLAVE | 32 | Auction/Wholesale | No | \$ 26,952 | \$ 26,632 | 97% | \$476 | \$1,345 | Ryan Meinert | Ryan Meinert | Ryan Meinert | Yes | \$0 |
| 33 | 34014A | 2016 | Chevrolet | TAHOE | 19 | Trade on New | No | \$ 32,392 | \$ 32,329 | 98% | (\$595) | \$0 | Jimmy Wolfe | Falica Ellis | Jimmy Wolfe | Yes | \$0 |
| 34 | 17097 | 2012 | Acura | MDX | 37 | Street/Curb Buy | No | \$ 11,700 | \$ 11,540 | 84% | (\$297) | \$0 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 35 | 16801R | 2021 | Chevrolet | EQUINOX | 137 | Auction/Wholesale | No | \$ 19,914 | \$ 19,914 | 85% | (\$3,657) | \$1,564 | Marlon Poole | Julian Commodore | Julian Commodore | No | \$0 |
| 36 | 16993R | 2021 | Jeep | COMPASS | 62 | Auction/Wholesale | No | \$ 25,291 | \$ 19,934 | 111% | (\$2,236) | \$0 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 37 | 33857B | 2019 | Ram | 1500 | 30 | Trade on Used | No | \$ 42,292 | \$ 42,292 | 99% | \$1,980 | \$2,015 | Matthew Post | Carl Mushala | Carl Mushala | Yes | \$0 |
| 38 | 17066 | 2022 | Chevrolet | SILVERADO 1500 | 38 | Auction/Wholesale | No | \$ 35,882 | \$ 35,882 | 92% | (\$795) | \$0 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 39 | 17141 | 2017 | GMC | ACADIA | 23 | Street/Curb Buy | No | \$ 14,900 | \$ 14,900 | 96% | \$1,899 | \$557 | Jimmy Wolfe | Carl Mushala | Carl Mushala | No | \$0 |
| 40 | 33805C | 2017 | Toyota | COROLLA | 20 | Trade on Used | No | \$ 13,791 | \$ 13,291 | 100% | \$1,002 | \$0 | Ryan Popp | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 41 | 17069A | 2017 | Ram | 2500 | 20 | Trade on New | No | \$ 31,400 | \$ 31,400 | 89% | (\$582) | \$735 | Ryan Popp | Carl Mushala | Carl Mushala | No | \$0 |
| 42 | 17048 | 2020 | Chevrolet | BOLT EV | 54 | Auction/Wholesale | No | \$ 15,493 | \$ 14,683 | 87% | (\$2,298) | \$0 | Cheyenne Collins | Mindy Loudon | Stacy Wolfe | No | \$0 |
| 43 | 17018 | 2020 | Chevrolet | EQUINOX | 63 | Auction/Wholesale | Yes | \$ 20,593 | \$ 20,593 | 89% | (\$1,688) | \$624 | Tyler Earls | Julian Commodore | Julian Commodore | No | \$0 |
| 44 | 33404B | 2014 | Kia | OPTIMA | 66 | Trade on Used | No | \$ 11,994 | \$ 11,994 | 87% | \$2,786 | \$0 | Jennifer Newton | Jennifer Newton | Jennifer Newton | No | \$0 |
| 45 | 17172 | 2017 | Chevrolet | SILVERADO 3500 | 10 | Street/Curb Buy | No | \$ 51,691 | \$ 51,691 | 102% | \$1,899 | \$1,847 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 46 | 16588R | 2020 | Mazda | CX-5 | 214 | Auction/Wholesale | No | \$ 22,584 | \$ 22,386 | 89% | (\$4,939) | \$0 | Tyler Earls | Carl Mushala | Carl Mushala | No | \$0 |
| 47 | 16953R | 2020 | Jeep | COMPASS | 80 | Auction/Wholesale | No | \$ 20,294 | \$ 20,294 | 93% | (\$160) | \$1,382 | Jessika Hensley | Julian Commodore | Jessika Hensley | Yes | \$0 |
| 48 | 16755R | 2021 | Nissan | KICKS | 152 | Auction/Wholesale | No | \$ 17,034 | \$ 17,034 | 90% | (\$884) | \$528 | Cheyenne Collins | Carl Mushala | Carl Mushala | Yes | \$0 |
| 49 | 33856A | 2021 | Chevrolet | SILVERADO 1500 | 24 | Trade on New | No | \$ 42,444 | \$ 41,222 | 98% | \$1,094 | \$396 | Christian Scothorn | Julian Commodore | Julian Commodore | Yes | (\$1,000) |
| 50 | 17049 | 2020 | Chevrolet | BOLT EV | 57 | Auction/Wholesale | No | \$ 15,123 | \$ 15,123 | 79% | (\$2,068) | \$2,504 | Cheyenne Collins | Carl Mushala | Carl Mushala | No | \$0 |
| 51 | 17044 | 2020 | Chevrolet | BOLT EV | 57 | Auction/Wholesale | No | \$ 15,154 | \$ 15,154 | 80% | (\$1,950) | \$324 | Jordan Holt | Falica Ellis | Falica Ellis | No | \$0 |
| 52 | 17121 | 2023 | Ford | MAVERICK | 34 | Street/Curb Buy | No | \$ 32,492 | \$ 32,492 | 95% | \$889 | \$2,044 | Chris Hensley | Falica Ellis | Falica Ellis | Yes | \$0 |

