

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| TONY DE LA HOYA | CESAR VAZQUEZ      | JONATHAN MENDOZA    |
|                 |                    | SALVADOR ORTIZ      |
|                 |                    | JOSUE VAZQUEZ       |
|                 |                    | NATHAN DE LA HOYA   |
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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.    | P123456   | 2015 | Chevrolet  | Equinox        | 30            | Trade on New       | No   | \$ 15,000                       | \$ 13,800         | 95%   | \$1,500         | \$500         |
| 1      | MH587502P | 2021 | DODGE      | CHARGER        | 97            | Auction/Wholesale  | Yes  | \$ 28,017                       | \$ 29,363         | 98%   | (\$349)         | \$1,824       |
| 2      | PG613498A | 2021 | Ram        | 2500           | 67            | Trade on New       | No   | \$ 56,891                       | \$ 51,863         | 105%  | (\$1,539)       | \$4,985       |
| 3      | LJ111237P | 2020 | Chevrolet  | TRAVERSE       | 39            | Auction/Wholesale  | No   | \$ 26,995                       | \$ 26,549         | 110%  | \$2,285         | \$2,710       |
| 4      | NU019691P | 2022 | Mitsubishi | OUTLANDER      | 82            | Auction/Wholesale  | No   | \$ 20,103                       | \$ 21,900         | 99%   | (\$894)         | \$3,758       |
| 5      | PC667577A | 2020 | Ram        | 2500           | 21            | Trade on New       | No   | \$ 40,991                       | \$ 39,603         | 99%   | \$4,212         | \$0           |
| 6      | E0378314P | 2014 | Toyota     | PRIUS          | 43            | Auction/Wholesale  | No   | \$ 8,494                        | \$ 8,550          | 74%   | (\$2,746)       | \$2,622       |
| 7      | PG649607A | 2016 | Chevrolet  | SILVERADO      | 47            | Trade on Used      | No   | \$ 16,921                       | \$ 17,248         |   | \$4,752         | \$2,309       |
| 8      | NG562324A | 2022 | Chevrolet  | COLORADO       | 50            | Trade on New       | No   | \$ 25,329                       | \$ 22,250         | 95%   | \$21            | \$1,784       |
| 9      | MF914649B | 2019 | Ford       | F150           | 22            | Trade on Used      | No   | \$ 25,443                       | \$ 25,584         | 98%   | \$1,506         | \$1,078       |
| 10     | RN135182A | 2022 | Ram        | 2500           | 59            | Trade on New       | Yes  | \$ 54,900                       | \$ 50,994         | 94%   | \$2,302         | \$0           |
| 11     | B5371627P | 2011 | Toyota     | PRIUS          | 51            | Auction/Wholesale  | No   | \$ 9,949                        | \$ 7,561          | 95%   | \$315           | \$661         |
| 12     | B5371627A | 2017 | Toyota     | CAMRY          | 1             | Trade on Used      | No   | \$ -                            | \$ 12,416         |   | \$2,676         | \$574         |
| 13     | PS536696A | 2015 | Ram        | 1500           | 47            | Trade on New       | No   | \$ 15,995                       | \$ 16,078         | 101%  | (\$107)         | \$1,210       |
| 14     | MS500597P | 2021 | Ram        | 1500           | 15            | Auction/Wholesale  | Yes  | \$ 27,995                       | \$ 27,593         | 99%   | \$226           | \$598         |
| 15     | MC650660P | 2021 | Jeep       | GRAND CHEROKEE | 70            | Auction/Wholesale  | Yes  | \$ 33,849                       | \$ 31,864         | 111%  | (\$533)         | \$4,327       |
| 16     | NU019691A | 2004 | GMC        | ENVOY          | 7             | Trade on Used      | No   | \$ 6,995                        | \$ 6,675          |   | (\$1,214)       | \$0           |
| 17     | M7H55386P | 2021 | BMW        | 2 SERIES       | 2             | Auction/Wholesale  | No   | \$ 23,995                       | \$ 22,571         | 98%   | \$1,254         | \$651         |
| 18     | KA011168P | 2019 | Honda      | ACCORD         | 9             | Auction/Wholesale  | No   | \$ 21,995                       | \$ 23,138         | 104%  | \$3,949         | \$2,430       |
| 19     | PH503429A | 2021 | Ram        | 1500           | 24            | Trade on Used      | Yes  | \$ 36,991                       | \$ 37,006         | 106%  | \$4,537         | \$2,073       |
| 20     | J9058664B | 1985 | Dodge      | RAM CHARGER    | 19            | Trade on Used      | No   | \$ 1,500                        | \$ 883            |   | \$383           | \$0           |
| 21     | PC667577B | 2021 | Ford       | F150           | 20            | Trade on Used      | No   | \$ 35,989                       | \$ 30,117         | 96%   | (\$1,816)       | \$6,183       |
| 22     | NF469542P | 2022 | Tesla      | MODEL Y        | 1             | Auction/Wholesale  | No   | \$ 38,500                       | \$ 38,500         | 102%  | \$0             | \$673         |
| 23     | MC505303P | 2021 | Nissan     | MAXIMA         | 3             | Auction/Wholesale  | No   | \$ 19,268                       | \$ 19,268         | 93%   | \$1,035         | \$3,954       |
| 24     | MN516105A | 2016 | Honda      | CR-V           | 29            | Trade on Used      | No   | \$ 12,991                       | \$ 13,500         | 93%   | \$4,154         | \$1,902       |
| 25     | PH696181A | 2022 | Dodge      | DURANGO        | 5             | Trade on New       | Yes  | \$ 38,626                       | \$ 38,924         | 99%   | \$4,237         | \$6,646       |
| 26     | KD421063P | 2019 | Jeep       | CHEROKEE       | 8             | Auction/Wholesale  | No   | \$ 20,491                       | \$ 20,564         | 95%   | \$3,085         | \$598         |
| 27     | J1102486P | 2018 | Chevrolet  | COLORADO       | 9             | Auction/Wholesale  | No   | \$ 19,991                       | \$ 19,077         | 97%   | \$994           | \$2,492       |

