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| Unit # | Stock#      | Year | Make      | Model          | Days in Stock | Acquisition Source              | CPO | 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      | MSS241833A  | 2021 | Mazda     | CX30           | 21            | Trade on New                    | No  | \$ 25,690                       | \$ 25,690         | 98%   | \$3,185         | \$142         |
| 2      | MSSL240001  | 2024 | Subaru    | Crosstrek      | 41            | Loaner                          | Yes | \$ 26,999                       | \$ 26,999         | 95%   | \$3,830         | \$2,400       |
| 3      | MSSP200360  | 2020 | Subaru    | Forester       | 15            | Rental Fleet (Enterprise, etc.) | Yes | \$ 26,624                       | \$ 26,624         | 97%   | (\$1,612)       | \$0           |
| 4      | MSS241492A  | 2017 | Nissan    | Sentra         | 27            | Trade on New                    | No  | \$ 10,902                       | \$ 10,847         | 100%  | (\$172)         | \$1,494       |
| 5      | MSS241525A  | 2020 | Subaru    | Forester       | 7             | Trade on New                    | Yes | \$ 25,937                       | \$ 25,509         | 104%  | \$1,476         | \$0           |
| 6      | MSS241659A  | 2020 | Toyota    | RAV4           | 21            | Trade on New                    | No  | \$ 32,715                       | \$ 31,987         | 99%   | \$2,235         | \$283         |
| 7      | MSS241786A  | 2021 | Subaru    | Forester       | 8             | Trade on New                    | Yes | \$ 22,226                       | \$ 22,226         | 98%   | \$2,597         | \$3,038       |
| 8      | MSS241485B  | 2021 | Subaru    | Crosstrek      | 27            | Trade on New                    | Yes | \$ 24,033                       | \$ 23,652         | 99%   | \$2,957         | \$3,213       |
| 9      | MSS241990A  | 2012 | Subaru    | Outback        | 5             | Trade on New                    | No  | \$ 9,937                        | \$ 9,937          | 94%   | \$748           | \$0           |
| 10     | MSS241991A  | 2016 | Subaru    | Forester       | 6             | Trade on New                    | No  | \$ 16,619                       | \$ 15,419         | 103%  | (\$907)         | \$1,676       |
| 11     | MSS241682A  | 2019 | GMC       | Terrain        | 35            | Trade on New                    | No  | \$ 19,779                       | \$ 17,100         | 96%   | (\$3,226)       | \$3,009       |
| 12     | MSS241089A  | 2020 | Subaru    | Forester       | 49            | Trade on New                    | No  | \$ 19,997                       | \$ 18,498         | 90%   | \$30,403        | \$200         |
| 13     | MSS241261A  | 2018 | Subaru    | Legacy         | 28            | Trade on New                    | No  | \$ 20,486                       | \$ 20,486         | 99%   | \$2,244         | \$2,200       |
| 14     | MSS241185A  | 2021 | Subaru    | Forester       | 49            | Trade on New                    | Yes | \$ 28,750                       | \$ 28,750         | 97%   | \$259           | \$600         |
| 15     | MSS241452B  | 2023 | Nissan    | Rogue          | 37            | Trade on New                    | No  | \$ 30,225                       | \$ 28,301         | 98%   | \$163           | \$328         |
| 16     | MSS241500C  | 2011 | Toyota    | Venza          | 14            | Trade on Used                   | No  | \$ 11,620                       | \$ 11,258         | 104%  | \$1,170         | \$0           |
| 17     | MSS241696A  | 2021 | Ford      | Edge           | 52            | Trade on New                    | No  | \$ 24,789                       | \$ 24,789         | 96%   | \$523           | \$2,107       |
