









| 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      | M24906A  | 2021 | Mazda      | CX5            | 15            | Trade on New        | Yes  | \$ 22,930                       | \$ 22,930         | 97%   | \$1,972         | \$363         |
| 2      | MP627    | 2021 | Mazda      | CX5            | 23            | LBO Customer        | Yes  | \$ 25,520                       | \$ 25,320         | 100%  | \$1,858         | \$300         |
| 3      | PRM848A  | 2017 | Cadillac   | ATS            | 25            | Trade on Used       | No   | \$ 19,531                       | \$ 19,531         | 102%  | \$3,058         | \$874         |
| 4      | PRM847A  | 2022 | Mitsubishi | Outlander      | 85            | Trade on Used       | No   | \$ 26,419                       | \$ 26,419         | 92%   | (\$193)         | \$2,119       |
| 5      | PRM862   | 2024 | Mazda      | CX50           | 48            | Loaner              | Yes  | \$ 29,946                       | \$ 29,446         | 100%  | \$1,278         | \$851         |
| 6      | MP616    | 2021 | Mazda      | CX5            | 26            | LBO OEM/Leasing Co. | Yes  | \$ 24,910                       | \$ 24,910         | 97%   | \$2,176         | \$300         |
| 7      | MP589    | 2021 | Mazda      | CX5            | 43            | LBO OEM/Leasing Co. | No   | \$ 23,412                       | \$ 23,412         | 98%   | \$2,074         | \$506         |
| 8      | M24977A  | 2020 | Mazda      | CX5            | 25            | Trade on New        | Yes  | \$ 24,530                       | \$ 24,530         | 99%   | \$3,201         | \$0           |
| 9      | MP527A   | 2019 | Chevrolet  | Equinox        | 7             | Trade on Used       | No   | \$ 16,670                       | \$ 16,000         | 97%   | \$3,020         | \$2,724       |
| 10     | MP497A   | 2017 | Ford       | Escape         | 45            | Trade on Used       | No   | \$ 15,471                       | \$ 15,271         | 95%   | \$2,383         | \$0           |
| 11     | MP600    | 2021 | Mazda      | 6              | 25            | LBO Customer        | No   | \$ 23,710                       | \$ 23,710         | 104%  | \$2,663         | \$2,216       |
| 12     | MP593    | 2021 | Nissan     | Rogue          | 39            | LBO Customer        | No   | \$ 23,780                       | \$ 23,780         | 97%   | \$1,569         | \$1,630       |
| 13     | PRM867   | 2024 | Mazda      | CX50           | 45            | Loaner              | Yes  | \$ 29,995                       | \$ 28,881         | 99%   | \$868           | \$0           |
| 14     | M24930A  | 2018 | Mazda      | CX5            | 38            | Trade on New        | No   | \$ 15,992                       | \$ 15,000         | 103%  | \$1,938         | \$0           |
| 15     | M24524B  | 2020 | Ford       | Fusion         | 36            | Trade on Used       | No   | \$ 19,461                       | \$ 18,750         | 102%  | \$1,413         | \$200         |
| 16     | MP604    | 2021 | Mazda      | CX30           | 35            | LBO OEM/Leasing Co. | Yes  | \$ 22,511                       | \$ 22,511         | 99%   | \$1,497         | \$2,264       |
| 17     | MP644    | 2022 | Mazda      | CX9            | 13            | LBO OEM/Leasing Co. | Yes  | \$ 30,920                       | \$ 30,920         | 99%   | \$1,014         | \$335         |
| 18     | MP609    | 2021 | Mazda      | CX5            | 35            | LBO OEM/Leasing Co. | Yes  | \$ 23,431                       | \$ 23,000         | 98%   | \$220           | \$2,443       |
| 19     | MP636    | 2021 | Mazda      | CX5            | 17            | LBO OEM/Leasing Co. | Yes  | \$ 22,940                       | \$ 22,940         | 101%  | \$1,512         | \$1,381       |
| 20     | PM1027   | 2023 | Nissan     | Pathfinder     | 5             | Other               | No   | \$ 37,500                       | \$ 37,500         | 95%   | \$682           | \$2,507       |
| 21     | M241010A | 2021 | Mazda      | CX5            | 48            | Trade on New        | Yes  | \$ 22,931                       | \$ 22,931         | 98%   | \$1,324         | \$0           |
| 22     | PRM868   | 2023 | Mazda      | CX30           | 53            | Loaner              | Yes  | \$ 26,585                       | \$ 26,585         | 92%   | (\$1,558)       | \$3,380       |
| 23     | PM1024   | 2021 | Mazda      | CX5            | 32            | Other               | No   | \$ 21,939                       | \$ 21,939         | 93%   | (\$781)         | \$2,242       |
| 24     | M24826B  | 2018 | Toyota     | Sienna         | 77            | Trade on Used       | No   | \$ 33,959                       | \$ 33,959         | 99%   | (\$233)         | \$0           |
| 25     | MP647    | 2021 | Mazda      | CX5            | 13            | LBO Customer        | Yes  | \$ 26,990                       | \$ 26,990         | 100%  | \$2,050         | \$3,601       |
| 26     | M24801A  | 2017 | Nissan     | Rogue          | 41            | Trade on New        | No   | \$ 14,979                       | \$ 14,979         | 100%  | \$2,357         | \$746         |
| 27     | MP619    | 2021 | Mazda      | 3              | 38            | LBO OEM/Leasing Co. | No   | \$ 20,421                       | \$ 20,421         | 99%   | \$2,817         | \$0           |
| 28     | MP606    | 2021 | Mazda      | CX5            | 44            | LBO Customer        | Yes  | \$ 24,532                       | \$ 24,332         | 98%   | (\$70)          | \$452         |
| 29     | M24869A  | 2018 | Jeep       | Grand Cherokee | 60            | Trade on New        | No   | \$ 21,467                       | \$ 20,967         | 98%   | \$169           | \$530         |
| 30     | MP658    | 2021 | Mazda      | CX30           | 8             | LBO Customer        | Yes  | \$ 22,620                       | \$ 22,620         | 98%   | \$1,825         | \$0           |

