

| 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 | 41028 | 24 | CADILLAC | XT5 | 287 | Loaner | No | \$ 57,390 | \$ 54,000 | 99% | \$277 | \$3,216 |
| 2 | 10990R | 21 | Chevrolet | MALIBU | 61 | ntal Fleet (Enterprise, e | No | \$ 18,113 | \$ 18,113 | 95% | (\$257) | \$1,783 |
| 3 | 11093P | 19 | Chevrolet | SILVERADO | 1 | Auction/Wholesale | No | \$ 28,478 | \$ 27,117 | 98% | \$0 | \$4,940 |
| 4 | 74726A | 19 | TOYOTA | TACOMA 2W | 41 | Trade on New | No | \$ 32,782 | \$ 32,782 | 94% | \$214 | \$2,961 |
| 5 | 74803A | 23 | Chevrolet | EQUINOX | 17 | Trade on New | No | \$ 24,783 | \$ 24,783 | 97% | \$2,450 | \$431 |
| 6 | 74909A | 22 | Chevrolet | SILVERADO | 24 | Trade on New | No | \$ 36,999 | \$ 36,999 | 97% | \$4,768 | \$4,221 |
| 7 | 74842A | 23 | TOYOTA | CAMRY | 20 | Auction/Wholesale | No | \$ 27,511 | \$ 27,511 | 93% | \$2,808 | \$6,813 |
| 8 | 638390PV | 20 | Chevrolet | TRAVERSE | 2 | Auction/Wholesale | No | \$ 26,572 | \$ 26,572 | 98% | \$3,355 | \$2,140 |
| 9 | 361242AV | 18 | TOYOTA | COROLLA | 1 | Trade on New | No | \$ 16,352 | \$ 16,352 | 99% | \$2,598 | \$157 |
| 10 | 638385PV | 20 | TOYOTA | TACOMA 4W | 3 | Auction/Wholesale | No | \$ 32,999 | \$ 32,999 | 100% | \$3,217 | \$4,361 |
| 11 | 11027P | 18 | NISSAN | FRONTIER | 44 | Auction/Wholesale | No | \$ 18,594 | \$ 18,247 | 92% | \$453 | \$1,962 |
| 12 | 11075P | 21 | JEEP | COMPASS | 44 | Auction/Wholesale | No | \$ 22,874 | \$ 21,655 | 84% | \$500 | \$2,470 |
| 13 | 11063P | 20 | KIA | OPTIMA | 21 | Auction/Wholesale | No | \$ 24,096 | \$ 24,096 | 88% | \$88 | \$2,298 |
| 14 | 11038R | 21 | Chevrolet | TAHOE | 36 | ntal Fleet (Enterprise, e | No | \$ 42,368 | \$ 42,368 | 97% | \$2,064 | \$5,079 |
| 15 | 11061R | 21 | Chevrolet | SPARK | 29 | Auction/Wholesale | Yes | \$ 14,113 | \$ 14,113 | 98% | \$53 | \$4,081 |
| 16 | 361228AV | 20 | KIA | FORTE | 62 | Trade on New | No | \$ 15,939 | \$ 15,939 | 96% | (\$600) | \$906 |
| 17 | 74845A | 17 | HYUNDAI | ACCENT | 34 | Trade on New | No | \$ 11,579 | \$ 11,579 | 112% | \$1,071 | \$1,353 |
| 18 | 159308AV | 19 | Chevrolet | CAMARO | 3 | Trade on New | No | \$ 23,111 | \$ 22,999 | 93% | \$2,330 | \$920 |
| 19 | 11019P | 18 | LAND ROVER | RANGE ROV | 51 | Auction/Wholesale | No | \$ 24,025 | \$ 24,025 | 98% | \$243 | \$3,345 |
| 20 | 74832A | 19 | HONDA | CIVIC | 48 | Trade on New | No | \$ 20,225 | \$ 20,225 | 98% | \$1,488 | \$2,377 |
| 21 | 11099P | 21 | HYUNDAI | TUCSON | 7 | Auction/Wholesale | No | \$ 21,173 | \$ 21,173 | 93% | \$39 | \$4,479 |
| 22 | 11025P | 21 | KIA | FORTE | 62 | Auction/Wholesale | No | \$ 15,654 | \$ 15,100 | 95% | (\$440) | \$1,904 |
| 23 | 11031SV | 17 | FORD | EXPLORER | 25 | Trade on Used | No | \$ 16,809 | \$ 16,809 | 102% | \$2,209 | \$1,008 |
| 24 | 361303AV | 18 | FORD | EXPLORER | 26 | Auction/Wholesale | No | \$ 22,336 | \$ 22,336 | 94% | \$780 | \$131 |