| 18     | MSS241934A  | 2020 | Subaru    | Impreza        | 1             | Trade on New                    | Yes | \$ 18,884                       | \$ 18,884         | 103%  | \$2,642         | \$0           |
| 19     | MSS241523A  | 2021 | Subaru    | Ascent         | 16            | Trade on New                    | Yes | \$ 30,289                       | \$ 30,289         | 100%  | \$2,957         | \$3,213       |
| 20     | MSSP210800  | 2021 | Subaru    | Legacy         | 16            | Auction/Wholesale               | Yes | \$ 25,794                       | \$ 25,794         | 100%  | \$1,628         | \$3,606       |
| 21     | MSS241954A  | 2010 | Honda     | CRV            | 7             | Trade on New                    | No  | \$ 10,666                       | \$ 9,967          | 104%  | \$3,075         | \$0           |
| 22     | MSSP210758  | 2021 | Subaru    | Ascent         | 115           | Other                           | Yes | \$ 28,703                       | \$ 28,500         | 92%   | (\$3,443)       | \$2,000       |
| 23     | MSSP200359  | 2020 | Subaru    | Forester       | 44            | Rental Fleet (Enterprise, etc.) | Yes | \$ 24,637                       | \$ 24,985         | 97%   | (\$1,951)       | \$1,357       |
| 24     | MSS241711A  | 2021 | Subaru    | WRX            | 5             | Trade on New                    | Yes | \$ 29,932                       | \$ 29,000         | 103%  | \$1,232         | \$2,200       |
| 25     | MSSP210799  | 2021 | Subaru    | Legacy         | 19            | Rental Fleet (Enterprise, etc.) | Yes | \$ 20,999                       | \$ 20,999         | 92%   | (\$61)          | \$465         |
| 26     | MSS241165A  | 2010 | Chevrolet | Silverado      | 6             | Trade on New                    | No  | \$ 16,457                       | \$ 14,864         | 99%   | \$2,718         | \$1,985       |
| 27     | MSS240885B  | 2010 | Subaru    | Forester       | 9             | Trade on Used                   | No  | \$ 11,054                       | \$ 11,054         | 100%  | \$2,188         | \$1,326       |
| 28     | MSS241777A  | 2020 | Subaru    | Outback        | 21            | Trade on New                    | Yes | \$ 27,774                       | \$ 27,774         | 100%  | \$2,564         | \$3,802       |
| 29     | MSS241920A  | 2021 | Subaru    | Ascent         | 10            | Trade on New                    | Yes | \$ 29,578                       | \$ 29,578         | 99%   | \$981           | \$250         |
| 30     | MSSP210799A | 2013 | Chrysler  | Town & Country | 2             | Trade on Used                   | No  | \$ 8,132                        | \$ 3,898          | 102%  | \$360           | \$0           |
| 31     | MSS241883A  | 2017 | Toyota    | 4Runner        | 4             | Trade on New                    | No  | \$ 29,134                       | \$ 28,334         | 101%  | \$4,230         | \$852         |
| 32     | MSS241793A  | 2007 | Kia       | Sorento        | 16            | Trade on New                    | No  | \$ 7,712                        | \$ 7,712          | 101%  | \$1,302         | \$913         |
| 33     | MSS241757A  | 2016 | Subaru    | Forester       | 8             | Trade on New                    | No  | \$ 13,795                       | \$ 12,091         | 103%  | \$1,699         | \$0           |
| 34     | STW240984B  | 2016 | Subaru    | Legacy         | 1             | Other                           | No  | \$ 14,051                       | \$ 13,067         | 103%  | \$952           | \$0           |
| 35     | MSS241870A  | 2014 | Nissan    | Sentra         | 12            | Trade on New                    | No  | \$ 10,072                       | \$ 7,316          | 104%  | \$522           | \$0           |