|    |         |      |           |                |     |                                 |     |    |        |    |        |      |           |         |
|----|---------|------|-----------|----------------|-----|---------------------------------|-----|----|--------|----|--------|------|-----------|---------|
| 31 | MP635   | 2021 | Mazda     | CX5            | 27  | LBO OEM/Leasing Co.             | No  | \$ | 23,521 | \$ | 23,521 | 97%  | \$2,405   | \$2,170 |
| 32 | PRM853  | 2023 | Mazda     | CX30           | 112 | Loaner                          | Yes | \$ | 27,439 | \$ | 27,439 | 93%  | (\$2,114) | \$1,017 |
| 33 | MP628   | 2021 | Mazda     | CX5            | 40  | LBO OEM/Leasing Co.             | No  | \$ | 23,821 | \$ | 23,821 | 99%  | \$1,294   | \$1,128 |
| 34 | PM1034  | 2021 | Porsche   | Macan          | 6   | Other                           | No  | \$ | 40,550 | \$ | 40,550 | 89%  | \$340     | \$1,812 |
| 35 | PRM878  | 2023 | Mazda     | CX30           | 28  | Loaner                          | Yes | \$ | 28,949 | \$ | 28,449 | 98%  | (\$3,125) | \$183   |
| 36 | MP599   | 2021 | Mazda     | CX30           | 50  | LBO OEM/Leasing Co.             | Yes | \$ | 21,922 | \$ | 21,922 | 95%  | \$691     | \$1,186 |
| 37 | MP536   | 2021 | Mazda     | CX30           | 102 | LBO OEM/Leasing Co.             | Yes | \$ | 22,539 | \$ | 22,189 | 94%  | (\$278)   | \$150   |
| 38 | MP659   | 2021 | Mazda     | 3              | 11  | LBO Customer                    | Yes | \$ | 20,420 | \$ | 20,420 | 100% | \$1,784   | \$934   |
| 39 | MP634   | 2021 | Mazda     | CX5            | 28  | LBO OEM/Leasing Co.             | No  | \$ | 23,920 | \$ | 23,920 | 100% | \$2,084   | \$236   |
| 40 | PM1021  | 2021 | Chrysler  | Pacifica       | 46  | Rental Fleet (Enterprise, etc.) | No  | \$ | 23,965 | \$ | 23,965 | 99%  | (\$637)   | \$1,313 |
| 41 | MP630   | 2021 | Mazda     | CX5            | 32  | LBO Customer                    | Yes | \$ | 23,971 | \$ | 23,971 | 101% | \$1,176   | \$2,178 |
| 42 | PRM861A | 2019 | Toyota    | RAV4           | 27  | Trade on Used                   | No  | \$ | 24,970 | \$ | 24,770 | 88%  | \$3,314   | \$200   |
| 43 | PM1012  | 2020 | Chevrolet | Silverado 1500 | 47  | Rental Fleet (Enterprise, etc.) | No  | \$ | 28,951 | \$ | 28,951 | 97%  | \$385     | \$1,874 |
| 44 | MP544   | 2021 | Honda     | HRV            | 67  | LBO Customer                    | No  | \$ | 18,929 | \$ | 18,929 | 95%  | \$1,617   | \$774   |
| 45 | PM1001  | 2020 | GMC       | Acadia         | 94  | Rental Fleet (Enterprise, etc.) | No  | \$ | 21,859 | \$ | 21,859 | 89%  | (\$2,021) | \$427   |
| 46 | MP601   | 2022 | Mazda     | CX9            | 21  | LBO OEM/Leasing Co.             | Yes | \$ | 32,910 | \$ | 32,910 | 101% | \$1,796   | \$920   |
| 47 | MP612   | 2022 | Mazda     | CX30           | 15  | LBO OEM/Leasing Co.             | No  | \$ | 24,920 | \$ | 24,920 | 99%  | \$2,558   | \$235   |
| 48 | PM1013  | 2018 | Ford      | F-150          | 25  | Other                           | No  | \$ | 24,610 | \$ | 24,610 | 94%  | \$469     | \$539   |