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|-----|--------|------|------------|----------------|-----|-------------------|-------------|-----------|-----------|------|-----------|---------|--------------------|------------------|------------------|-----|---------|
| 53 | 33638A | 2021 | Chevrolet | TAHOE | 82 | Trade on New | No | \$ 48,824 | \$ 48,824 | 94% | (\$2,076) | \$964 | Ryan Harkins | Falica Ellis | Falica Ellis | No | \$0 |
| 54 | 17154 | 2018 | Kia | SOUL | 20 | Street/Curb Buy | No | \$ 14,892 | \$ 14,892 | 99% | \$2,590 | \$1,288 | Jennifer Newton | Mindy Loudon | Jennifer Newton | No | \$0 |
| 55 | 17188 | 2020 | Jeep | COMPASS | 3 | Street/Curb Buy | No | \$ 18,791 | \$ 18,791 | 97% | \$877 | \$2,807 | Cheyenne Collins | Carl Mushala | Carl Mushala | Yes | \$0 |
| 56 | 33904A | 2015 | Chevrolet | EQUINOX | 56 | Trade on New | No | \$ 12,063 | \$ 11,750 | 92% | \$1,600 | \$736 | Ryan Meinert | Julian Commodore | Ryan Meinert | No | \$0 |
| 57 | 17177 | 2017 | Lincoln | MKZ | 8 | Street/Curb Buy | No | \$ 18,091 | \$ 17,427 | 100% | \$1,648 | \$628 | Chris Roderick | Falica Ellis | Falica Ellis | Yes | \$0 |
| 58 | 16496A | 2013 | Jeep | WRANGLER | 47 | Trade on New | No | \$ 17,493 | \$ 17,493 | 89% | \$2,822 | \$964 | Jimmy Wolfe | Falica Ellis | Falica Ellis | No | \$0 |
| 59 | 34000A | 2021 | Chevrolet | TRAVERSE | 20 | Trade on New | Yes | \$ 28,212 | \$ 27,902 | 96% | (\$85) | \$0 | Tyler Earls | Genie Griffin | Genie Griffin | Yes | \$400 |
| 60 | 16974R | 2021 | Hyundai | ACCENT | 13 | Auction/Wholesale | No | \$ 13,994 | \$ 13,994 | 96% | (\$2,189) | \$0 | Matthew Post | Julian Commodore | Julian Commodore | No | \$0 |
| 61 | 17078B | 2020 | Chevrolet | BLAZER | 8 | Trade on Used | No | \$ 30,751 | \$ 29,671 | 100% | \$747 | \$0 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | Yes | \$0 |
| 62 | 33975A | 2017 | Chevrolet | SUBURBAN | 17 | Trade on New | No | \$ 26,422 | \$ 26,422 | 97% | (\$371) | \$2,175 | Cheyenne Collins | Julian Commodore | Julian Commodore | Yes | \$0 |
| 63 | 33854A | 2018 | BMW | 5 SERIES | 62 | Trade on New | No | \$ 23,434 | \$ 23,434 | 89% | (\$153) | \$2,952 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 64 | 33932A | 2021 | Chevrolet | TRAVERSE | 24 | Trade on New | No | \$ 29,712 | \$ 29,012 | 99% | \$2,257 | \$2,300 | Tyler Earls | Carl Mushala | Falica Ellis | No | \$0 |
| 65 | 17017 | 2020 | Chevrolet | EQUINOX | 53 | Auction/Wholesale | No | \$ 19,793 | \$ 19,793 | 93% | (\$688) | \$832 | Jordan Holt | Falica Ellis | Falica Ellis | Yes | (\$100) |
| 66 | 17168 | 2023 | Toyota | RAV4 | 10 | Auction/Wholesale | No | \$ 27,691 | \$ 27,691 | 92% | \$856 | \$2,393 | Ryan Popp | Genie Griffin | Genie Griffin | No | \$0 |
| 67 | 17074 | 2021 | Chevrolet | EQUINOX | 52 | Auction/Wholesale | Yes | \$ 20,843 | \$ 20,843 | 94% | \$384 | \$0 | Jennifer Newton | Mindy Loudon | Jennifer Newton | No | \$0 |
| 68 | 34002A | 2020 | Chevrolet | SILVERADO 1500 | 24 | Trade on New | No | \$ 41,821 | \$ 41,821 | 97% | \$1,833 | \$4,189 | Tyler Earls | Carl Mushala | Carl Mushala | No | \$0 |
| 69 | 17124 | 2011 | Honda | ACCORD | 35 | Street/Curb Buy | No | \$ 8,600 | \$ 8,600 | 83% | (\$217) | \$0 | Ryan Popp | Falica Ellis | Falica Ellis | No | \$0 |
| 70 | 33603B | 2020 | Chevrolet | SILVERADO 1500 | 31 | Trade on Used | No | \$ 32,492 | \$ 32,492 | 94% | (\$4,108) | \$1,825 | Ryan Meinert | Ryan Meinert | Ryan Meinert | Yes | \$0 |
| 71 | 16962R | 2021 | GMC | ACADIA | 16 | Auction/Wholesale | No | \$ 24,562 | \$ 24,562 | 93% | (\$703) | \$0 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | Yes | \$0 |
| 72 | 33709A | 2021 | Chevrolet | EQUINOX | 55 | Trade on New | Yes | \$ 22,093 | \$ 21,560 | 96% | \$394 | \$538 | Tyler Earls | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 73 | 17085 | 2021 | Chevrolet | SILVERADO 1500 | 43 | Auction/Wholesale | No | \$ 33,993 | \$ 33,993 | 92% | (\$2,307) | \$1,141 | Christian Scothorn | Falica Ellis | Falica Ellis | Yes | \$0 |
| 74 | 17133 | 2022 | Ford | BRONCO | 33 | Street/Curb Buy | Jimmy Wolfe | \$ 43,992 | \$ 43,992 | 95% | (\$1,610) | \$788 | Jimmy Wolfe | Falica Ellis | Jimmy Wolfe | Yes | \$0 |
| 75 | 17070 | 2021 | Chevrolet | EQUINOX | 54 | Auction/Wholesale | Yes | \$ 20,793 | \$ 20,793 | 93% | (\$218) | \$445 | Ryan Meinert | Falica Ellis | Falica Ellis | No | \$0 |
| 76 | 17113 | 2020 | Chevrolet | TRAX | 39 | Auction/Wholesale | No | \$ 15,263 | \$ 15,263 | 89% | (\$1,280) | \$2,925 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 77 | 16983 | 2020 | Toyota | 4RUNNER | 81 | Street/Curb Buy | No | \$ 42,884 | \$ 42,000 | 92% | (\$2,937) | \$593 | Ryan Harkins | Falica Ellis | Falica Ellis | Yes | \$0 |
| 78 | 17165 | 2021 | Chevrolet | SILVERADO 1500 | 19 | Street/Curb Buy | No | \$ 39,612 | \$ 40,351 | 97% | \$2,035 | \$0 | Chris Hensley | Carl Mushala | Carl Mushala | Yes | \$0 |
| 79 | 17187 | 2014 | Chevrolet | CRUZE | 6 | Street/Curb Buy | No | \$ 8,991 | \$ 8,991 | 109% | \$1,320 | \$0 | Jennifer Newton | Jennifer Newton | Jennifer Newton | No | \$0 |
| 80 | 33892A | 2020 | Chevrolet | EQUINOX | 10 | Trade on New | No | \$ 21,121 | \$ 20,901 | 104% | \$1,932 | \$1,777 | Christian Scothorn | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 81 | 16784R | 2021 | Buick | ENCLAVE | 146 | Auction/Wholesale | No | \$ 27,894 | \$ 27,894 | 90% | (\$970) | \$3,342 | Ryan Popp | Carl Mushala | Carl Mushala | Yes | \$0 |
| 82 | 16986R | 2019 | Buick | ENCORE | 16 | Auction/Wholesale | No | \$ 16,851 | \$ 16,851 | 94% | (\$2,075) | \$1,057 | Jessika Hensley | Carl Mushala | Jessika Hensley | No | \$0 |
| 83 | 33949A | 2014 | Chevrolet | CRUZE | 23 | Trade on New | No | \$ 9,892 | \$ 9,892 | 101% | \$2,528 | \$789 | Jessika Hensley | Julian Commodore | Jessika Hensley | No | \$0 |
| 84 | 17223 | 2024 | Chevrolet | TRAX | 2 | Street/Curb Buy | No | \$ 25,205 | \$ 25,391 | 98% | \$1,600 | \$2,724 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 85 | 34116A | 2021 | Chevrolet | COLORADO | 23 | Trade on New | No | \$ 34,932 | \$ 34,932 | 94% | \$672 | \$2,585 | Matthew Post | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 86 | 17146 | 2020 | Subaru | LEGACY | 28 | Auction/Wholesale | No | \$ 22,882 | \$ 22,882 | 90% | (\$2,153) | \$4,443 | Marlon Poole | Julian Commodore | Julian Commodore | No | \$0 |