|    |            |      |           |           |    |                 |     |           |           |      |           |         |
|----|------------|------|-----------|-----------|----|-----------------|-----|-----------|-----------|------|-----------|---------|
| 36 | MSS241392A | 2021 | Subaru    | Crosstrek | 16 | Trade on New    | Yes | \$ 24,001 | \$ 24,001 | 102% | \$5,982   | \$0     |
| 37 | MSSS180174 | 2018 | Subaru    | Crosstrek | 9  | Street/Curb Buy | No  | \$ 17,656 | \$ 17,656 | 100% | \$1,079   | \$150   |
| 38 | MGS240668A | 2021 | Subaru    | Legacy    | 7  | Trade on New    | Yes | \$ 23,281 | \$ 23,281 | 97%  | \$2,102   | \$377   |
| 39 | MSS241920B | 2018 | Subaru    | Legacy    | 3  | Trade on Used   | No  | \$ 18,430 | \$ 18,430 | 103% | \$3,806   | \$2,727 |
| 40 | MSS241496A | 2021 | Subaru    | Crosstrek | 21 | Trade on New    | Yes | \$ 26,113 | \$ 25,414 | 101% | \$272     | \$4,074 |
| 41 | MSS241746A | 2023 | Subaru    | Outback   | 13 | Trade on New    | Yes | \$ 32,891 | \$ 32,891 | 97%  | \$3,349   | \$200   |
| 42 | MSC240366A | 2021 | Chevrolet | Silverado | 1  | Other           | No  | \$ 32,538 | \$ 33,498 | 101% | (\$1,187) | \$2,233 |
| 43 | MSS241749A | 2021 | Subaru    | Outback   | 30 | Trade on New    | Yes | \$ 26,506 | \$ 26,506 | 97%  | \$1,448   | \$2,000 |
| 44 | MSS241523A | 2021 | Subaru    | Ascent    | 16 | Trade on New    | Yes | \$ 30,289 | \$ 30,289 | 100% | \$4,227   | \$0     |
| 45 | MSS241762B | 2021 | Subaru    | Forester  | 14 | Trade on New    | Yes | \$ 25,567 | \$ 25,567 | 99%  | \$4,761   | \$0     |
| 46 | MSS241545A | 2022 | Subaru    | Legacy    | 34 | Trade on New    | Yes | \$ 25,100 | \$ 24,700 | 98%  | \$1,407   | \$1,492 |
| 47 | MSS241868A | 2021 | Subaru    | Forester  | 7  | Trade on New    | Yes | \$ 21,609 | \$ 21,609 | 98%  | (\$1,417) | \$3,171 |
| 48 | MGS240546A | 2021 | Subaru    | Outback   | 26 | Trade on New    | Yes | \$ 25,823 | \$ 25,404 | 97%  | \$433     | \$354   |
| 49 | MSS241897A | 2021 | Subaru    | Forester  | 25 | Trade on New    | Yes | \$ 26,270 | \$ 26,270 | 100% | \$517     | \$3,875 |
| 50 | MSS241595A | 2021 | Subaru    | Forester  | 34 | Trade on New    | Yes | \$ 28,749 | \$ 27,738 | 99%  | (\$151)   | \$0     |
| 51 | MSS242076A | 2014 | Subaru    | Forester  | 20 | Trade on New    | No  | \$ 14,860 | \$ 13,400 | 112% | (\$870)   | \$1,494 |
| 52 | MSS241917A | 2016 | Toyota    | RAV4      | 6  | Trade on New    | No  | \$ 17,073 | \$ 16,573 | 102% | \$5,500   | \$766   |
| 53 | MSSS140048 | 2014 | Subaru    | Impreza   | 18 | Street/Curb Buy | No  | \$ 10,562 | \$ 9,772  | 101% | \$318     | \$293   |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 34%        |
| Total # Retail Units                  | 200        |
| Avg. Days to Sale                     | 21.2       |
| Avg. Advertised Price (Time of Sale)  | \$ 21,263  |
| Avg. Transaction Price                | \$ 20,761  |
| Avg. Market Price at 100%             | \$ 21,644  |
| Avg. Price to Market % (Time of Sale) | 98%        |
| Avg. Transaction to Market            | 96%        |
| Avg. Transactional Discount           | \$ 503     |
| Avg. Front-End Gross                  | \$ 1,907   |
| Avg. Finance Gross                    | \$ 1,336   |
| PUVR                                  | \$ 3,243   |
| Total Gross (Units & PUVR)            | \$ 648,688 |
| GROI                                  | 265%       |
| % with Trade                          | 34%        |
| Avg. Over/Under Allowance             | (\$223)    |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals     | Greg Kadnuck | Dan Pham   |
|---------------------------------------|------------|--------------|------------|
| % Retailed of Non-New Franchise       | 34%        | 36%          | 33%        |
| Total # Retail Units                  | 200        | 73           | 88         |
| Avg. Days to Sale                     | 21.2       | 22.1         | 19.4       |
| Avg. Advertised Price (Time of Sale)  | \$ 21,263  | \$ 21,090    | \$ 21,328  |
| Avg. Transaction Price                | \$ 20,761  | \$ 20,500    | \$ 20,800  |
| Avg. Market Price at 100%             | \$ 21,644  | \$ 21,405    | \$ 21,374  |
| Avg. Price to Market % (Time of Sale) | 98%        | 99%          | 100%       |
| Avg. Transaction to Market            | 96%        | 96%          | 97%        |
| Avg. Transactional Discount           | \$ 503     | \$ 590       | \$ 529     |
| Avg. Front-End Gross                  | \$ 1,907   | \$ 1,644     | \$ 2,021   |
| Avg. Finance Gross                    | \$ 1,336   | \$ 1,521     | \$ 1,317   |
| PUVR                                  | \$ 3,243   | \$ 3,165     | \$ 3,338   |
| Total Gross (Units & PUVR)            | \$ 648,688 | \$ 231,048   | \$ 293,702 |
| GROI                                  | 265%       | 252%         | 298%       |
| % with Trade                          | 34%        | 37%          | 32%        |
| Avg. Over/Under Allowance             | -223       | -243         | -288       |