| 49 | PM1004  | 2024 | Chevrolet | Equinox        | 72  | Auction/Wholesale               | No  | \$ | 28,919 | \$ | 28,919 | 94%  | (\$975)   | \$3,625 |
| 50 | MP594   | 2021 | Mazda     | CX5            | 17  | LBO OEM/Leasing Co.             | Yes | \$ | 26,630 | \$ | 26,630 | 98%  | \$1,817   | \$1,320 |
| 51 | MP509A  | 2017 | Honda     | CRV            | 57  | Trade on Used                   | No  | \$ | 19,952 | \$ | 18,952 | 95%  | \$311     | \$1,153 |
| 52 | MP531   | 2022 | Chevrolet | Equinox        | 63  | LBO Customer                    | No  | \$ | 21,925 | \$ | 21,426 | 97%  | \$1,864   | \$200   |
| 53 | MP573   | 2021 | Mazda     | CX30           | 38  | LBO OEM/Leasing Co.             | No  | \$ | 23,411 | \$ | 23,411 | 99%  | \$1,906   | \$2,813 |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 35%        |
| Total # Retail Units                  | 60         |
| Avg. Days to Sale                     | 39.1       |
| Avg. Advertised Price (Time of Sale)  | \$ 24,842  |
| Avg. Transaction Price                | \$ 24,670  |
| Avg. Market Price at 100%             | \$ 25,532  |
| Avg. Price to Market % (Time of Sale) | 97%        |
| Avg. Transaction to Market            | 97%        |
| Avg. Transactional Discount           | \$ 172     |
| Avg. Front-End Gross                  | \$ 978     |
| Avg. Finance Gross                    | \$ 1,066   |
| PUVR                                  | \$ 2,044   |
| Total Gross (Units & PUVR)            | \$ 122,616 |
| GROI                                  | 76%        |
| % with Trade                          | 38%        |
| Avg. Over/Under Allowance             | \$9        |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals     | Owen VanWie | Jay Haas  |
|---------------------------------------|------------|-------------|-----------|
| % Retailed of Non-New Franchise       | 35%        | 35%         | 36%       |
| Total # Retail Units                  | 60         | 49          | 11        |
| Avg. Days to Sale                     | 39.1       | 38.5        | 41.8      |
| Avg. Advertised Price (Time of Sale)  | \$ 24,842  | \$ 24,919   | \$ 24,502 |
| Avg. Transaction Price                | \$ 24,670  | \$ 24,740   | \$ 24,357 |
| Avg. Market Price at 100%             | \$ 25,532  | \$ 25,669   | \$ 25,404 |
| Avg. Price to Market % (Time of Sale) | 97%        | 97%         | 96%       |
| Avg. Transaction to Market            | 97%        | 96%         | 96%       |
| Avg. Transactional Discount           | \$ 172     | \$ 178      | \$ 145    |
| Avg. Front-End Gross                  | \$ 978     | \$ 936      | \$ 1,161  |
| Avg. Finance Gross                    | \$ 1,066   | \$ 1,144    | \$ 718    |
| PUVR                                  | \$ 2,044   | \$ 2,080    | \$ 1,880  |
| Total Gross (Units & PUVR)            | \$ 122,616 | \$ 101,940  | \$ 20,676 |
| GROI                                  | 76%        | 79%         | 66%       |
| % with Trade                          | 38%        | 33%         | 64%       |
| Avg. Over/Under Allowance             | 9          | 22          | -45       |









## Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant                      | Totals     | Matt Fitzsimmons | Matt Diamond |
|---------------------------------------|------------|------------------|--------------|
| % Retailed of Non-New Franchise       | 35%        | 48%              | 50%          |
| Total # Retail Units                  | 60         | 21               | 6            |
| Avg. Days to Sale                     | 39.1       | 37.9             | 38.8         |
| Avg. Advertised Price (Time of Sale)  | \$ 24,842  | \$ 24,236        | \$ 22,220    |
| Avg. Transaction Price                | \$ 24,670  | \$ 24,089        | \$ 22,075    |
| Avg. Market Price at 100%             | \$ 25,532  | \$ 24,980        | \$ 22,861    |
| Avg. Price to Market % (Time of Sale) | 97%        | 97%              | 97%          |
| Avg. Transaction to Market            | 97%        | 96%              | 97%          |
| Avg. Transactional Discount           | \$ 172     | \$ 147           | \$ 145       |
| Avg. Front-End Gross                  | \$ 978     | \$ 1,308         | \$ 1,492     |
| Avg. Finance Gross                    | \$ 1,066   | \$ 925           | \$ 1,294     |
| PUVR                                  | \$ 2,044   | \$ 2,232         | \$ 2,786     |
| Total Gross (Units & PUVR)            | \$ 122,616 | \$ 46,876        | \$ 16,715    |
| GROI                                  | 76%        | 88%              | 117%         |
| % with Trade                          | 38%        | 38%              | 33%          |
| Avg. Over/Under Allowance             | 9          | -24              | 0            |