|    |           |      |           |                |     |                           |     |    |        |    |        |      |           |         |
|----|-----------|------|-----------|----------------|-----|---------------------------|-----|----|--------|----|--------|------|-----------|---------|
| 28 | PN555975A | 2021 | BMW       | X3             | 14  | Trade on New              | No  | \$ | 29,991 | \$ | 29,741 | 98%  | \$2,873   | \$0     |
| 29 | PC672041C | 2021 | Jeep      | GLADIATOR      | 65  | Trade on Used             | Yes | \$ | 34,998 | \$ | 34,998 | 96%  | \$521     | \$1,083 |
| 30 | FL734724Q | 2015 | Jeep      | WRANGLER       | 1   | Trade on Used             | No  | \$ | 17,995 | \$ | 17,940 | 102% | (\$190)   | \$104   |
| 31 | PN673480A | 2023 | Ram       | 1500           | 198 | Trade on New              | No  | \$ | 36,794 | \$ | 38,194 | 97%  | (\$1,506) | \$2,867 |
| 32 | NF469542A | 2023 | Toyota    | HIGHLANDER     | 10  | Trade on Used             | No  | \$ | 44,991 | \$ | 42,800 | 105% | \$1,953   | \$0     |
| 33 | PN673480B | 2020 | Kia       | SPROTAGE       | 1   | Trade on Used             | No  | \$ | 15,978 | \$ | 15,978 | 96%  | \$359     | \$1,262 |
| 34 | rg159051a | 2021 | GMC       | sierra         | 21  | Trade on New              | No  | \$ | 54,991 | \$ | 53,238 | 96%  | \$5,542   | \$1,746 |
| 35 | RG215487A | 2014 | Ram       | 1500           | 43  | Trade on New              | No  | \$ | 31,991 | \$ | 31,991 |      | \$2,996   | \$3,383 |
| 36 | PG613502A | 2019 | Ram       | 1500           | 5   | Trade on New              | No  | \$ | 27,491 | \$ | 27,518 | 97%  | \$1,660   | \$3,486 |
| 37 | KT827348P | 2019 | Jeep      | COMPASS        | 6   | Auction/Wholesale         | No  | \$ | 19,491 | \$ | 18,145 | 100% | \$975     | \$2,166 |
| 38 | P8108986P | 2023 | Jeep      | GRAND CHEROKEE | 72  | Auction/Wholesale         | No  | \$ | 39,785 | \$ | 39,750 |      | \$2,941   | \$5,462 |
| 39 | LC598179P | 2020 | Nissan    | PATHFINDER     | 1   | Auction/Wholesale         | No  | \$ | 19,107 | \$ | 19,107 | 94%  | \$652     | \$3,549 |
| 40 | KL361969P | 2019 | Nissan    | VERSA          | 8   | ntal Fleet (Enterprise, e | No  | \$ | 9,991  | \$ | 9,886  | 93%  | \$40      | \$778   |
| 41 | KT827348A | 2006 | Mercury   | MONTEGO        | 13  | Trade on Used             | No  | \$ | 1,995  | \$ | 1,329  |      | \$579     | \$0     |
| 42 | mc412355p | 2021 | Ford      | ECOSPORT       | 30  | Auction/Wholesale         | No  | \$ | 17,661 | \$ | 14,895 | 96%  | (\$1,137) | \$2,821 |
| 43 | NN194166P | 2022 | Ram       | 1500           | 23  | Street/Curb Buy           | No  | \$ | 38,991 | \$ | 38,715 | 96%  | \$5,588   | \$4,708 |
| 44 | ps552873a | 2014 | Nissan    | SENTRA         | 28  | Trade on Used             | No  | \$ | 7,991  | \$ | 6,138  | 92%  | \$48      | \$1,174 |
| 45 | PN555975B | 2022 | Honda     | CRV            | 21  | Trade on Used             | No  | \$ | 25,491 | \$ | 23,633 | 97%  | \$1,639   | \$4,468 |
| 46 | HL613973P | 2017 | Jeep      | WRANGLER       | 2   | Auction/Wholesale         | No  | \$ | 24,991 | \$ | 24,567 | 98%  | \$3,520   | \$0     |
| 47 | LJ146737P | 2020 | Chevrolet | TRAVERSE       | 2   | Auction/Wholesale         | No  | \$ | 17,995 | \$ | 17,107 | 94%  | \$3,289   | \$1,903 |
| 48 | KL362350P | 2019 | Nissan    | VERSA          | 14  | ntal Fleet (Enterprise, e | No  | \$ | 9,991  | \$ | 9,955  | 100% | (\$1,885) | \$1,056 |
| 49 | LR207406P | 2020 | Dodge     | GRAND CARAVAN  | 3   | Auction/Wholesale         | No  | \$ | 19,995 | \$ | 19,995 | 103% | (\$2,444) | \$789   |
| 50 | PPP43555A | 2022 | Dodge     | CHALLENGER     | 35  | Trade on New              | Yes | \$ | 24,697 | \$ | 24,796 | 93%  | \$1,527   | \$763   |
| 51 | TG159051B | 2021 | GMC       | SIERRA         | 15  | Trade on Used             | No  | \$ | 37,995 | \$ | 36,297 | 101% | \$1,820   | \$2,150 |
| 52 | RG263134A | 2021 | Tesla     | MODEL 3        | 5   | Trade on New              | No  | \$ | 34,991 | \$ | 34,991 | 96%  | \$541     | \$384   |
| 53 | N7969475P | 2022 | Kia       | SPORTAGE       | 16  | Auction/Wholesale         | No  | \$ | 20,995 | \$ | 20,552 | 103% | \$1,543   | \$4,519 |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 62%        |
| Total # Retail Units                  | 71         |
| Avg. Days to Sale                     | 25.9       |
| Avg. Advertised Price (Time of Sale)  | \$ 24,655  |
| Avg. Transaction Price                | \$ 26,469  |
| Avg. Market Price at 100%             | \$ 24,962  |
| Avg. Price to Market % (Time of Sale) | 99%        |
| Avg. Transaction to Market            | 106%       |
| Avg. Transactional Discount           | \$ (1,814) |
| Avg. Front-End Gross                  | \$ 2,500   |
| Avg. Finance Gross                    | \$ 2,256   |
| PUVR                                  | \$ 4,756   |
| Total Gross (Units & PUVR)            | \$ 337,685 |
| GROI                                  | 250%       |
| % with Trade                          | 41%        |
| Avg. Over/Under Allowance             | (\$1,397)  |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals     | TONY DE LA HOYA |         |
|---------------------------------------|------------|-----------------|---------|
| % Retailed of Non-New Franchise       | 62%        | 62%             | #DIV/0! |
| Total # Retail Units                  | 71         | 71              | 0       |
| Avg. Days to Sale                     | 25.9       | 25.9            | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 24,655  | \$ 24,655       | #DIV/0! |
| Avg. Transaction Price                | \$ 26,469  | \$ 26,469       | #DIV/0! |
| Avg. Market Price at 100%             | \$ 24,962  | #DIV/0!         | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99%        | #DIV/0!         | #DIV/0! |
| Avg. Transaction to Market            | 106%       | #DIV/0!         | #DIV/0! |
| Avg. Transactional Discount           | \$ (1,814) | \$ (1,814)      | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,500   | \$ 2,500        | #DIV/0! |
| Avg. Finance Gross                    | \$ 2,256   | \$ 2,256        | #DIV/0! |
| PUVR                                  | \$ 4,756   | \$ 4,756        | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 337,685 | \$ 337,685      | #DIV/0! |
| GROI                                  | 250%       | 250%            | #DIV/0! |
| % with Trade                          | 41%        | 41%             | #DIV/0! |
| Avg. Over/Under Allowance             | -1,397     | -1,397          | #DIV/0! |









## Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant                      | Totals     | JONATHAN MENDOZA | SALVADOR ORTIZ |
|---------------------------------------|------------|------------------|----------------|
| % Retailed of Non-New Franchise       | 62%        | 72%              | 47%            |
| Total # Retail Units                  | 71         | 18               | 15             |
| Avg. Days to Sale                     | 25.9       | 25.6             | 27.5           |
| Avg. Advertised Price (Time of Sale)  | \$ 24,655  | \$ 25,258        | \$ 22,701      |
| Avg. Transaction Price                | \$ 26,469  | \$ 24,547        | \$ 25,096      |
| Avg. Market Price at 100%             | \$ 24,962  | #DIV/0!          | #DIV/0!        |
| Avg. Price to Market % (Time of Sale) | 99%        | #DIV/0!          | #DIV/0!        |
| Avg. Transaction to Market            | 106%       | #DIV/0!          | #DIV/0!        |
| Avg. Transactional Discount           | \$ (1,814) | \$ 711           | \$ (2,395)     |
| Avg. Front-End Gross                  | \$ 2,500   | \$ 1,037         | \$ 3,107       |
| Avg. Finance Gross                    | \$ 2,256   | \$ 1,997         | \$ 2,259       |
| PUVR                                  | \$ 4,756   | \$ 3,034         | \$ 5,366       |
| Total Gross (Units & PUVR)            | \$ 337,685 | \$ 54,611        | \$ 80,486      |
| GROI                                  | 250%       | 174%             | 280%           |
| % with Trade                          | 41%        | 28%              | 53%            |
| Avg. Over/Under Allowance             | -1,397     | 191              | -894           |