| 25 | 11053R | 21 | Chevrolet | SPARK | 34 | ntal Fleet (Enterprise, e | Yes | \$ 14,998 | \$ 14,998 | 87% | \$858 | \$892 |
| 26 | 576505PV | 20 | HYUNDAI | ELANTRA | 21 | Auction/Wholesale | No | \$ 17,999 | \$ 17,999 | 98% | \$892 | \$1,290 |
| 27 | 11026P | 17 | HONDA | CIVIC SED | 54 | Auction/Wholesale | No | \$ 17,794 | \$ 17,794 | 100% | (\$517) | \$2,682 |
| 28 | 11040P | 21 | DODGE | PROMASTER | 39 | Auction/Wholesale | No | \$ 28,532 | \$ 28,532 | 91% | (\$481) | \$1,629 |

| | | | | | | | | | | | | | | |
|----|----------|----|------------|--------------|-----|---------------------------|-----|----|--------|----|--------|------|-----------|---------|
| 29 | 18524A | 15 | Chevrolet | SIERRA 15 | 51 | Trade on New | No | \$ | 26,500 | \$ | 25,559 | 98% | \$3,341 | \$0 |
| 30 | 11041P | 21 | HONDA | CIVIC SED | 59 | Auction/Wholesale | No | \$ | 18,360 | \$ | 18,360 | 96% | (\$1,459) | \$717 |
| 31 | 11078R | 19 | Chevrolet | MALIBU | 28 | ntal Fleet (Enterprise, e | Yes | \$ | 18,573 | \$ | 18,573 | 86% | \$426 | \$4,413 |
| 32 | 11088R | 19 | Chevrolet | IMPALA | 25 | ntal Fleet (Enterprise, e | No | \$ | 19,999 | \$ | 18,980 | 98% | \$618 | \$682 |
| 33 | 11056P | 20 | Chevrolet | TERRAIN | 37 | Auction/Wholesale | Yes | \$ | 31,093 | \$ | 31,093 | 96% | \$1,374 | \$2,651 |
| 34 | 360909AV | 21 | FORD | EXPLORER | 9 | Trade on New | No | \$ | 31,999 | \$ | 28,999 | 99% | (\$1,994) | \$2,784 |
| 35 | 638389PV | 19 | FORD | F-150 | 54 | Auction/Wholesale | No | \$ | 42,537 | \$ | 40,787 | 97% | \$763 | \$1,886 |
| 36 | 361363AV | 19 | FORD | F-150 | 47 | Auction/Wholesale | No | \$ | 49,999 | \$ | 49,999 | 95% | \$5,317 | \$745 |
| 37 | 638358PW | 21 | TOYOTA | 21 TACOMA 4W | 45 | Auction/Wholesale | No | \$ | 34,992 | \$ | 34,992 | 103% | \$1,377 | \$1,820 |
| 38 | 638375PV | 21 | FORD | ECOSPORT | 32 | Auction/Wholesale | No | \$ | 21,145 | \$ | 20,651 | 93% | \$2,470 | \$2,548 |
| 39 | 638397PV | 17 | FORD | TRANSIT C | 40 | Auction/Wholesale | No | \$ | 23,795 | \$ | 23,795 | 113% | \$1,056 | \$1,779 |
| 40 | 638230PV | 17 | FORD | SUPER DUT | 57 | Auction/Wholesale | No | \$ | 38,999 | \$ | 37,834 | 93% | (\$3,255) | \$730 |
| 41 | 11111P | 19 | NISSAN | VERSA SED | 9 | Auction/Wholesale | No | \$ | 12,753 | \$ | 10,753 | 99% | (\$193) | \$2,332 |
| 42 | 638366PV | 18 | FORD | ESCAPE | 52 | Auction/Wholesale | No | \$ | 16,169 | \$ | 16,169 | 103% | (\$421) | \$128 |
| 43 | 11066P | 21 | FORD | 21 ACCORD SE | 40 | Auction/Wholesale | No | \$ | 28,024 | \$ | 28,024 | 104% | \$1,466 | \$430 |
| 44 | 576518RV | 21 | TOYOTA | COROLLA | 35 | ntal Fleet (Enterprise, e | No | \$ | 20,095 | \$ | 20,095 | 102% | \$513 | \$3,007 |
| 45 | 74826A | 21 | Chevrolet | SIERRA 15 | 29 | Trade on New | No | \$ | 51,999 | \$ | 50,905 | 106% | \$2,954 | \$6,774 |
| 46 | 11103P | 21 | TOYOTA | TACOMA 4W | 21 | Auction/Wholesale | No | \$ | 41,399 | \$ | 41,399 | 98% | \$462 | \$5,363 |