| 87 | 17135 | 2013 | Jeep | WRANGLER | 34 | Street/Curb Buy | No | \$ 16,802 | \$ 16,802 | 86% | (\$823) | \$634 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 88 | 16913R | 2020 | Ford | ESCAPE | 108 | Street/Curb Buy | No | \$ 15,984 | \$ 15,984 | 86% | (\$1,256) | \$875 | Tyler Earls | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 89 | 16993A | 2013 | Mazda | CX-5 | 8 | Trade on New | No | \$ 8,300 | \$ 8,143 | 92% | \$1,240 | \$0 | Marlon Poole | Falica Ellis | Stacy Wolfe | No | \$0 |
| 90 | 33849B | 2021 | Hyundai | ELANTRA | 15 | Trade on Used | No | \$ 17,591 | \$ 17,591 | 99% | \$1,402 | \$1,430 | Chris Hensley | Stacy Wolfe | Stacy Wolfe | Yes | \$0 |
| 91 | 33579A | 2022 | Chevrolet | COLORADO | 116 | Trade on New | No | \$ 26,854 | \$ 26,854 | 93% | (\$253) | \$2,152 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 92 | 17080 | 2022 | Chrysler | PACIFICA | 51 | Auction/Wholesale | No | \$ 24,653 | \$ 24,653 | 88% | (\$2,266) | \$3,462 | Ryan Popp | Carl Mushala | Carl Mushala | No | \$0 |
| 93 | 34091A | 2023 | Chevrolet | SUBURBAN | 21 | Trade on New | No | \$ 67,091 | \$ 67,091 | 100% | \$6,025 | \$2,020 | Christian Scothorn | Stacy Wolfe | Carl Mushala | Yes | \$0 |
| 94 | 33927A | 2020 | Chevrolet | COLORADO | 28 | Trade on New | No | \$ 32,542 | \$ 32,542 | 97% | \$983 | \$0 | Marlon Poole | Genie Griffin | Genie Griffin | Yes | \$0 |
| 95 | 33471B | 2018 | Jeep | WRANGLER | 126 | Trade on Used | No | \$ 19,414 | \$ 19,414 | 84% | (\$4,667) | \$1,772 | Chris Roderick | Falica Ellis | Falica Ellis | No | \$0 |
| 96 | 33777A | 2022 | Chevrolet | EQUINOX | 44 | Trade on New | No | \$ 21,933 | \$ 21,933 | 93% | \$478 | \$0 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | No | \$0 |
| 97 | 17100 | 2016 | Jeep | WRANGLER | 47 | Street/Curb Buy | No | \$ 21,693 | \$ 21,693 | 88% | (\$2,162) | \$762 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | No | \$0 |
| 98 | 33903A | 2020 | Chevrolet | TRAX | 49 | Trade on New | No | \$ 15,893 | \$ 15,893 | 91% | (\$63) | \$1,384 | Ryan Harkins | Carl Mushala | Carl Mushala | No | \$0 |
| 99 | 34029A | 2021 | Chevrolet | TRAILBLAZER | 20 | Trade on New | No | \$ 19,992 | \$ 19,992 | 94% | \$828 | \$4,149 | Cheyenne Collins | Stacy Wolfe | Stacy Wolfe | Yes | \$0 |
| 100 | 16873 | 2023 | Toyota | COROLLA | 125 | Street/Curb Buy | No | \$ 21,994 | \$ 22,134 | 90% | (\$2,185) | \$0 | Ryan Meinert | Jennifer Newton | Jennifer Newton | Yes | \$0 |
| 101 | 17219 | 2014 | Toyota | FJ CRUISER | 8 | Street/Curb Buy | No | \$ 28,991 | \$ 28,391 | 101% | \$3,391 | \$0 | Jessika Hensley | Falica Ellis | Jessika Hensley | No | \$0 |
| 102 | 17149 | 2022 | Cadillac | XT6 | 30 | Auction/Wholesale | No | \$ 33,292 | \$ 31,922 | 97% | (\$41) | \$2,155 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 103 | 17175 | 2019 | Tesla | MODEL 3 | 16 | Street/Curb Buy | No | \$ 28,691 | \$ 24,496 | 98% | \$758 | \$182 | Jessika Hensley | Carl Mushala | Carl Mushala | Yes | \$4,195 |
| 104 | 17167 | 2016 | Buick | ENCORE | 23 | Street/Curb Buy | No | \$ 13,352 | \$ 13,352 | 90% | (\$1,327) | \$0 | Jordan Holt | Carl Mushala | Carl Mushala | Yes | \$0 |
| 105 | 16961R | 2020 | Ford | ECOSPORT | 26 | Auction/Wholesale | No | \$ 17,692 | \$ 17,692 | 92% | (\$1,082) | \$1,315 | Matthew Post | Falica Ellis | Falica Ellis | No | \$0 |
| 106 | 33998A | 2015 | Chevrolet | MALIBU | 16 | Trade on New | No | \$ 14,291 | \$ 14,491 | 98% | \$3,006 | \$2,101 | Chris Roderick | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 107 | 33122C | 2017 | Toyota | TACOMA | 89 | Trade on Used | No | \$ 27,244 | \$ 27,039 | 95% | \$448 | \$554 | Jessika Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 108 | 33774A | 2021 | Chevrolet | SILVERADO 2500 | 11 | Trade on New | No | \$ 52,991 | \$ 51,991 | 99% | \$2,966 | \$1,690 | Jessika Hensley | Jennifer Newton | Jennifer Newton | Yes | \$0 |
| 109 | 33657A | 2016 | Volkswagen | TIGUAN | 23 | Trade on New | No | \$ 12,762 | \$ 12,762 | 95% | \$147 | \$910 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | No | \$0 |
| 110 | 17161 | 2021 | Kia | K5 | 29 | Street/Curb Buy | No | \$ 21,842 | \$ 21,842 | 96% | (\$168) | \$1,139 | Chris Hensley | Julian Commodore | Stacy Wolfe | No | \$0 |
| 111 | 33950A | 2017 | Cadillac | XTS | 35 | Trade on New | No | \$ 17,132 | \$ 15,444 | 87% | (\$3,770) | \$673 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | Yes | (\$300) |
| 112 | 17016A | 2018 | Dodge | JOURNEY | 16 | Trade on New | No | \$ 14,391 | \$ 14,391 | 101% | \$2,353 | \$789 | Ryan Popp | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 113 | 17159 | 2019 | Ram | 1500 | 30 | Auction/Wholesale | No | \$ 29,342 | \$ 28,312 | 94% | (\$2,392) | \$3,638 | Ryan Popp | Carl Mushala | Carl Mushala | No | \$0 |
| 114 | 33661A | 2022 | Chevrolet | TRAILBLAZER | 85 | Trade on New | Yes | \$ 24,924 | \$ 24,914 | 94% | (\$470) | \$1,385 | Jennifer Newton | Stacy Wolfe | Jennifer Newton | No | \$0 |
| 115 | 16534B | 2018 | Jeep | WRANGLER | 32 | Trade on Used | No | \$ 22,562 | \$ 22,562 | 95% | \$2,462 | \$3,474 | Jennifer Newton | Julian Commodore | Jennifer Newton | No | \$0 |
| 116 | 17116 | 2022 | Chevrolet | SILVERADO 1500 | 46 | Auction/Wholesale | No | \$ 45,863 | \$ 45,863 | 92% | (\$412) | \$1,514 | Ryan Popp | Julian Commodore | Julian Commodore | Yes | \$0 |
| 117 | 17173 | 2018 | Chevrolet | SILVERADO 1500 | 22 | Street/Curb Buy | No | \$ 24,432 | \$ 24,432 | 97% | \$1,369 | \$2,014 | Ryan Popp | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 118 | 17196R | 2021 | Chrysler | PACIFICA | 12 | Auction/Wholesale | No | \$ 26,491 | \$ 26,491 | 100% | \$0 | \$704 | Jordan Holt | Stacy Wolfe | Stacy Wolfe | Yes | \$0 |
| 119 | 17121R | 2015 | Lincoln | MKX | 12 | Trade on New | No | \$ 11,300 | \$ 10,974 | 88% | \$1,106 | \$0 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 120 | 33873A | 2013 | Ford | FUSION | 17 | Trade on New | No | \$ 11,752 | \$ 10,000 | 107% | \$2,522 | \$789 | Jordan Holt | Stacy Wolfe | Stacy Wolfe | No | \$0 |