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

| James Azuero | Dan Peeples |         |         |
|--------------|-------------|---------|---------|
| 33%          | 33%         | #DIV/0! | #DIV/0! |
| 30           | 9           | 0       | 0       |
| 23.8         | 23.0        | #DIV/0! | #DIV/0! |
| \$ 22,304    | \$ 18,565   | #DIV/0! | #DIV/0! |
| \$ 22,006    | \$ 18,337   | #DIV/0! | #DIV/0! |
| \$ 22,743    | \$ 18,094   | #DIV/0! | #DIV/0! |
| 98%          | 103%        | #DIV/0! | #DIV/0! |
| 97%          | 101%        | #DIV/0! | #DIV/0! |
| \$ 298       | \$ 228      | #DIV/0! | #DIV/0! |
| \$ 2,148     | \$ 2,127    | #DIV/0! | #DIV/0! |
| \$ 1,026     | \$ 1,064    | #DIV/0! | #DIV/0! |
| \$ 3,174     | \$ 3,191    | #DIV/0! | #DIV/0! |
| \$ 95,219    | \$ 28,719   | #DIV/0! | #DIV/0! |
| 218%         | 272%        | #DIV/0! | #DIV/0! |
| 33%          | 33%         | #DIV/0! | #DIV/0! |
| -99          | 167         | #DIV/0! | #DIV/0! |





## Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant                      | Totals     | Alex Comar | Cliff Swaim III |
|---------------------------------------|------------|------------|-----------------|
| % Retailed of Non-New Franchise       | 34%        | 25%        | 33%             |
| Total # Retail Units                  | 200        | 16         | 6               |
| Avg. Days to Sale                     | 21.2       | 17.7       | 10.0            |
| Avg. Advertised Price (Time of Sale)  | \$ 21,263  | \$ 22,415  | \$ 21,474       |
| Avg. Transaction Price                | \$ 20,761  | \$ 22,212  | \$ 21,119       |
| Avg. Market Price at 100%             | \$ 21,644  | \$ 22,472  | \$ 15,694       |
| Avg. Price to Market % (Time of Sale) | 98%        | 100%       | 137%            |
| Avg. Transaction to Market            | 96%        | 99%        | 135%            |
| Avg. Transactional Discount           | \$ 503     | \$ 204     | \$ 356          |
| Avg. Front-End Gross                  | \$ 1,907   | \$ 3,032   | \$ 1,920        |
| Avg. Finance Gross                    | \$ 1,336   | \$ 1,371   | \$ 1,251        |
| PUVR                                  | \$ 3,243   | \$ 4,403   | \$ 3,171        |
| Total Gross (Units & PUVR)            | \$ 648,688 | \$ 70,440  | \$ 19,026       |
| GROI                                  | 265%       | 403%       | 541%            |
| % with Trade                          | 34%        | 38%        | 33%             |
| Avg. Over/Under Allowance             | -223       | 84         | -1,000          |