| 47 | 638388PV | 17 | DODGE | CLUBMAN | 39 | Auction/Wholesale | No | \$ | 17,847 | \$ | 17,847 | 97% | \$3,305 | \$943 |
| 48 | 11017Q | 19 | Chevrolet | 1500 | 34 | Trade on Used | No | \$ | 28,993 | \$ | 28,993 | 102% | \$5,115 | \$5,341 |
| 49 | 11015P | 21 | Chevrolet | COLORADO | 68 | Auction/Wholesale | No | \$ | 25,989 | \$ | 25,989 | 97% | \$1,692 | \$4,609 |
| 50 | 41042A | 21 | LAND ROVER | RANGE ROV | 38 | Trade on New | No | \$ | 44,000 | \$ | 44,000 | 92% | \$4,563 | \$2,228 |
| 51 | 74395D | 17 | Chevrolet | COLORADO | 128 | Trade on Used | No | \$ | 23,879 | \$ | 23,879 | 86% | (\$2,049) | \$2,572 |
| 52 | 74940A | 20 | Chevrolet | COLORADO | 43 | Trade on New | No | \$ | 23,850 | \$ | 23,850 | 100% | \$2,348 | \$2,135 |
| 53 | 11092R | 22 | Chevrolet | SUBURBAN | 32 | ntal Fleet (Enterprise, e | No | \$ | 47,200 | \$ | 47,200 | 100% | \$1,944 | \$2,503 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 56% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 36.7 |
| Avg. Advertised Price (Time of Sale) | \$ 28,391 |
| Avg. Transaction Price | \$ 27,924 |
| Avg. Market Price at 100% | \$ 29,111 |
| Avg. Price to Market % (Time of Sale) | 98% |
| Avg. Transaction to Market | 96% |
| Avg. Transactional Discount | \$ 467 |
| Avg. Front-End Gross | \$ 1,674 |
| Avg. Finance Gross | \$ 2,155 |
| PUVR | \$ 3,829 |
| Total Gross (Units & PUVR) | \$ 765,793 |
| GROI | 134% |
| % with Trade | 24% |
| Avg. Over/Under Allowance | \$159 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | 990 | 710 |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise | 56% | 55% | 57% |
| Total # Retail Units | 200 | 89 | 111 |
| Avg. Days to Sale | 36.7 | 38.7 | 35.1 |
| Avg. Advertised Price (Time of Sale) | \$ 28,391 | \$ 29,883 | \$ 27,195 |
| Avg. Transaction Price | \$ 27,924 | \$ 29,179 | \$ 26,917 |
| Avg. Market Price at 100% | \$ 29,111 | \$ 30,561 | \$ 27,914 |
| Avg. Price to Market % (Time of Sale) | 98% | 98% | 97% |
| Avg. Transaction to Market | 96% | 95% | 96% |
| Avg. Transactional Discount | \$ 467 | \$ 704 | \$ 278 |
| Avg. Front-End Gross | \$ 1,674 | \$ 1,893 | \$ 1,498 |
| Avg. Finance Gross | \$ 2,155 | \$ 2,035 | \$ 2,252 |
| PUVR | \$ 3,829 | \$ 3,928 | \$ 3,750 |
| Total Gross (Units & PUVR) | \$ 765,793 | \$ 349,567 | \$ 416,226 |
| GROI | 134% | 125% | 143% |
| % with Trade | 24% | 28% | 21% |
| Avg. Over/Under Allowance | 159 | 223 | 108 |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | 821 | 610 |
|---------------------------------------|------------|-----------|---------|
| % Retailed of Non-New Franchise | 56% | 50% | #DIV/0! |
| Total # Retail Units | 200 | 10 | 0 |
| Avg. Days to Sale | 36.7 | 37.7 | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 28,391 | \$ 23,229 | #DIV/0! |
| Avg. Transaction Price | \$ 27,924 | \$ 23,229 | #DIV/0! |
| Avg. Market Price at 100% | \$ 29,111 | \$ 23,853 | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 98% | 97% | #DIV/0! |