| | | | | | | | | | | | | | | | | | |
|-----|---------|------|-----------|----------------|-----|-------------------|-----|-----------|-----------|------|-----------|---------|--------------------|------------------|------------------|-----|---------|
| 121 | 17087A | 2017 | Nissan | MURANO | 40 | Trade on New | No | \$ 14,493 | \$ 14,493 | 89% | (\$1,333) | \$1,237 | Chris Hensley | Julian Commodore | Julian Commodore | No | \$0 |
| 122 | 33935A | 2018 | Chevrolet | EQUINOX | 17 | Trade on New | No | \$ 17,032 | \$ 17,032 | 99% | \$1,820 | \$949 | Ryan Meinert | Ryan Meinert | Ryan Meinert | Yes | \$0 |
| 123 | 17111A | 2019 | Mazda | CX-9 | 17 | Trade on New | No | \$ 21,791 | \$ 21,791 | 93% | \$710 | \$1,122 | Chris Roderick | Julian Commodore | Julian Commodore | No | \$0 |
| 124 | 33784A | 2023 | Chevrolet | SILVERADO 2500 | 53 | Trade on New | No | \$ 54,993 | \$ 54,993 | 96% | \$2,427 | \$4,583 | Marlon Poole | Carl Mushala | Carl Mushala | No | \$0 |
| 125 | 33921A | 2018 | Hyundai | SONATA | 25 | Trade on New | No | \$ 13,732 | \$ 13,732 | 94% | \$932 | \$324 | Cheyenne Collins | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 126 | 33582A1 | 2023 | Chevrolet | CAMARO | 91 | Trade on New | No | \$ 42,054 | \$ 42,054 | 90% | (\$2,387) | \$3,612 | Tyler Earls | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 127 | 17205 | 2015 | Chevrolet | CAMARO | 14 | Street/Curb Buy | No | \$ 15,721 | \$ 15,721 | 98% | (\$494) | \$923 | Chris Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 128 | 34000B | 2009 | Honda | ACCORD | 14 | Trade on Used | No | \$ 10,900 | \$ 10,900 | 107% | \$4,648 | \$0 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | No | \$0 |
| 129 | 17144 | 2022 | Ford | F-350 | 40 | Street/Curb Buy | No | \$ 44,353 | \$ 44,353 | 89% | (\$955) | \$0 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 130 | 33886B | 2016 | Chevrolet | SPARK | 29 | Trade on Used | No | \$ 8,492 | \$ 8,492 | 99% | \$2,323 | \$855 | Jennifer Newton | Julian Commodore | Jennifer Newton | Yes | \$0 |
| 131 | 17174 | 2010 | Mazda | MAZDA3 | 26 | Street/Curb Buy | No | \$ 6,900 | \$ 6,407 | 107% | \$988 | \$0 | Ryan Harkins | Falica Ellis | Falica Ellis | No | \$0 |
| 132 | 34090A | 2013 | Chevrolet | TRAVERSE | 14 | Trade on New | No | \$ 7,900 | \$ 7,411 | 83% | \$2,083 | \$0 | Chris Roderick | Falica Ellis | Falica Ellis | No | \$0 |
| 133 | 34088A | 2016 | Jeep | GRAND CHEROKEE | 9 | Trade on New | No | \$ 16,291 | \$ 15,791 | 96% | \$1,375 | \$907 | Ryan Popp | Carl Mushala | Carl Mushala | No | \$0 |
| 134 | 17043A | 2018 | Ram | 2500 | 36 | Trade on New | No | \$ 37,712 | \$ 37,712 | 94% | \$745 | \$2,928 | Matthew Post | Carl Mushala | Carl Mushala | Yes | \$0 |
| 135 | 17171 | 2015 | Chevrolet | SILVERADO 2500 | 27 | Street/Curb Buy | No | \$ 31,252 | \$ 31,252 | 97% | \$477 | \$1,184 | Tyler Earls | Carl Mushala | Carl Mushala | No | \$0 |
| 136 | 17198 | 2020 | Chevrolet | BOLT EV | 16 | Auction/Wholesale | No | \$ 15,992 | \$ 15,992 | 89% | \$83 | \$0 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | No | \$0 |
| 137 | 33916A | 2016 | Ford | ESCAPE | 29 | Trade on New | No | \$ 10,692 | \$ 10,692 | 103% | \$2,845 | \$789 | Jordan Holt | Julian Commodore | Julian Commodore | No | \$0 |
| 138 | 17229 | 2019 | Toyota | YARIS | 11 | Street/Curb Buy | No | \$ 17,291 | \$ 17,008 | 93% | \$850 | \$0 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 139 | 17183 | 2018 | Honda | CR-V | 21 | Street/Curb Buy | No | \$ 21,042 | \$ 21,042 | 94% | \$1,243 | \$449 | Chris Hensley | Falica Ellis | Falica Ellis | Yes | \$0 |
| 140 | 33851A1 | 2017 | Chevrolet | EQUINOX | 15 | Trade on New | No | \$ 15,431 | \$ 15,431 | 99% | \$2,623 | \$789 | Ryan Meinert | Ryan Meinert | Jennifer Newton | No | \$0 |
| 141 | 17112 | 2023 | GMC | ACADIA | 52 | Auction/Wholesale | No | \$ 33,483 | \$ 33,733 | 93% | \$2,998 | \$3,128 | Christian Scothorn | Falica Ellis | Falica Ellis | Yes | \$0 |
| 142 | 17042A | 2016 | Chevrolet | SILVERADO 1500 | 57 | Trade on New | No | \$ 22,483 | \$ 22,483 | 88% | (\$7,451) | \$0 | Christian Scothorn | Falica Ellis | Falica Ellis | No | \$0 |
| 143 | 33872A | 2019 | Chevrolet | SILVERADO 1500 | 25 | Trade on New | No | \$ 30,092 | \$ 29,653 | 96% | \$494 | \$0 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 144 | 33595A | 2016 | Hyundai | SANTA FE | 14 | Trade on New | No | \$ 14,991 | \$ 14,991 | 105% | \$4,711 | \$105 | Ryan Meinert | Ryan Meinert | Jennifer Newton | No | \$0 |
| 145 | 34006A | 2017 | Chevrolet | CORVETTE | 56 | Trade on New | No | \$ 74,283 | \$ 74,283 | 97% | \$5,131 | \$2,952 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 146 | 33607A | 2019 | Chevrolet | SILVERADO 1500 | 68 | Trade on New | No | \$ 31,813 | \$ 31,212 | 93% | (\$4,374) | \$0 | Marlon Poole | Carl Mushala | Carl Mushala | No | \$0 |
| 147 | 16996R | 2020 | Chevrolet | TRAX | 20 | Auction/Wholesale | No | \$ 16,652 | \$ 16,652 | 96% | (\$741) | \$1,488 | Matthew Post | Falica Ellis | Falica Ellis | Yes | \$0 |
| 148 | 17075 | 2021 | Chevrolet | EQUINOX | 67 | Auction/Wholesale | No | \$ 20,573 | \$ 20,573 | 89% | (\$1,195) | \$1,505 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 149 | 17242 | 2020 | Ford | ECOSPORT | 5 | Street/Curb Buy | No | \$ 16,191 | \$ 15,091 | 100% | \$195 | \$1,523 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | No | \$0 |
| 150 | 33638B1 | 2021 | Ram | 3500 | 19 | Trade on Used | No | \$ 63,832 | \$ 63,464 | 97% | \$1,083 | \$795 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 151 | 17151R | 2020 | Jeep | RENEGADE | 32 | Auction/Wholesale | No | \$ 23,991 | \$ 23,991 | 107% | \$3,100 | \$1,072 | Jennifer Newton | Greg Hayes | Jennifer Newton | Yes | \$0 |
| 152 | 17189 | 2016 | Chevrolet | SILVERADO 1500 | 20 | Street/Curb Buy | No | \$ 24,031 | \$ 24,031 | 94% | \$2,218 | \$541 | Cheyenne Collins | Carl Mushala | Carl Mushala | Yes | \$0 |
| 153 | 17203 | 2021 | Toyota | CAMRY | 19 | Auction/Wholesale | No | \$ 20,351 | \$ 19,992 | 99% | \$240 | \$0 | Matthew Post | Julian Commodore | Julian Commodore | No | \$0 |
| 154 | 17227 | 2012 | Chevrolet | CAMARO | 15 | Street/Curb Buy | No | \$ 13,491 | \$ 13,491 | 98% | \$1,670 | \$928 | Chris Roderick | Carl Mushala | Carl Mushala | No | \$0 |
| 155 | 17127 | 2017 | Ram | 1500 | 51 | Street/Curb Buy | No | \$ 20,853 | \$ 19,293 | 95% | (\$1,343) | \$100 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 156 | 17083 | 2017 | Chevrolet | SILVERADO 1500 | 61 | Street/Curb Buy | No | \$ 23,744 | \$ 23,504 | 89% | (\$1,950) | \$0 | Chris Roderick | Carl Mushala | Carl Mushala | No | \$0 |
| 157 | 16967 | 2018 | GMC | SIERRA 1500 | 100 | Street/Curb Buy | No | \$ 30,994 | \$ 30,494 | 96% | (\$7,769) | \$1,381 | Matthew Post | Falica Ellis | Falica Ellis | Yes | \$0 |
| 158 | 17096 | 2020 | Toyota | TACOMA | 58 | Street/Curb Buy | No | \$ 30,493 | \$ 29,493 | 94% | \$60 | \$688 | Jordan Holt | Falica Ellis | Falica Ellis | Yes | \$0 |
| 159 | 17026R | 2020 | Chevrolet | EQUINOX | 29 | Auction/Wholesale | No | \$ 18,892 | \$ 18,892 | 96% | \$960 | \$890 | Chris Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 160 | 17027R | 2020 | Chevrolet | EQUINOX | 29 | Auction/Wholesale | No | \$ 18,472 | \$ 18,472 | 92% | (\$1,226) | \$1,035 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 161 | 17193 | 2021 | Chevrolet | SPARK | 20 | Street/Curb Buy | No | \$ 15,691 | \$ 15,691 | 99% | \$1,926 | \$2,480 | Tyler Earls | Stacy Wolfe | Stacy Wolfe | Yes | \$0 |
| 162 | 33946A | 2021 | Chevrolet | TRAILBLAZER | 41 | Trade on New | No | \$ 23,483 | \$ 23,133 | 101% | \$3,028 | \$429 | Jennifer Newton | Mindy Louden | Jennifer Newton | Yes | \$0 |
| 163 | 17215 | 2021 | Ram | 1500 | 17 | Auction/Wholesale | No | \$ 35,511 | \$ 35,511 | 97% | \$1,266 | \$857 | Christian Scothorn | Carl Mushala | Carl Mushala | Yes | \$0 |
| 164 | 33976A | 2018 | Ford | EDGE | 16 | Trade on New | No | \$ 19,551 | \$ 19,832 | 98% | \$1,821 | \$1,789 | Cheyenne Collins | Carl Mushala | Carl Mushala | No | \$0 |
| 165 | 33742A2 | 2014 | Honda | CIVIC | 58 | Trade on New | No | \$ 10,993 | \$ 10,993 | 92% | \$1,202 | \$835 | Ryan Harkins | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 166 | 17211 | 2021 | Chevrolet | COLORADO | 19 | Street/Curb Buy | Yes | \$ 33,541 | \$ 33,041 | 98% | \$1,882 | \$236 | Christian Scothorn | Julian Commodore | Julian Commodore | No | \$0 |
| 167 | 34122A | 2015 | Chevrolet | CRUZE | 13 | Trade on New | No | \$ 7,400 | \$ 7,400 | 91% | \$2,542 | \$0 | Jessika Hensley | Jessika Hensley | Jessika Hensley | No | \$0 |
| 168 | 33893A | 2014 | Chevrolet | CRUZE | 24 | Trade on New | No | \$ 9,492 | \$ 9,058 | 103% | \$211 | \$605 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 169 | 34022A | 2024 | Chevrolet | SILVERADO 2500 | 33 | Trade on New | No | \$ 54,372 | \$ 54,372 | 97% | \$1,411 | \$0 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | Yes | \$0 |
| 170 | 16975R | 2020 | Chevrolet | TRAX | 37 | Auction/Wholesale | No | \$ 16,862 | \$ 16,862 | 93% | (\$886) | \$1,273 | Chris Roderick | Stacy Wolfe | Stacy Wolfe | Yes | \$0 |
| 171 | 17099 | 2019 | Chevrolet | SILVERADO 1500 | 59 | Street/Curb Buy | No | \$ 34,253 | \$ 32,733 | 96% | (\$321) | \$3,048 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 172 | 33787A | 2019 | Chevrolet | EQUINOX | 13 | Trade on New | No | \$ 20,891 | \$ 20,891 | 101% | \$2,241 | \$0 | Chris Roderick | Falica Ellis | Falica Ellis | Yes | \$0 |
| 173 | 34033A | 2018 | Chevrolet | TRAX | 32 | Trade on New | No | \$ 14,192 | \$ 13,863 | 91% | (\$400) | \$1,318 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 174 | 34126A | 2021 | Hyundai | SONATA | 6 | Trade on New | No | \$ 23,491 | \$ 23,491 | 98% | \$2,274 | \$687 | Cheyenne Collins | Carl Mushala | Carl Mushala | Yes | \$0 |
| 175 | 17181 | 2021 | Chevrolet | MALIBU | 27 | Auction/Wholesale | No | \$ 18,892 | \$ 19,672 | 87% | (\$1,594) | \$1,899 | Marlon Poole | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 176 | 17085A | 2022 | Chevrolet | COLORADO | 19 | Trade on New | No | \$ 31,272 | \$ 31,272 | 92% | \$802 | \$1,447 | Jordan Holt | Falica Ellis | Falica Ellis | No | \$0 |
| 177 | 16750A | 2021 | Chevrolet | TRAVERSE | 55 | Trade on New | No | \$ 24,593 | \$ 24,593 | 93% | (\$46) | \$186 | Chris Hensley | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 178 | 17193A | 2007 | Honda | CR-V | 4 | Trade on New | No | \$ 8,400 | \$ 8,400 | 100% | \$4,894 | \$199 | Chris Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 179 | 17051R | 2020 | Chevrolet | EQUINOX | 34 | Auction/Wholesale | No | \$ 19,462 | \$ 19,462 | 90% | (\$1,860) | \$888 | Christian Scothorn | Stacy Wolfe | Stacy Wolfe | Yes | \$0 |
| 180 | 17019R | 2021 | Chevrolet | EQUINOX | 26 | Auction/Wholesale | No | \$ 20,942 | \$ 19,892 | 96% | (\$729) | \$0 | Chris Hensley | Carl Mushala | Carl Mushala | No | \$0 |
| 181 | 16823R | 2019 | Toyota | RAV4 | 156 | Auction/Wholesale | No | \$ 24,994 | \$ 24,994 | 87% | (\$3,633) | \$2,193 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | (\$955) |
| 182 | 34055A | 2021 | Chevrolet | TRAX | 22 | Trade on New | No | \$ 17,782 | \$ 17,782 | 94% | \$1,142 | \$2,602 | Jimmy Wolfe | Julian Commodore | Jimmy Wolfe | No | \$0 |
| 183 | 17107 | 2015 | Chevrolet | CAMARO | 57 | Street/Curb Buy | No | \$ 15,093 | \$ 15,093 | 87% | (\$853) | \$700 | Ryan Meinert | Ryan Meinert | Ryan Meinert | No | \$0 |
| 184 | 17255 | 2021 | Chevrolet | TRAILBLAZER | 5 | Street/Curb Buy | Yes | \$ 19,991 | \$ 19,991 | 100% | \$2,192 | \$1,329 | Tyler Earls | Carl Mushala | Carl Mushala | No | \$0 |
| 185 | 33931A | 2019 | Chevrolet | TRAVERSE | 50 | Trade on New | No | \$ 21,433 | \$ 21,433 | 93% | \$1,259 | \$930 | Tyler Earls | Carl Mushala | Carl Mushala | No | \$0 |
| 186 | 33730A | 2022 | Chevrolet | BLAZER | 48 | Trade on New | No | \$ 35,573 | \$ 36,473 | 94% | \$574 | \$350 | Cheyenne Collins | Julian Commodore | Julian Commodore | No | \$0 |
| 187 | 33899A | 2019 | Chevrolet | COLORADO | 69 | Trade on New | No | \$ 28,324 | \$ 28,324 | 93% | (\$51) | \$1,834 | Jimmy Wolfe | Jimmy Wolfe | Jimmy Wolfe | Yes | \$0 |
| 188 | 17191 | 2018 | Jeep | COMPASS | 24 | Auction/Wholesale | No | \$ 15,522 | \$ 15,322 | 89% | (\$1,117) | \$736 | Jessika Hensley | Genie Griffin | Jessika Hensley | Yes | \$0 |