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

| Danielle Gonzalez | Devin Lor | Eric Grimm | Erik Castaneda |
|-------------------|-----------|------------|----------------|
| 17%               | 50%       | 29%        | 50%            |
| 6                 | 10        | 17         | 8              |
| 35.7              | 16.2      | 30.4       | 20.6           |
| \$ 22,761         | \$ 15,930 | \$ 18,039  | \$ 26,051      |
| \$ 21,976         | \$ 15,457 | \$ 17,665  | \$ 25,357      |
| \$ 23,313         | \$ 16,249 | \$ 18,793  | \$ 26,136      |
| 98%               | 98%       | 96%        | 100%           |
| 94%               | 95%       | 94%        | 97%            |
| \$ 785            | \$ 474    | \$ 374     | \$ 694         |
| \$ 1,596          | \$ 1,842  | \$ 1,397   | \$ 2,448       |
| \$ 1,032          | \$ 1,438  | \$ 868     | \$ 1,114       |
| \$ 2,628          | \$ 3,280  | \$ 2,265   | \$ 3,562       |
| \$ 15,767         | \$ 32,800 | \$ 38,508  | \$ 28,494      |
| 121%              | 472%      | 152%       | 245%           |
| 50%               | 40%       | 35%        | 38%            |
| -228              | -147      | -209       | 0              |

| Jamie Chu  | Jose Celis | Mike Olenski | Rob Oja   |
|------------|------------|--------------|-----------|
| 28%        | 33%        | #DIV/0!      | 25%       |
| 29         | 18         | 0            | 8         |
| 16.1       | 25.4       | #DIV/0!      | 18.0      |
| \$ 20,981  | \$ 21,759  | #DIV/0!      | \$ 17,185 |
| \$ 20,398  | \$ 21,005  | #DIV/0!      | \$ 16,617 |
| \$ 21,123  | \$ 22,202  | #DIV/0!      | \$ 17,686 |
| 99%        | 98%        | #DIV/0!      | 97%       |
| 97%        | 95%        | #DIV/0!      | 94%       |
| \$ 583     | \$ 754     | #DIV/0!      | \$ 568    |
| \$ 2,226   | \$ 1,499   | #DIV/0!      | \$ 1,046  |
| \$ 1,754   | \$ 1,752   | #DIV/0!      | \$ 828    |
| \$ 3,980   | \$ 3,252   | #DIV/0!      | \$ 1,874  |
| \$ 115,415 | \$ 58,529  | #DIV/0!      | \$ 14,994 |
| 437%       | 219%       | #DIV/0!      | 226%      |
| 24%        | 50%        | #DIV/0!      | 25%       |
| -208       | -713       | #DIV/0!      | -125      |

| Ryan Schott | Sam Warren | Seth McAlexander | Shane Monahan |
|-------------|------------|------------------|---------------|
| 50%         | 33%        | 50%              | 17%           |
| 16          | 9          | 12               | 6             |
| 24.6        | 21.8       | 18.9             | 18.5          |
| \$ 21,275   | \$ 21,169  | \$ 22,307        | \$ 22,348     |
| \$ 20,687   | \$ 20,669  | \$ 21,940        | \$ 21,337     |
| \$ 21,875   | \$ 21,533  | \$ 22,396        | \$ 22,594     |
| 97%         | 98%        | 100%             | 99%           |
| 95%         | 96%        | 98%              | 94%           |
| \$ 587      | \$ 500     | \$ 367           | \$ 1,011      |
| \$ 1,920    | \$ 1,863   | \$ 1,869         | \$ 1,630      |
| \$ 1,199    | \$ 1,236   | \$ 1,495         | \$ 455        |
| \$ 3,118    | \$ 3,099   | \$ 3,363         | \$ 2,085      |
| \$ 49,893   | \$ 27,895  | \$ 40,359        | \$ 12,507     |
| 220%        | 248%       | 292%             | 190%          |
| 31%         | 0%         | 33%              | 33%           |
| -241        | 0          | -150             | -650          |