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

| JOSUE VAZQUEZ | NATHAN DE LA HOYA |         |         |
|---------------|-------------------|---------|---------|
| 70%           | 56%               | #DIV/0! | #DIV/0! |
| 20            | 18                | 0       | 0       |
| 23.7          | 27.3              | #DIV/0! | #DIV/0! |
| \$ 26,360     | \$ 23,786         | #DIV/0! | #DIV/0! |
| \$ 29,652     | \$ 25,998         | #DIV/0! | #DIV/0! |
| #DIV/0!       | #DIV/0!           | #DIV/0! | #DIV/0! |
| #DIV/0!       | #DIV/0!           | #DIV/0! | #DIV/0! |
| #DIV/0!       | #DIV/0!           | #DIV/0! | #DIV/0! |
| \$ (3,292)    | \$ (2,213)        | #DIV/0! | #DIV/0! |
| \$ 3,077      | \$ 2,815          | #DIV/0! | #DIV/0! |
| \$ 2,626      | \$ 2,103          | #DIV/0! | #DIV/0! |
| \$ 5,703      | \$ 4,918          | #DIV/0! | #DIV/0! |
| \$ 114,055    | \$ 88,533         | #DIV/0! | #DIV/0! |
| 293%          | 250%              | #DIV/0! | #DIV/0! |
| 45%           | 39%               | #DIV/0! | #DIV/0! |
| -2,528        | -1,489            | #DIV/0! | #DIV/0! |





























## Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager                       | Totals     | CESAR VAZQUEZ |         |
|---------------------------------------|------------|---------------|---------|
| % Retailed of Non-New Franchise       | 62%        | 62%           | #DIV/0! |
| Total # Retail Units                  | 71         | 71            | 0       |
| Avg. Days to Sale                     | 25.9       | 25.9          | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 24,655  | \$ 24,655     | #DIV/0! |
| Avg. Transaction Price                | \$ 26,469  | \$ 26,469     | #DIV/0! |
| Avg. Market Price at 100%             | \$ 24,962  | #DIV/0!       | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99%        | #DIV/0!       | #DIV/0! |
| Avg. Transaction to Market            | 106%       | #DIV/0!       | #DIV/0! |
| Avg. Transactional Discount           | \$ (1,814) | \$ (1,814)    | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,500   | \$ 2,500      | #DIV/0! |
| Avg. Finance Gross                    | \$ 2,256   | \$ 2,256      | #DIV/0! |
| PUVR                                  | \$ 4,756   | \$ 4,756      | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 337,685 | \$ 337,685    | #DIV/0! |
| GROI                                  | 250%       | 250%          | #DIV/0! |
| % with Trade                          | 41%        | 41%           | #DIV/0! |
| Avg. Over/Under Allowance             | -1,397     | -1,397        | #DIV/0! |