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

| John Burkin | Eric Eismann | Bill Dubois | George Leach |
|-------------|--------------|-------------|--------------|
| 29%         | 17%          | 33%         | 0%           |
| 7           | 6            | 6           | 6            |
| 31.4        | 36.8         | 48.3        | 40.2         |
| \$ 22,911   | \$ 27,745    | \$ 25,677   | \$ 26,136    |
| \$ 22,769   | \$ 27,346    | \$ 25,618   | \$ 26,020    |
| \$ 23,243   | \$ 28,538    | \$ 26,513   | \$ 26,798    |
| 99%         | 97%          | 97%         | 98%          |
| 98%         | 96%          | 97%         | 97%          |
| \$ 142      | \$ 400       | \$ 58       | \$ 117       |
| \$ 774      | \$ 1,101     | \$ 1,011    | \$ (122)     |
| \$ 1,284    | \$ 964       | \$ 1,775    | \$ 965       |
| \$ 2,058    | \$ 2,064     | \$ 2,786    | \$ 843       |
| \$ 14,406   | \$ 12,386    | \$ 16,716   | \$ 5,058     |
| 104%        | 74%          | 81%         | 29%          |
| 43%         | 17%          | 67%         | 33%          |
| 0           | 0            | 94          | 0            |

| Sara Alley |         |         |         |
|------------|---------|---------|---------|
| 38%        | #DIV/0! | #DIV/0! | #DIV/0! |
| 8          | 0       | 0       | 0       |
| 43.0       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 26,318  | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 26,075  | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 27,708  | #DIV/0! | #DIV/0! | #DIV/0! |
| 95%        | #DIV/0! | #DIV/0! | #DIV/0! |
| 94%        | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 242     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 611     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 697     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,307   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 10,459  | #DIV/0! | #DIV/0! | #DIV/0! |
| 42%        | #DIV/0! | #DIV/0! | #DIV/0! |
| 38%        | #DIV/0! | #DIV/0! | #DIV/0! |
| 63         | #DIV/0! | #DIV/0! | #DIV/0! |



























## Scoreboard

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| Finance Manager                       | Totals     | Johnna Wallace |
|---------------------------------------|------------|----------------|
| % Retailed of Non-New Franchise       | 35%        | 43%            |
| Total # Retail Units                  | 60         | 14             |
| Avg. Days to Sale                     | 39.1       | 35.3           |
| Avg. Advertised Price (Time of Sale)  | \$ 24,842  | \$ 25,586      |
| Avg. Transaction Price                | \$ 24,670  | \$ 25,399      |
| Avg. Market Price at 100%             | \$ 25,532  | \$ 26,445      |
| Avg. Price to Market % (Time of Sale) | 97%        | 97%            |
| Avg. Transaction to Market            | 97%        | 96%            |
| Avg. Transactional Discount           | \$ 172     | \$ 187         |
| Avg. Front-End Gross                  | \$ 978     | \$ 922         |
| Avg. Finance Gross                    | \$ 1,066   | \$ 829         |
| PUVR                                  | \$ 2,044   | \$ 1,751       |
| Total Gross (Units & PUVR)            | \$ 122,616 | \$ 24,513      |
| GROI                                  | 76%        | 70%            |
| % with Trade                          | 38%        | 21%            |
| Avg. Over/Under Allowance             | 9          | 36             |



(To access the dropdown list, then scroll up to select your staff member for each column.)

| John Brest | Jay Pimental |         |         |
|------------|--------------|---------|---------|
| 33%        | 29%          | #DIV/0! | #DIV/0! |
| 39         | 7            | 0       | 0       |
| 40.7       | 37.6         | #DIV/0! | #DIV/0! |
| \$ 24,780  | \$ 23,702    | #DIV/0! | #DIV/0! |
| \$ 24,621  | \$ 23,487    | #DIV/0! | #DIV/0! |
| \$ 25,587  | \$ 24,158    | #DIV/0! | #DIV/0! |
| 97%        | 98%          | #DIV/0! | #DIV/0! |
| 96%        | 97%          | #DIV/0! | #DIV/0! |
| \$ 159     | \$ 214       | #DIV/0! | #DIV/0! |
| \$ 953     | \$ 1,222     | #DIV/0! | #DIV/0! |
| \$ 1,048   | \$ 1,643     | #DIV/0! | #DIV/0! |
| \$ 2,001   | \$ 2,866     | #DIV/0! | #DIV/0! |
| \$ 78,042  | \$ 20,061    | #DIV/0! | #DIV/0! |
| 72%        | 117%         | #DIV/0! | #DIV/0! |
| 38%        | 71%          | #DIV/0! | #DIV/0! |
| 2          | 0            | #DIV/0! | #DIV/0! |