| Thomas DeHererra | Tommy Lee | Preston Ruffatti |         |
|------------------|-----------|------------------|---------|
| 25%              | 41%       | 30%              | #DIV/0! |
| 12               | 17        | 10               | 0       |
| 22.4             | 22.9      | 18.5             | #DIV/0! |
| \$ 21,184        | \$ 23,119 | \$ 23,675        | #DIV/0! |
| \$ 21,069        | \$ 22,545 | \$ 23,344        | #DIV/0! |
| \$ 21,841        | \$ 23,726 | \$ 23,911        | #DIV/0! |
| 97%              | 97%       | 99%              | #DIV/0! |
| 96%              | 95%       | 98%              | #DIV/0! |
| \$ 115           | \$ 573    | \$ 331           | #DIV/0! |
| \$ 1,628         | \$ 1,798  | \$ 2,037         | #DIV/0! |
| \$ 1,152         | \$ 1,337  | \$ 1,703         | #DIV/0! |
| \$ 2,781         | \$ 3,135  | \$ 3,740         | #DIV/0! |
| \$ 33,367        | \$ 53,292 | \$ 37,402        | #DIV/0! |
| 212%             | 219%      | 312%             | #DIV/0! |
| 42%              | 24%       | 60%              | #DIV/0! |
| -176             | 0         | -192             | #DIV/0! |























## Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager                       | Totals     | Frank Cruz | Randon Givens |
|---------------------------------------|------------|------------|---------------|
| % Retailed of Non-New Franchise       | 34%        | 29%        | 37%           |
| Total # Retail Units                  | 200        | 59         | 73            |
| Avg. Days to Sale                     | 21.2       | 21.6       | 23.2          |
| Avg. Advertised Price (Time of Sale)  | \$ 21,263  | \$ 22,119  | \$ 21,418     |
| Avg. Transaction Price                | \$ 20,761  | \$ 21,813  | \$ 20,824     |
| Avg. Market Price at 100%             | \$ 21,644  | \$ 22,358  | \$ 21,489     |
| Avg. Price to Market % (Time of Sale) | 98%        | 99%        | 100%          |
| Avg. Transaction to Market            | 96%        | 98%        | 97%           |
| Avg. Transactional Discount           | \$ 503     | \$ 306     | \$ 594        |
| Avg. Front-End Gross                  | \$ 1,907   | \$ 2,112   | \$ 1,970      |
| Avg. Finance Gross                    | \$ 1,336   | \$ 1,573   | \$ 1,175      |
| PUVR                                  | \$ 3,243   | \$ 3,685   | \$ 3,145      |
| Total Gross (Units & PUVR)            | \$ 648,688 | \$ 217,429 | \$ 229,549    |
| GROI                                  | 265%       | 282%       | 234%          |
| % with Trade                          | 34%        | 0%         | 0%            |
| Avg. Over/Under Allowance             | -223       | -288       | -242          |



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

| Alejandra Flores |           | House FI Manager |         |
|------------------|-----------|------------------|---------|
| 31%              | 47%       | #DIV/0!          | #DIV/0! |
| 51               | 17        | 0                | 0       |
| 18.3             | 19.6      | #DIV/0!          | #DIV/0! |
| \$ 21,193        | \$ 17,843 | #DIV/0!          | #DIV/0! |
| \$ 20,671        | \$ 17,106 | #DIV/0!          | #DIV/0! |
| \$ 21,549        | \$ 18,013 | #DIV/0!          | #DIV/0! |
| 98%              | 99%       | #DIV/0!          | #DIV/0! |
| 96%              | 95%       | #DIV/0!          | #DIV/0! |
| \$ 523           | \$ 736    | #DIV/0!          | #DIV/0! |
| \$ 1,591         | \$ 1,876  | #DIV/0!          | #DIV/0! |
| \$ 1,672         | \$ 201    | #DIV/0!          | #DIV/0! |
| \$ 3,263         | \$ 2,077  | #DIV/0!          | #DIV/0! |
| \$ 166,397       | \$ 35,313 | #DIV/0!          | #DIV/0! |
| 310%             | 223%      | #DIV/0!          | #DIV/0! |
| 0%               | 0%        | #DIV/0!          | #DIV/0! |
| -174             | -58       | #DIV/0!          | #DIV/0! |