| | | | | | | | | | | | | | | | | | |
|--------------|--------|------|-----------|----------------|----|-------------------|----|-----------|-----------|------|-----------|----------|--------------------|------------------|------------------|-----|---------|
| 189 | 17012A | 2016 | Ford | TRANSIT 250 | 30 | Trade on New | No | \$ 26,992 | \$ 26,992 | 92% | \$2,754 | \$0 | Chris Roderick | Falica Ellis | Carl Mushala | Yes | \$0 |
| 190 | 17220 | 2017 | Buick | ENCORE | 22 | Auction/Wholesale | No | \$ 13,562 | \$ 13,562 | 95% | \$1,664 | \$1,936 | Cheyenne Collins | Stacy Wolfe | Stacy Wolfe | No | \$0 |
| 191 | 17067 | 2020 | Volvo | S90 | 73 | Street/Curb Buy | No | \$ 32,024 | \$ 32,024 | 91% | (\$2,268) | \$1,207 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 192 | 34029B | 2018 | Jeep | RENEGADE | 15 | Trade on Used | No | \$ 15,291 | \$ 15,291 | 90% | (\$129) | \$2,368 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 193 | 17226 | 2019 | Tesla | MODEL 3 | 20 | Street/Curb Buy | No | \$ 23,492 | \$ 23,492 | 89% | \$2,645 | \$776 | Christian Scothorn | Julian Commodore | Julian Commodore | Yes | (\$500) |
| 194 | 17207 | 2015 | Chevrolet | EQUINOX | 23 | Street/Curb Buy | No | \$ 13,192 | \$ 13,192 | 97% | \$2,350 | \$1,172 | Christian Scothorn | Carl Mushala | Carl Mushala | Yes | \$0 |
| 195 | 17157 | 2020 | Chevrolet | EXPRESS 2500 | 43 | Street/Curb Buy | No | \$ 29,192 | \$ 28,892 | 93% | \$743 | \$0 | Jordan Holt | Carl Mushala | Carl Mushala | No | \$0 |
| 196 | 34048A | 2013 | Honda | ODYSSEY | 4 | Trade on New | No | \$ 10,500 | \$ 10,500 | 94% | \$2,822 | \$0 | Cheyenne Collins | Julian Commodore | Julian Commodore | No | \$0 |
| 197 | 33906A | 2017 | Mazda | CX-5 | 57 | Trade on New | No | \$ 16,173 | \$ 16,173 | 90% | (\$600) | \$657 | Jessika Hensley | Jessika Hensley | Jessika Hensley | Yes | \$0 |
| 198 | 17246 | 2017 | Honda | ACCORD | 8 | Street/Curb Buy | No | \$ 17,391 | \$ 17,391 | 96% | \$594 | \$1,671 | Ryan Popp | Carl Mushala | Genie Griffin | Yes | \$0 |
| 199 | 17240 | 2016 | Chevrolet | SILVERADO 1500 | 12 | Street/Curb Buy | No | \$ 25,341 | \$ 24,446 | 100% | \$1,162 | \$0 | Tyler Earls | Falica Ellis | Falica Ellis | Yes | \$0 |
| 200 | 17239 | 2022 | Ford | F-150 | 14 | Street/Curb Buy | No | \$ 34,491 | \$ 34,491 | 96% | \$782 | \$1,000 | Cheyenne Collins | Falica Ellis | Falica Ellis | Yes | \$0 |
| Retail Units | | 200 | Averages | 38.9 | | | | \$ 23,635 | \$ 23,437 | 94% | \$ 303 | \$ 1,076 | | | | 77 | \$6 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 54% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 38.9 |
| Avg. Advertised Price (Time of Sale) | \$ 23,635 |
| Avg. Transaction Price | \$ 23,437 |
| Avg. Market Price at 100% | \$ 25,072 |
| Avg. Price to Market % (Time of Sale) | 94% |
| Avg. Transaction to Market | 93% |
| Avg. Transactional Discount | \$ 198 |
| Avg. Front-End Gross | \$ 303 |
| Avg. Finance Gross | \$ 1,076 |
| PUVR | \$ 1,379 |
| Total Gross (Units & PUVR) | \$ 275,792 |
| GROI | 54% |
| % with Trade | 39% |
| Avg. Over/Under Allowance | \$6 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Falica Ellis | Genie Griffin |
|---------------------------------------|------------|--------------|---------------|
| % Retailed of Non-New Franchise | 54% | 59% | 50% |
| Total # Retail Units | 200 | 34 | 4 |
| Avg. Days to Sale | 38.9 | 37.4 | 20.5 |
| Avg. Advertised Price (Time of Sale) | \$ 23,635 | \$ 24,886 | \$ 25,992 |
| Avg. Transaction Price | \$ 23,437 | \$ 24,677 | \$ 25,864 |
| Avg. Market Price at 100% | \$ 25,072 | \$ 26,440 | \$ 27,619 |
| Avg. Price to Market % (Time of Sale) | 94% | 94% | 94% |
| Avg. Transaction to Market | 93% | 93% | 94% |
| Avg. Transactional Discount | \$ 198 | \$ 209 | \$ 128 |
| Avg. Front-End Gross | \$ 303 | \$ (97) | \$ 159 |
| Avg. Finance Gross | \$ 1,076 | \$ 695 | \$ 782 |
| PUVR | \$ 1,379 | \$ 598 | \$ 941 |
| Total Gross (Units & PUVR) | \$ 275,792 | \$ 20,346 | \$ 3,766 |
| GROI | 54% | 23% | 64% |
| % with Trade | 39% | 56% | 75% |
| Avg. Over/Under Allowance | 6 | -3 | 100 |