## Scoreboard

| CPO                                   | Totals     | Yes       | No        |
|---------------------------------------|------------|-----------|-----------|
| Total # Retail Units                  | 60         | 29        | 31        |
| Avg. Days to Sale                     | 39.1       | 36.7      | 41.3      |
| Avg. Advertised Price (Time of Sale)  | \$ 24,842  | \$ 26,092 | \$ 23,505 |
| Avg. Transaction Price                | \$ 24,670  | \$ 25,915 | \$ 23,505 |
| Avg. Market Price at 100%             | \$ 25,532  | \$ 26,700 | \$ 24,610 |
| Avg. Price to Market % (Time of Sale) | 97%        | 98%       | 96%       |
| Avg. Transaction to Market            | 97%        | 97%       | 96%       |
| Avg. Transactional Discount           | \$ 172     | \$ 177    | \$ 168    |
| Avg. Front-End Gross                  | \$ 978     | \$ 732    | \$ 1,207  |
| Avg. Finance Gross                    | \$ 1,066   | \$ 1,006  | \$ 1,122  |
| PUVR                                  | \$ 2,044   | \$ 1,738  | \$ 2,330  |
| Total Gross (Units & PUVR)            | \$ 122,616 | \$ 50,397 | \$ 72,219 |
| GROI                                  | 76%        | 66%       | 86%       |
| % with Trade                          | 38%        | 41%       | 35%       |
| Avg. Over/Under Allowance             | 9          | 43        | -22       |



## Scoreboard

| Same Brand as New                     | Totals     | Yes       | No        |
|---------------------------------------|------------|-----------|-----------|
| Total # Retail Units                  | 60         | 39        | 21        |
| Avg. Days to Sale                     | 39.1       | 35.6      | 45.5      |
| Avg. Advertised Price (Time of Sale)  | \$ 24,842  | \$ 25,173 | \$ 24,028 |
| Avg. Transaction Price                | \$ 24,670  | \$ 25,016 | \$ 24,028 |
| Avg. Market Price at 100%             | \$ 25,532  | \$ 25,687 | \$ 25,496 |
| Avg. Price to Market % (Time of Sale) | 97%        | 98%       | 94%       |
| Avg. Transaction to Market            | 97%        | 97%       | 94%       |
| Avg. Transactional Discount           | \$ 172     | \$ 157    | \$ 200    |
| Avg. Front-End Gross                  | \$ 978     | \$ 1,030  | \$ 879    |
| Avg. Finance Gross                    | \$ 1,066   | \$ 1,044  | \$ 1,107  |
| PUVR                                  | \$ 2,044   | \$ 2,074  | \$ 1,986  |
| Total Gross (Units & PUVR)            | \$ 122,616 | \$ 80,901 | \$ 41,715 |
| GROI                                  | 76%        | 84%       | 65%       |
| % with Trade                          | 38%        | 38%       | 38%       |
| Avg. Over/Under Allowance             | 9          | 27        | -24       |



## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 60         | 6            | 8             |
| % of Retail Units               | 100%       | 10%          | 13%           |
| % Retailed of Non-New Franchise | 35%        | 33%          | 100%          |
| Avg. Days to Sale               | 39.1       | 37.8         | 44.9          |
| Avg. Transaction Price          | \$ 24,670  | \$ 20,223    | \$ 21,707     |
| Avg. Transaction to Market %    | 97%        | 98%          | 94%           |
| Avg. Transactional Discount     | \$ 172     | \$ 249       | \$ 348        |
| Avg. Front End Gross            | \$ 978     | \$ 1,827     | \$ 1,634      |
| Avg. Finance Gross              | \$ 1,066   | \$ 273       | \$ 909        |
| PUVR                            | \$ 2,044   | \$ 2,100     | \$ 2,543      |
| Total Gross (Units & PUVR)      | \$ 122,616 | \$ 12,600    | \$ 20,343     |
| GROI                            | 76%        | 99%          | 94%           |
| % with Trade                    | 38%        | 0%           | 50%           |
| Avg. Over/Under Allowance       | 9          | 0            | -63           |