## Scoreboard

| CPO                                   | Totals     | Yes        | No         |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units                  | 200        | 89         | 111        |
| Avg. Days to Sale                     | 21.2       | 21.8       | 20.7       |
| Avg. Advertised Price (Time of Sale)  | \$ 21,263  | \$ 26,822  | \$ 16,211  |
| Avg. Transaction Price                | \$ 20,761  | \$ 26,435  | \$ 16,211  |
| Avg. Market Price at 100%             | \$ 21,644  | \$ 27,229  | \$ 16,846  |
| Avg. Price to Market % (Time of Sale) | 98%        | 99%        | 96%        |
| Avg. Transaction to Market            | 96%        | 97%        | 96%        |
| Avg. Transactional Discount           | \$ 503     | \$ 387     | \$ 596     |
| Avg. Front-End Gross                  | \$ 1,907   | \$ 1,319   | \$ 2,379   |
| Avg. Finance Gross                    | \$ 1,336   | \$ 1,611   | \$ 1,116   |
| PUVR                                  | \$ 3,243   | \$ 2,930   | \$ 3,495   |
| Total Gross (Units & PUVR)            | \$ 648,688 | \$ 260,765 | \$ 387,923 |
| GROI                                  | 265%       | 183%       | 375%       |
| % with Trade                          | 34%        | 45%        | 25%        |
| Avg. Over/Under Allowance             | -223       | -143       | -287       |



## Scoreboard

| Same Brand as New                     | Totals     | Yes        | No         |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units                  | 200        | 119        | 68         |
| Avg. Days to Sale                     | 21.2       | 19.6       | 24.9       |
| Avg. Advertised Price (Time of Sale)  | \$ 21,263  | \$ 22,943  | \$ 16,727  |
| Avg. Transaction Price                | \$ 20,761  | \$ 22,465  | \$ 16,727  |
| Avg. Market Price at 100%             | \$ 21,644  | \$ 23,330  | \$ 17,758  |
| Avg. Price to Market % (Time of Sale) | 98%        | 98%        | 94%        |
| Avg. Transaction to Market            | 96%        | 96%        | 94%        |
| Avg. Transactional Discount           | \$ 503     | \$ 478     | \$ 556     |
| Avg. Front-End Gross                  | \$ 1,907   | \$ 1,851   | \$ 1,936   |
| Avg. Finance Gross                    | \$ 1,336   | \$ 1,472   | \$ 1,136   |
| PUVR                                  | \$ 3,243   | \$ 3,323   | \$ 3,072   |
| Total Gross (Units & PUVR)            | \$ 648,688 | \$ 395,394 | \$ 208,869 |
| GROI                                  | 265%       | 271%       | 266%       |
| % with Trade                          | 34%        | 42%        | 22%        |
| Avg. Over/Under Allowance             | -223       | -218       | -296       |



## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 200        | 144          | 23            |
| % of Retail Units               | 100%       | 72%          | 12%           |
| % Retailed of Non-New Franchise | 34%        | 33%          | 74%           |
| Avg. Days to Sale               | 21.2       | 20.7         | 17.9          |
| Avg. Transaction Price          | \$ 20,761  | \$ 21,573    | \$ 12,646     |
| Avg. Transaction to Market %    | 96%        | 96%          | 92%           |
| Avg. Transactional Discount     | \$ 503     | \$ 505       | \$ 688        |
| Avg. Front End Gross            | \$ 1,907   | \$ 2,058     | \$ 2,185      |
| Avg. Finance Gross              | \$ 1,336   | \$ 1,373     | \$ 742        |
| PUVR                            | \$ 3,243   | \$ 3,431     | \$ 2,926      |
| Total Gross (Units & PUVR)      | \$ 648,688 | \$ 494,025   | \$ 67,306     |
| GROI                            | 265%       | 277%         | 466%          |
| % with Trade                    | 34%        | 34%          | 13%           |
| Avg. Over/Under Allowance       | -223       | -167         | -465          |