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

| Stacy Wolfe | Mindy Louden | Carl Mushala | Greg Hayes |
|-------------|--------------|--------------|------------|
| 44% | 50% | 55% | 100% |
| 27 | 6 | 47 | 1 |
| 38.2 | 44.3 | 41.4 | 32.0 |
| \$ 20,816 | \$ 21,541 | \$ 23,955 | \$ 23,991 |
| \$ 20,672 | \$ 21,294 | \$ 23,731 | \$ 23,991 |
| \$ 21,941 | \$ 23,379 | \$ 25,303 | \$ 22,421 |
| 95% | 92% | 95% | 107% |
| 94% | 91% | 94% | 107% |
| \$ 144 | \$ 247 | \$ 224 | \$ - |
| \$ 830 | \$ 403 | \$ 300 | \$ 3,100 |
| \$ 1,436 | \$ 450 | \$ 1,287 | \$ 1,072 |
| \$ 2,266 | \$ 853 | \$ 1,587 | \$ 4,173 |
| \$ 61,189 | \$ 5,120 | \$ 74,599 | \$ 4,173 |
| 103% | 33% | 58% | 196% |
| 30% | 17% | 34% | 100% |
| 0 | 0 | 89 | 0 |

| Julian Commodore | Jennifer Newton | Jessika Hensley | Ryan Meinert |
|------------------|-----------------|-----------------|--------------|
| 52% | 67% | 65% | 38% |
| 27 | 6 | 20 | 16 |
| 37.6 | 53.8 | 44.6 | 36.5 |
| \$ 20,511 | \$ 21,818 | \$ 30,047 | \$ 23,037 |
| \$ 20,541 | \$ 21,674 | \$ 29,650 | \$ 22,767 |
| \$ 21,949 | \$ 23,108 | \$ 31,836 | \$ 24,371 |
| 93% | 94% | 94% | 95% |
| 94% | 94% | 93% | 93% |
| \$ (30) | \$ 143 | \$ 398 | \$ 270 |
| \$ 421 | \$ 738 | \$ (98) | \$ 327 |
| \$ 1,163 | \$ 428 | \$ 1,253 | \$ 1,290 |
| \$ 1,584 | \$ 1,166 | \$ 1,156 | \$ 1,618 |
| \$ 42,767 | \$ 6,998 | \$ 23,116 | \$ 25,882 |
| 74% | 36% | 32% | 70% |
| 33% | 33% | 50% | 19% |
| -77 | 0 | -48 | 0 |

| Jimmy Wolfe | |
|-------------|--------|
| | 58% |
| | 12 |
| | 28.6 |
| \$ | 23,467 |
| \$ | 23,145 |
| \$ | 24,720 |
| | 95% |
| | 94% |
| \$ | 322 |
| \$ | 178 |
| \$ | 475 |
| \$ | 653 |
| \$ | 7,837 |
| | 36% |
| | 42% |
| | -25 |