| Street/Curb buy | Auction/wholesale | Loaner     | LBO customer |
|-----------------|-------------------|------------|--------------|
| 0               | 1                 | 7          | 12           |
| 0%              | 2%                | 12%        | 20%          |
| #DIV/0!         | 100%              | 0%         | 33%          |
| #DIV/0!         | 72.0              | 56.7       | 31.3         |
| #DIV/0!         | \$ 28,919         | \$ 30,329  | \$ 23,626    |
| #DIV/0!         | 94%               | 94%        | 99%          |
| #DIV/0!         | \$ -              | \$ 508     | \$ 111       |
| #DIV/0!         | \$ (975)          | \$ (1,385) | \$ 1,499     |
| #DIV/0!         | \$ 3,625          | \$ 1,032   | \$ 1,053     |
| #DIV/0!         | \$ 2,650          | \$ (352)   | \$ 2,552     |
| #DIV/0!         | \$ 2,650          | \$ (2,467) | \$ 30,620    |
| #DIV/0!         | 46%               | -7%        | 124%         |
| #DIV/0!         | 100%              | 43%        | 25%          |
| #DIV/0!         | 500               | 143        | 21           |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other     |
|----------------|--------------------------------|-----------|
| 19             | 3                              | 4         |
| 32%            | 5%                             | 7%        |
| 0%             | 100%                           | 75%       |
| 34.7           | 62.3                           | 17.0      |
| \$ 24,269      | \$ 24,925                      | \$ 31,150 |
| 98%            | 95%                            | 93%       |
| \$ 62          | \$ -                           | \$ -      |
| \$ 1,519       | \$ (758)                       | \$ 178    |
| \$ 1,098       | \$ 1,205                       | \$ 1,775  |
| \$ 2,617       | \$ 447                         | \$ 1,953  |
| \$ 49,719      | \$ 1,341                       | \$ 7,810  |
| 112%           | 10%                            | 133%      |
| 53%            | 67%                            | 0%        |
| -10            | -167                           | 0         |

## Scoreboard

| Age                             | Totals     | 0-30 days | 31-45 days |
|---------------------------------|------------|-----------|------------|
| Total # Retail Units            | 60         | 25        | 16         |
| % of Retail Units               | 100%       | 42%       | 27%        |
| % Retailed of Non-New Franchise | 35%        | 24%       | 31%        |
| Avg. Days to Sale               | 39.1       | 18.5      | 38.3       |
| Avg. Transaction Price          | \$ 24,670  | \$ 26,399 | \$ 21,749  |
| Avg. Transaction to Market %    | 97%        | 98%       | 97%        |
| Avg. Transactional Discount     | \$ 172     | \$ 103    | \$ 255     |
| Avg. Front End Gross            | \$ 978     | \$ 1,618  | \$ 1,265   |
| Avg. Finance Gross              | \$ 1,066   | \$ 1,097  | \$ 1,038   |
| PUVR                            | \$ 2,044   | \$ 2,715  | \$ 2,302   |
| Total Gross (Units & PUVR)      | \$ 122,616 | \$ 67,871 | \$ 36,839  |
| GROI                            | 76%        | 200%      | 99%        |
| % with Trade                    | 38%        | 28%       | 50%        |
| Avg. Over/Under Allowance       | 9          | 30        | -43        |



| 46-60 days | 61-90 days | 90+ days   |
|------------|------------|------------|
| 10         | 6          | 3          |
| 17%        | 10%        | 5%         |
| 40%        | 83%        | 33%        |
| 50.7       | 75.7       | 102.7      |
| \$ 23,857  | \$ 27,032  | \$ 23,829  |
| 96%        | 94%        | 92%        |
| \$ 240     | \$ 156     | \$ 117     |
| \$ 350     | \$ (186)   | \$ (1,471) |
| \$ 1,115   | \$ 1,200   | \$ 531     |
| \$ 1,464   | \$ 1,014   | \$ (940)   |
| \$ 14,642  | \$ 6,083   | \$ (2,819) |
| 44%        | 18%        | -14%       |
| 30%        | 50%        | 67%        |
| -100       | 167        | 167        |