| Street/Curb buy | Auction/wholesale | Loaner    | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 15              | 2                 | 8         | 0            |
| 8%              | 1%                | 4%        | 0%           |
| 13%             | 50%               | 0%        | #DIV/0!      |
| 17.3            | 13.5              | 41.5      | #DIV/0!      |
| \$ 19,831       | \$ 17,787         | \$ 27,067 | #DIV/0!      |
| 95%             | 101%              | 94%       | #DIV/0!      |
| \$ 508          | \$ -              | \$ 342    | #DIV/0!      |
| \$ 1,541        | \$ 2,331          | \$ 1,637  | #DIV/0!      |
| \$ 1,688        | \$ 1,803          | \$ 1,840  | #DIV/0!      |
| \$ 3,230        | \$ 4,134          | \$ 3,477  | #DIV/0!      |
| \$ 48,444       | \$ 8,267          | \$ 27,813 | #DIV/0!      |
| 340%            | 620%              | 111%      | #DIV/0!      |
| 47%             | 0%                | 63%       | #DIV/0!      |
| -330            | 0                 | -14       | #DIV/0!      |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other     |
|----------------|--------------------------------|-----------|
| 0              | 4                              | 4         |
| 0%             | 2%                             | 2%        |
| #DIV/0!        | 0%                             | 25%       |
| #DIV/0!        | 24.0                           | 34.8      |
| #DIV/0!        | \$ 25,966                      | \$ 25,321 |
| #DIV/0!        | 97%                            | 96%       |
| #DIV/0!        | \$ (87)                        | \$ 500    |
| #DIV/0!        | \$ (588)                       | \$ (918)  |
| #DIV/0!        | \$ 618                         | \$ 1,596  |
| #DIV/0!        | \$ 30                          | \$ 678    |
| #DIV/0!        | \$ 120                         | \$ 2,713  |
| #DIV/0!        | 2%                             | 28%       |
| #DIV/0!        | 50%                            | 50%       |
| #DIV/0!        | -313                           | -875      |

## Scoreboard

| Age                             | Totals     | 0-30 days  | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units            | 200        | 150        | 29         |
| % of Retail Units               | 100%       | 75%        | 14%        |
| % Retailed of Non-New Franchise | 34%        | 31%        | 38%        |
| Avg. Days to Sale               | 21.2       | 12.4       | 36.4       |
| Avg. Transaction Price          | \$ 20,761  | \$ 20,483  | \$ 22,052  |
| Avg. Transaction to Market %    | 96%        | 96%        | 94%        |
| Avg. Transactional Discount     | \$ 503     | \$ 495     | \$ 626     |
| Avg. Front End Gross            | \$ 1,907   | \$ 2,107   | \$ 973     |
| Avg. Finance Gross              | \$ 1,336   | \$ 1,369   | \$ 1,325   |
| PUVR                            | \$ 3,243   | \$ 3,476   | \$ 2,298   |
| Total Gross (Units & PUVR)      | \$ 648,688 | \$ 521,350 | \$ 66,638  |
| GROI                            | 265%       | 492%       | 103%       |
| % with Trade                    | 34%        | 35%        | 24%        |
| Avg. Over/Under Allowance       | -223       | -237       | -73        |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 12         | 7          | 2         |
| 6%         | 4%         | 1%        |
| 50%        | 57%        | 50%       |
| 52.3       | 66.9       | 112.5     |
| \$ 19,145  | \$ 24,710  | \$ 18,700 |
| 89%        | 89%        | 95%       |
| \$ 244     | \$ 727     | \$ 102    |
| \$ 3,372   | \$ (459)   | \$ (17)   |
| \$ 907     | \$ 1,416   | \$ 1,344  |
| \$ 4,278   | \$ 958     | \$ 1,328  |
| \$ 51,341  | \$ 6,704   | \$ 2,655  |
| 154%       | 21%        | 23%       |
| 50%        | 43%        | 0%        |
| -576       | 0          | 0         |