## Scoreboard

| CPO                                   | Totals     | Yes       | No         |
|---------------------------------------|------------|-----------|------------|
| Total # Retail Units                  | 71         | 8         | 63         |
| Avg. Days to Sale                     | 25.9       | 46.3      | 23.3       |
| Avg. Advertised Price (Time of Sale)  | \$ 24,655  | \$ 35,009 | \$ 25,457  |
| Avg. Transaction Price                | \$ 26,469  | \$ 34,442 | \$ 25,457  |
| Avg. Market Price at 100%             | \$ 24,962  | \$ 35,336 | #DIV/0!    |
| Avg. Price to Market % (Time of Sale) | 99%        | 99%       | #DIV/0!    |
| Avg. Transaction to Market            | 106%       | 97%       | #DIV/0!    |
| Avg. Transactional Discount           | \$ (1,814) | \$ 567    | \$ (2,116) |
| Avg. Front-End Gross                  | \$ 2,500   | \$ 1,559  | \$ 2,619   |
| Avg. Finance Gross                    | \$ 2,256   | \$ 2,164  | \$ 2,268   |
| PUVR                                  | \$ 4,756   | \$ 3,723  | \$ 4,887   |
| Total Gross (Units & PUVR)            | \$ 337,685 | \$ 29,781 | \$ 307,904 |
| GROI                                  | 250%       | 84%       | 297%       |
| % with Trade                          | 41%        | 38%       | 41%        |
| Avg. Over/Under Allowance             | -1,397     | -635      | -1,481     |



## Scoreboard

| Same Brand as New                     | Totals     | Yes        | No         |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units                  | 71         | 27         | 44         |
| Avg. Days to Sale                     | 25.9       | 34.4       | 20.6       |
| Avg. Advertised Price (Time of Sale)  | \$ 24,655  | \$ 27,128  | \$ 22,922  |
| Avg. Transaction Price                | \$ 26,469  | \$ 32,250  | \$ 22,922  |
| Avg. Market Price at 100%             | \$ 24,962  | #DIV/0!    | #DIV/0!    |
| Avg. Price to Market % (Time of Sale) | 99%        | #DIV/0!    | #DIV/0!    |
| Avg. Transaction to Market            | 106%       | #DIV/0!    | #DIV/0!    |
| Avg. Transactional Discount           | \$ (1,814) | \$ (5,122) | \$ 216     |
| Avg. Front-End Gross                  | \$ 2,500   | \$ 3,114   | \$ 2,123   |
| Avg. Finance Gross                    | \$ 2,256   | \$ 2,400   | \$ 2,168   |
| PUVR                                  | \$ 4,756   | \$ 5,514   | \$ 4,291   |
| Total Gross (Units & PUVR)            | \$ 337,685 | \$ 148,882 | \$ 188,803 |
| GROI                                  | 250%       | 179%       | 327%       |
| % with Trade                          | 41%        | 56%        | 32%        |
| Avg. Over/Under Allowance             | -1,397     | -2,366     | -289       |



## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 71         | 18           | 21            |
| % of Retail Units               | 100%       | 25%          | 30%           |
| % Retailed of Non-New Franchise | 62%        | 39%          | 71%           |
| Avg. Days to Sale               | 25.9       | 39.7         | 16.7          |
| Avg. Transaction Price          | \$ 26,469  | \$ 34,868    | \$ 22,468     |
| Avg. Transaction to Market %    | 106%       | #DIV/0!      | #DIV/0!       |
| Avg. Transactional Discount     | \$ (1,814) | \$ (3,332)   | \$ (3,122)    |
| Avg. Front End Gross            | \$ 2,500   | \$ 2,650     | \$ 2,831      |
| Avg. Finance Gross              | \$ 2,256   | \$ 2,318     | \$ 1,807      |
| PUVR                            | \$ 4,756   | \$ 4,968     | \$ 4,638      |
| Total Gross (Units & PUVR)      | \$ 337,685 | \$ 89,422    | \$ 97,408     |
| GROI                            | 250%       | 129%         | 445%          |
| % with Trade                    | 41%        | 44%          | 38%           |
| Avg. Over/Under Allowance       | -1,397     | -2,593       | -1,220        |