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

| Sales Consultant | Totals | Jimmy Wolfe | Ryan Meinert | Jessika Hensley |
|---------------------------------------|------------|-------------|--------------|-----------------|
| % Retailed of Non-New Franchise | 54% | 59% | 37% | 67% |
| Total # Retail Units | 200 | 17 | 19 | 33 |
| Avg. Days to Sale | 38.9 | 28.6 | 43.1 | 44.0 |
| Avg. Advertised Price (Time of Sale) | \$ 23,635 | \$ 24,010 | \$ 22,286 | \$ 26,828 |
| Avg. Transaction Price | \$ 23,437 | \$ 23,778 | \$ 22,050 | \$ 26,359 |
| Avg. Market Price at 100% | \$ 25,072 | \$ 25,300 | \$ 23,676 | \$ 28,403 |
| Avg. Price to Market % (Time of Sale) | 94% | 95% | 94% | 94% |
| Avg. Transaction to Market | 93% | 94% | 93% | 93% |
| Avg. Transactional Discount | \$ 198 | \$ 231 | \$ 237 | \$ 468 |
| Avg. Front-End Gross | \$ 303 | \$ 341 | \$ 233 | \$ (91) |
| Avg. Finance Gross | \$ 1,076 | \$ 624 | \$ 1,149 | \$ 1,157 |
| PUVR | \$ 1,379 | \$ 965 | \$ 1,382 | \$ 1,066 |
| Total Gross (Units & PUVR) | \$ 275,792 | \$ 16,407 | \$ 26,261 | \$ 35,172 |
| GROI | 54% | 51% | 52% | 33% |
| % with Trade | 39% | 41% | 21% | 52% |
| Avg. Over/Under Allowance | 6 | -18 | 0 | 81 |



Select your staff member for each column.)

| Jennifer Newton | Marlon Poole | Tyler Earls | Chris Roderick | Ryan Popp | Cheyenne Collins |
|-----------------|--------------|-------------|----------------|-----------|------------------|
| 62% | 33% | 27% | 45% | 87% | 63% |
| 13 | 9 | 15 | 11 | 15 | 16 |
| 42.0 | 49.8 | 55.7 | 35.5 | 33.9 | 36.3 |
| \$ 17,498 | \$ 26,543 | \$ 24,308 | \$ 18,315 | \$ 24,377 | \$ 19,616 |
| \$ 17,419 | \$ 26,510 | \$ 24,009 | \$ 18,115 | \$ 24,204 | \$ 19,715 |
| \$ 18,200 | \$ 28,766 | \$ 25,811 | \$ 19,661 | \$ 26,165 | \$ 21,127 |
| 96% | 92% | 94% | 93% | 93% | 93% |
| 96% | 92% | 93% | 92% | 93% | 93% |
| \$ 79 | \$ 33 | \$ 299 | \$ 199 | \$ 173 | \$ (99) |
| \$ 1,273 | \$ (555) | \$ 436 | \$ 342 | \$ 141 | \$ 472 |
| \$ 782 | \$ 1,453 | \$ 1,264 | \$ 711 | \$ 1,376 | \$ 1,224 |
| \$ 2,056 | \$ 898 | \$ 1,700 | \$ 1,053 | \$ 1,518 | \$ 1,696 |
| \$ 26,725 | \$ 8,085 | \$ 25,497 | \$ 11,582 | \$ 22,768 | \$ 27,128 |
| 101% | 25% | 46% | 59% | 67% | 85% |
| 31% | 22% | 27% | 36% | 40% | 50% |
| 0 | 0 | 27 | 0 | 0 | 0 |

| Christian Scothorn | Chris Hensley | Matthew Post | Ryan Harkins | Jordan Holt | Jake Webster |
|--------------------|---------------|--------------|--------------|-------------|--------------|
| 31% | 43% | 78% | 67% | 50% | #DIV/0! |
| 13 | 14 | 9 | 6 | 10 | 0 |
| 28.2 | 31.3 | 31.2 | 51.5 | 32.8 | #DIV/0! |
| \$ 29,851 | \$ 21,366 | \$ 27,067 | \$ 24,664 | \$ 21,942 | #DIV/0! |
| \$ 29,806 | \$ 21,344 | \$ 26,971 | \$ 24,435 | \$ 21,578 | #DIV/0! |
| \$ 31,283 | \$ 22,206 | \$ 28,141 | \$ 26,267 | \$ 23,327 | #DIV/0! |
| 95% | 96% | 96% | 94% | 94% | #DIV/0! |
| 95% | 96% | 96% | 93% | 93% | #DIV/0! |
| \$ 46 | \$ 22 | \$ 95 | \$ 230 | \$ 365 | #DIV/0! |
| \$ 911 | \$ 919 | \$ (578) | \$ (346) | \$ 441 | #DIV/0! |
| \$ 1,267 | \$ 975 | \$ 1,466 | \$ 629 | \$ 723 | #DIV/0! |
| \$ 2,178 | \$ 1,895 | \$ 888 | \$ 284 | \$ 1,163 | #DIV/0! |
| \$ 28,316 | \$ 26,524 | \$ 7,993 | \$ 1,703 | \$ 11,633 | #DIV/0! |
| 93% | 102% | 38% | 8% | 59% | #DIV/0! |
| 62% | 29% | 44% | 17% | 40% | #DIV/0! |
| -115 | 0 | 0 | 0 | -10 | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to see)

| Finance Manager | Totals | Falica Ellis | Genie Griffin | Stacy Wolfe |
|---------------------------------------|------------|--------------|---------------|-------------|
| % Retailed of Non-New Franchise | 54% | 55% | 50% | 48% |
| Total # Retail Units | 200 | 31 | 4 | 25 |
| Avg. Days to Sale | 38.9 | 38.8 | 16.5 | 35.7 |
| Avg. Advertised Price (Time of Sale) | \$ 23,635 | \$ 23,921 | \$ 26,459 | \$ 19,133 |
| Avg. Transaction Price | \$ 23,437 | \$ 23,690 | \$ 26,382 | \$ 18,974 |
| Avg. Market Price at 100% | \$ 25,072 | \$ 25,496 | \$ 27,788 | \$ 20,281 |
| Avg. Price to Market % (Time of Sale) | 94% | 94% | 95% | 94% |
| Avg. Transaction to Market | 93% | 93% | 95% | 94% |
| Avg. Transactional Discount | \$ 198 | \$ 231 | \$ 78 | \$ 159 |
| Avg. Front-End Gross | \$ 303 | \$ (130) | \$ 587 | \$ 658 |
| Avg. Finance Gross | \$ 1,076 | \$ 818 | \$ 1,016 | \$ 1,328 |
| PUVR | \$ 1,379 | \$ 688 | \$ 1,603 | \$ 1,986 |
| Total Gross (Units & PUVR) | \$ 275,792 | \$ 21,328 | \$ 6,411 | \$ 49,647 |
| GROI | 54% | 27% | 133% | 106% |
| % with Trade | 39% | 52% | 75% | 28% |
| Avg. Over/Under Allowance | 6 | -3 | 100 | 0 |



Select your staff member for each column.)