| Avg. Transaction to Market | 96% | 97% | #DIV/0! |
| Avg. Transactional Discount | \$ 467 | \$ - | #DIV/0! |
| Avg. Front-End Gross | \$ 1,674 | \$ 2,003 | #DIV/0! |
| Avg. Finance Gross | \$ 2,155 | \$ 1,629 | #DIV/0! |
| PUVR | \$ 3,829 | \$ 3,632 | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 765,793 | \$ 36,318 | #DIV/0! |
| GROI | 134% | 149% | #DIV/0! |
| % with Trade | 24% | 10% | #DIV/0! |
| Avg. Over/Under Allowance | 159 | 0 | #DIV/0! |



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

| 483 | 55 | 157 | 278 |
|---------|-----------|-----------|-----------|
| #DIV/0! | 0% | 65% | 56% |
| 0 | 1 | 20 | 18 |
| #DIV/0! | 13.0 | 40.0 | 27.9 |
| #DIV/0! | \$ 38,885 | \$ 32,314 | \$ 27,829 |
| #DIV/0! | \$ 38,885 | \$ 32,289 | \$ 25,654 |
| #DIV/0! | \$ 39,764 | \$ 33,262 | \$ 28,624 |
| #DIV/0! | 98% | 97% | 97% |
| #DIV/0! | 98% | 97% | 90% |
| #DIV/0! | \$ - | \$ 25 | \$ 2,175 |
| #DIV/0! | \$ 2,942 | \$ 2,976 | \$ 2,228 |
| #DIV/0! | \$ 666 | \$ 1,918 | \$ 2,489 |
| #DIV/0! | \$ 3,608 | \$ 4,894 | \$ 4,717 |
| #DIV/0! | \$ 3,608 | \$ 97,875 | \$ 84,902 |
| #DIV/0! | 257% | 136% | 237% |
| #DIV/0! | 100% | 15% | 6% |
| #DIV/0! | 500 | 75 | 0 |

| 254 | 62 | 372 | 305 |
|-----------|---------|-----------|-----------|
| 63% | #DIV/0! | 43% | 52% |
| 24 | 0 | 14 | 23 |
| 38.6 | #DIV/0! | 22.5 | 35.9 |
| \$ 24,991 | #DIV/0! | \$ 32,155 | \$ 29,017 |
| \$ 24,704 | #DIV/0! | \$ 30,899 | \$ 28,895 |
| \$ 25,315 | #DIV/0! | \$ 32,371 | \$ 29,896 |
| 99% | #DIV/0! | 99% | 97% |
| 98% | #DIV/0! | 95% | 97% |
| \$ 287 | #DIV/0! | \$ 1,256 | \$ 122 |
| \$ 977 | #DIV/0! | \$ 2,530 | \$ 806 |
| \$ 2,009 | #DIV/0! | \$ 2,706 | \$ 2,026 |
| \$ 2,986 | #DIV/0! | \$ 5,236 | \$ 2,832 |
| \$ 71,668 | #DIV/0! | \$ 73,310 | \$ 65,142 |
| 113% | #DIV/0! | 271% | 98% |
| 33% | #DIV/0! | 21% | 30% |
| 227 | #DIV/0! | 36 | 196 |

| 970 | 304 | 753 | 310 |
|-----------|-----------|------------|-----------|
| 33% | 64% | 53% | 50% |
| 3 | 14 | 30 | 16 |
| 27.0 | 44.1 | 47.2 | 32.4 |
| \$ 26,276 | \$ 25,049 | \$ 28,170 | \$ 27,730 |
| \$ 26,276 | \$ 25,049 | \$ 27,976 | \$ 27,025 |
| \$ 26,324 | \$ 26,185 | \$ 28,802 | \$ 28,599 |
| 100% | 96% | 98% | 97% |
| 100% | 96% | 97% | 94% |
| \$ - | \$ - | \$ 194 | \$ 705 |
| \$ 2,064 | \$ 1,742 | \$ 1,109 | \$ 1,357 |
| \$ 555 | \$ 2,370 | \$ 2,400 | \$ 2,362 |
| \$ 2,619 | \$ 4,111 | \$ 3,509 | \$ 3,719 |
| \$ 7,857 | \$ 57,555 | \$ 105,260 | \$ 59,499 |
| 133% | 134% | 96% | 153% |
| 0% | 29% | 30% | 19% |
| 0 | 107 | 73 | 531 |

| 901 | | | |
|-----------|---------|---------|---------|
| 67% | #DIV/0! | #DIV/0! | #DIV/0! |
| 24 | 0 | 0 | 0 |
| 35.4 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 31,478 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 31,122 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 32,220 | #DIV/0! | #DIV/0! | #DIV/0! |
| 98% | #DIV/0! | #DIV/0! | #DIV/0! |