| Street/Curb buy | Auction/wholesale | Loaner  | LBO customer |
|-----------------|-------------------|---------|--------------|
| 1               | 27                | 0       | 0            |
| 1%              | 38%               | 0%      | 0%           |
| 0%              | 67%               | #DIV/0! | #DIV/0!      |
| 23.0            | 25.7              | #DIV/0! | #DIV/0!      |
| \$ 38,715       | \$ 24,278         | #DIV/0! | #DIV/0!      |
| 95%             | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 276          | \$ (69)           | #DIV/0! | #DIV/0!      |
| \$ 5,588        | \$ 1,845          | #DIV/0! | #DIV/0!      |
| \$ 4,708        | \$ 2,453          | #DIV/0! | #DIV/0!      |
| \$ 10,296       | \$ 4,299          | #DIV/0! | #DIV/0!      |
| \$ 10,296       | \$ 116,070        | #DIV/0! | #DIV/0!      |
| 416%            | 248%              | #DIV/0! | #DIV/0!      |
| 0%              | 44%               | #DIV/0! | #DIV/0!      |
| #DIV/0!         | -640              | #DIV/0! | #DIV/0!      |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other   |
|----------------|--------------------------------|---------|
| 0              | 4                              | 0       |
| 0%             | 6%                             | 0%      |
| #DIV/0!        | 100%                           | #DIV/0! |
| #DIV/0!        | 13.5                           | #DIV/0! |
| #DIV/0!        | \$ 21,409                      | #DIV/0! |
| #DIV/0!        | 104%                           | #DIV/0! |
| #DIV/0!        | \$ (416)                       | #DIV/0! |
| #DIV/0!        | \$ 3,729                       | #DIV/0! |
| #DIV/0!        | \$ 2,393                       | #DIV/0! |
| #DIV/0!        | \$ 6,122                       | #DIV/0! |
| #DIV/0!        | \$ 24,489                      | #DIV/0! |
| #DIV/0!        | 763%                           | #DIV/0! |
| #DIV/0!        | 25%                            | #DIV/0! |
| #DIV/0!        | -2,500                         | #DIV/0! |

## Scoreboard

| Age                             | Totals     | 0-30 days  | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units            | 71         | 53         | 4          |
| % of Retail Units               | 100%       | 75%        | 6%         |
| % Retailed of Non-New Franchise | 62%        | 68%        | 50%        |
| Avg. Days to Sale               | 25.9       | 11.0       | 40.0       |
| Avg. Transaction Price          | \$ 26,469  | \$ 26,024  | \$ 22,972  |
| Avg. Transaction to Market %    | 106%       | #DIV/0!    | #DIV/0!    |
| Avg. Transactional Discount     | \$ (1,814) | \$ (2,650) | \$ 73      |
| Avg. Front End Gross            | \$ 2,500   | \$ 3,158   | \$ 1,016   |
| Avg. Finance Gross              | \$ 2,256   | \$ 2,249   | \$ 2,370   |
| PUVR                            | \$ 4,756   | \$ 5,407   | \$ 3,385   |
| Total Gross (Units & PUVR)      | \$ 337,685 | \$ 286,578 | \$ 13,540  |
| GROI                            | 250%       | 681%       | 133%       |
| % with Trade                    | 41%        | 40%        | 25%        |
| Avg. Over/Under Allowance       | -1,397     | -1,982     | 49         |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 5          | 5          | 4         |
| 7%         | 7%         | 6%        |
| 60%        | 20%        | 50%       |
| 50.8       | 71.2       | 121.0     |
| \$ 22,826  | \$ 36,075  | \$ 28,412 |
| #DIV/0!    | #DIV/0!    | 98%       |
| \$ 1,793   | \$ 1,050   | \$ (712)  |
| \$ 1,456   | \$ 99      | \$ (429)  |
| \$ 1,193   | \$ 3,923   | \$ 1,481  |
| \$ 2,649   | \$ 4,022   | \$ 1,053  |
| \$ 13,245  | \$ 20,111  | \$ 4,211  |
| 82%        | 56%        | 11%       |
| 20%        | 100%       | 25%       |
| 1,046      | 144        | -113      |