| Mindy Louden | Carl Mushala | Greg Hayes | Julian Commodore | Jennifer Newton | Jessika Hensley |
|--------------|--------------|------------|------------------|-----------------|-----------------|
| 100% | 52% | #DIV/0! | 56% | 59% | 66% |
| 2 | 44 | 0 | 18 | 17 | 29 |
| 49.5 | 43.5 | #DIV/0! | 36.5 | 41.8 | 42.1 |
| \$ 27,268 | \$ 25,769 | #DIV/0! | \$ 22,390 | \$ 19,581 | \$ 25,901 |
| \$ 27,107 | \$ 25,575 | #DIV/0! | \$ 22,452 | \$ 19,470 | \$ 25,554 |
| \$ 30,999 | \$ 27,180 | #DIV/0! | \$ 24,033 | \$ 20,260 | \$ 27,474 |
| 88% | 95% | #DIV/0! | 93% | 97% | 94% |
| 87% | 94% | #DIV/0! | 93% | 96% | 93% |
| \$ 162 | \$ 194 | #DIV/0! | \$ (63) | \$ 111 | \$ 347 |
| \$ (642) | \$ 484 | #DIV/0! | \$ 198 | \$ 1,451 | \$ (104) |
| \$ 491 | \$ 1,279 | #DIV/0! | \$ 1,062 | \$ 750 | \$ 1,168 |
| \$ (151) | \$ 1,763 | #DIV/0! | \$ 1,259 | \$ 2,201 | \$ 1,064 |
| \$ (301) | \$ 77,594 | #DIV/0! | \$ 22,664 | \$ 37,424 | \$ 30,870 |
| -4% | 57% | #DIV/0! | 55% | 97% | 36% |
| 0% | 36% | #DIV/0! | 28% | 35% | 48% |
| 0 | 95 | #DIV/0! | -83 | 0 | -53 |

| Ryan Meinert | Jimmy Wolfe |
|--------------|-------------|
| 33% | 53% |
| 15 | 15 |
| 40.7 | 27.8 |
| \$ 23,349 | \$ 25,051 |
| \$ 23,040 | \$ 24,789 |
| \$ 24,878 | \$ 26,328 |
| 94% | 95% |
| 93% | 94% |
| \$ 309 | \$ 262 |
| \$ (33) | \$ 71 |
| \$ 1,366 | \$ 606 |
| \$ 1,333 | \$ 678 |
| \$ 19,991 | \$ 10,165 |
| 51% | 35% |
| 20% | 47% |
| 0 | -20 |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|-----------|------------|
| Total # Retail Units | 200 | 8 | 192 |
| Avg. Days to Sale | 38.9 | 44.1 | 38.7 |
| Avg. Advertised Price (Time of Sale) | \$ 23,635 | \$ 23,874 | \$ 23,426 |
| Avg. Transaction Price | \$ 23,437 | \$ 23,705 | \$ 23,426 |
| Avg. Market Price at 100% | \$ 25,072 | \$ 25,100 | \$ 25,039 |
| Avg. Price to Market % (Time of Sale) | 94% | 95% | 94% |
| Avg. Transaction to Market | 93% | 94% | 94% |
| Avg. Transactional Discount | \$ 198 | \$ 169 | \$ 200 |
| Avg. Front-End Gross | \$ 303 | \$ 299 | \$ 303 |
| Avg. Finance Gross | \$ 1,076 | \$ 570 | \$ 1,097 |
| PUVR | \$ 1,379 | \$ 868 | \$ 1,400 |
| Total Gross (Units & PUVR) | \$ 275,792 | \$ 6,948 | \$ 268,845 |
| GROI | 54% | 30% | 56% |
| % with Trade | 39% | 13% | 40% |
| Avg. Over/Under Allowance | 6 | 50 | 4 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 92 | 108 |
| Avg. Days to Sale | 38.9 | 37.1 | 40.8 |
| Avg. Advertised Price (Time of Sale) | \$ 23,635 | \$ 25,437 | \$ 21,827 |
| Avg. Transaction Price | \$ 23,437 | \$ 25,327 | \$ 21,827 |
| Avg. Market Price at 100% | \$ 25,072 | \$ 26,780 | \$ 23,561 |
| Avg. Price to Market % (Time of Sale) | 94% | 95% | 93% |
| Avg. Transaction to Market | 93% | 95% | 93% |
| Avg. Transactional Discount | \$ 198 | \$ 110 | \$ 274 |
| Avg. Front-End Gross | \$ 303 | \$ 400 | \$ 220 |
| Avg. Finance Gross | \$ 1,076 | \$ 1,188 | \$ 980 |
| PUVR | \$ 1,379 | \$ 1,588 | \$ 1,201 |
| Total Gross (Units & PUVR) | \$ 275,792 | \$ 146,138 | \$ 129,655 |
| GROI | 54% | 61% | 49% |
| % with Trade | 39% | 33% | 44% |
| Avg. Over/Under Allowance | 6 | -14 | 23 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 200 | 80 | 15 |
| % of Retail Units | 100% | 40% | 8% |
| % Retailed of Non-New Franchise | 54% | 40% | 80% |
| Avg. Days to Sale | 38.9 | 34.1 | 36.5 |
| Avg. Transaction Price | \$ 23,437 | \$ 23,231 | \$ 23,585 |
| Avg. Transaction to Market % | 93% | 94% | 95% |
| Avg. Transactional Discount | \$ 198 | \$ 152 | \$ 144 |
| Avg. Front End Gross | \$ 303 | \$ 989 | \$ 729 |
| Avg. Finance Gross | \$ 1,076 | \$ 1,097 | \$ 1,058 |
| PUVR | \$ 1,379 | \$ 2,086 | \$ 1,788 |
| Total Gross (Units & PUVR) | \$ 275,792 | \$ 166,874 | \$ 26,815 |
| GROI | 54% | 95% | 75% |
| % with Trade | 39% | 30% | 47% |
| Avg. Over/Under Allowance | 6 | -11 | 0 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 56 | 49 | 0 | 0 |
| 28% | 25% | 0% | 0% |
| 66% | 55% | #DIV/0! | #DIV/0! |
| 35.1 | 52.0 | #DIV/0! | #DIV/0! |
| \$ 24,497 | \$ 22,517 | #DIV/0! | #DIV/0! |
| 94% | 91% | #DIV/0! | #DIV/0! |
| \$ 276 | \$ 204 | #DIV/0! | #DIV/0! |
| \$ 315 | \$ (962) | #DIV/0! | #DIV/0! |
| \$ 890 | \$ 1,259 | #DIV/0! | #DIV/0! |
| \$ 1,206 | \$ 298 | #DIV/0! | #DIV/0! |
| \$ 67,522 | \$ 14,582 | #DIV/0! | #DIV/0! |
| 51% | 9% | #DIV/0! | #DIV/0! |
| 45% | 43% | #DIV/0! | #DIV/0! |
| 66 | -33 | #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 | 200 | 109 | 28 |
| % of Retail Units | 100% | 55% | 14% |
| % Retailed of Non-New Franchise | 54% | 55% | 57% |
| Avg. Days to Sale | 38.9 | 17.8 | 36.3 |
| Avg. Transaction Price | \$ 23,437 | \$ 21,761 | \$ 25,320 |
| Avg. Transaction to Market % | 93% | 96% | 92% |
| Avg. Transactional Discount | \$ 198 | \$ 203 | \$ 136 |
| Avg. Front End Gross | \$ 303 | \$ 1,202 | \$ (141) |
| Avg. Finance Gross | \$ 1,076 | \$ 1,048 | \$ 913 |
| PUVR | \$ 1,379 | \$ 2,250 | \$ 772 |
| Total Gross (Units & PUVR) | \$ 275,792 | \$ 245,260 | \$ 21,623 |
| GROI | 54% | 209% | 30% |
| % with Trade | 39% | 39% | 50% |
| Avg. Over/Under Allowance | 6 | 28 | -11 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-------------|
| 30 | 18 | 15 |
| 15% | 9% | 8% |
| 37% | 56% | 73% |
| 53.9 | 71.6 | 128.3 |
| \$ 25,024 | \$ 28,469 | \$ 22,890 |
| 91% | 91% | 88% |
| \$ 194 | \$ 423 | \$ 23 |
| \$ (343) | \$ (1,042) | \$ (2,497) |
| \$ 1,131 | \$ 1,043 | \$ 1,512 |
| \$ 789 | \$ 2 | \$ (985) |
| \$ 23,655 | \$ 28 | \$ (14,774) |
| 21% | 0% | -12% |
| 23% | 33% | 53% |
| -22 | 0 | -64 |