| 97% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 356 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,887 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,123 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 4,009 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 96,221 | #DIV/0! | #DIV/0! | #DIV/0! |
| 131% | #DIV/0! | #DIV/0! | #DIV/0! |
| 33% | #DIV/0! | #DIV/0! | #DIV/0! |
| 300 | #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | 843 | 403 |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise | 56% | 57% | 55% |
| Total # Retail Units | 200 | 106 | 94 |
| Avg. Days to Sale | 36.7 | 38.3 | 35.0 |
| Avg. Advertised Price (Time of Sale) | \$ 28,391 | \$ 28,251 | \$ 28,550 |
| Avg. Transaction Price | \$ 27,924 | \$ 27,916 | \$ 27,933 |
| Avg. Market Price at 100% | \$ 29,111 | \$ 29,079 | \$ 29,106 |
| Avg. Price to Market % (Time of Sale) | 98% | 97% | 98% |
| Avg. Transaction to Market | 96% | 96% | 96% |
| Avg. Transactional Discount | \$ 467 | \$ 334 | \$ 617 |
| Avg. Front-End Gross | \$ 1,674 | \$ 1,733 | \$ 1,607 |
| Avg. Finance Gross | \$ 2,155 | \$ 2,170 | \$ 2,138 |
| PUVR | \$ 3,829 | \$ 3,903 | \$ 3,745 |
| Total Gross (Units & PUVR) | \$ 765,793 | \$ 413,735 | \$ 352,058 |
| GROI | 134% | 131% | 138% |
| % with Trade | 24% | 25% | 22% |
| Avg. Over/Under Allowance | 159 | 200 | 114 |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|-----------|------------|
| Total # Retail Units | 200 | 12 | 188 |
| Avg. Days to Sale | 36.7 | 53.3 | 35.7 |
| Avg. Advertised Price (Time of Sale) | \$ 28,391 | \$ 24,170 | \$ 28,165 |
| Avg. Transaction Price | \$ 27,924 | \$ 24,147 | \$ 28,165 |
| Avg. Market Price at 100% | \$ 29,111 | \$ 25,482 | \$ 29,322 |
| Avg. Price to Market % (Time of Sale) | 98% | 95% | 96% |
| Avg. Transaction to Market | 96% | 95% | 96% |
| Avg. Transactional Discount | \$ 467 | \$ 23 | \$ 496 |
| Avg. Front-End Gross | \$ 1,674 | \$ 573 | \$ 1,744 |
| Avg. Finance Gross | \$ 2,155 | \$ 2,151 | \$ 2,156 |
| PUVR | \$ 3,829 | \$ 2,724 | \$ 3,899 |
| Total Gross (Units & PUVR) | \$ 765,793 | \$ 32,691 | \$ 733,102 |
| GROI | 134% | 76% | 140% |
| % with Trade | 24% | 33% | 23% |
| Avg. Over/Under Allowance | 159 | 125 | 161 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 88 | 112 |
| Avg. Days to Sale | 36.7 | 37.2 | 36.4 |
| Avg. Advertised Price (Time of Sale) | \$ 28,391 | \$ 30,790 | \$ 25,956 |
| Avg. Transaction Price | \$ 27,924 | \$ 30,429 | \$ 25,956 |
| Avg. Market Price at 100% | \$ 29,111 | \$ 31,260 | \$ 27,388 |
| Avg. Price to Market % (Time of Sale) | 98% | 98% | 95% |
| Avg. Transaction to Market | 96% | 97% | 95% |
| Avg. Transactional Discount | \$ 467 | \$ 361 | \$ 551 |
| Avg. Front-End Gross | \$ 1,674 | \$ 2,224 | \$ 1,241 |
| Avg. Finance Gross | \$ 2,155 | \$ 2,378 | \$ 1,981 |
| PUVR | \$ 3,829 | \$ 4,602 | \$ 3,222 |
| Total Gross (Units & PUVR) | \$ 765,793 | \$ 404,946 | \$ 360,847 |
| GROI | 134% | 146% | 123% |
| % with Trade | 24% | 31% | 19% |
| Avg. Over/Under Allowance | 159 | 261 | 79 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 200 | 48 | 18 |
| % of Retail Units | 100% | 24% | 9% |
| % Retailed of Non-New Franchise | 56% | 48% | 39% |
| Avg. Days to Sale | 36.7 | 27.9 | 35.4 |
| Avg. Transaction Price | \$ 27,924 | \$ 29,228 | \$ 29,463 |
| Avg. Transaction to Market % | 96% | 96% | 98% |
| Avg. Transactional Discount | \$ 467 | \$ 1,216 | \$ - |
| Avg. Front End Gross | \$ 1,674 | \$ 2,902 | \$ 2,909 |
| Avg. Finance Gross | \$ 2,155 | \$ 1,991 | \$ 2,413 |
| PUVR | \$ 3,829 | \$ 4,893 | \$ 5,322 |
| Total Gross (Units & PUVR) | \$ 765,793 | \$ 234,849 | \$ 95,801 |
| GROI | 134% | 216% | 183% |
| % with Trade | 24% | 23% | 33% |
| Avg. Over/Under Allowance | 159 | 233 | 83 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 0 | 105 | 1 | 0 |
| 0% | 53% | 1% | 0% |
| #DIV/0! | 67% | 0% | #DIV/0! |
| #DIV/0! | 37.1 | 287.0 | #DIV/0! |
| #DIV/0! | \$ 26,972 | \$ 54,000 | #DIV/0! |
| #DIV/0! | 96% | 93% | #DIV/0! |
| #DIV/0! | \$ 293 | \$ 3,390 | #DIV/0! |
| #DIV/0! | \$ 1,108 | \$ 277 | #DIV/0! |
| #DIV/0! | \$ 2,222 | \$ 3,216 | #DIV/0! |
| #DIV/0! | \$ 3,331 | \$ 3,493 | #DIV/0! |
| #DIV/0! | \$ 349,749 | \$ 3,493 | #DIV/0! |
| #DIV/0! | 120% | 8% | #DIV/0! |
| #DIV/0! | 27% | 100% | #DIV/0! |
| #DIV/0! | 173 | 0 | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|---------|
| 0 | 28 | 0 |
| 0% | 14% | 0% |
| #DIV/0! | 43% | #DIV/0! |
| #DIV/0! | 42.6 | #DIV/0! |
| #DIV/0! | \$ 27,337 | #DIV/0! |
| #DIV/0! | 96% | #DIV/0! |
| #DIV/0! | \$ 36 | #DIV/0! |
| #DIV/0! | \$ 943 | #DIV/0! |
| #DIV/0! | \$ 1,982 | #DIV/0! |
| #DIV/0! | \$ 2,925 | #DIV/0! |
| #DIV/0! | \$ 81,900 | #DIV/0! |
| #DIV/0! | 90% | #DIV/0! |
| #DIV/0! | 7% | #DIV/0! |
| #DIV/0! | 36 | #DIV/0! |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 94 | 46 |
| % of Retail Units | 100% | 47% | 23% |
| % Retailed of Non-New Franchise | 56% | 47% | 70% |
| Avg. Days to Sale | 36.7 | 15.2 | 37.9 |
| Avg. Transaction Price | \$ 27,924 | \$ 27,713 | \$ 31,377 |
| Avg. Transaction to Market % | 96% | 97% | 96% |
| Avg. Transactional Discount | \$ 467 | \$ 302 | \$ 267 |
| Avg. Front End Gross | \$ 1,674 | \$ 2,564 | \$ 2,186 |
| Avg. Finance Gross | \$ 2,155 | \$ 2,314 | \$ 2,056 |
| PUVR | \$ 3,829 | \$ 4,878 | \$ 4,242 |
| Total Gross (Units & PUVR) | \$ 765,793 | \$ 458,520 | \$ 195,150 |
| GROI | 134% | 417% | 128% |
| % with Trade | 24% | 18% | 28% |
| Avg. Over/Under Allowance | 159 | 183 | 200 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|------------|
| 30 | 24 | 6 |
| 15% | 12% | 3% |
| 67% | 54% | 50% |
| 53.4 | 67.3 | 160.7 |
| \$ 25,785 | \$ 24,270 | \$ 30,062 |
| 93% | 97% | 93% |
| \$ 1,535 | \$ 141 | \$ 565 |
| \$ 209 | \$ (127) | \$ (1,679) |
| \$ 1,852 | \$ 2,112 | \$ 2,121 |
| \$ 2,061 | \$ 1,985 | \$ 442 |
| \$ 61,838 | \$ 47,631 | \$ 2,654 |
| 54% | 44% | 3% |
| 27% | 29% | 50% |
| 67 | 81 | 250 |