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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 | B24422A | 2018 | Jeep | Wrangler | 23 | Trade on New | No | \$ 25,400 | \$ 22,450 | 96% | \$511 | \$500 |
| 2 | G23663C | 2017 | Hyundai | Santa Fe | 147 | Trade on Used | No | \$ 13,400 | \$ 12,900 | 88% | (\$138) | \$0 |
| 3 | G24506B | 2021 | GMC | Sierra | 53 | Trade on Used | Yes | \$ 36,300 | \$ 36,100 | 97% | \$1,171 | \$400 |
| 4 | 7788M | 2021 | Buick | Envision | 28 | LBO OEM/Leasing Co. | Yes | \$ 23,400 | \$ 22,700 | 96% | \$1,184 | \$0 |
| 5 | G24333A | 2023 | GMC | Sierra HD | 184 | Trade on New | Yes | \$ 58,000 | \$ 57,400 | 93% | \$1,871 | \$987 |
| 6 | G24576A | 2018 | GMC | Sierra | 38 | Trade on New | Yes | \$ 26,000 | \$ 25,500 | 99% | (\$904) | \$1,976 |
| 7 | G24591B | 2022 | BMW | X7 | 16 | Trade on Used | No | \$ 59,800 | \$ 59,550 | 100% | \$3,915 | \$0 |
| 8 | 7743N | 2018 | Chevrolet | Trax | 32 | Trade on Used | Yes | \$ 11,800 | \$ 11,500 | 101% | \$2,285 | \$274 |
| 9 | 7772N | 2017 | Chevrolet | Colorado | 32 | Trade on Used | Yes | \$ 23,900 | \$ 23,900 | 112% | \$3,030 | \$1,905 |
| 10 | 7753M | 2016 | Chevrolet | Malibu | 23 | Street/Curb Buy | Yes | \$ 13,400 | \$ 13,150 | 88% | \$2,453 | \$498 |
| 11 | G24627A | 2018 | GMC | Yukon | 49 | Trade on New | Yes | \$ 36,000 | \$ 35,500 | 95% | \$1,198 | \$1,317 |
| 12 | 7789M | 2021 | GMC | Terrain | 35 | LBO OEM/Leasing Co. | Yes | \$ 24,000 | \$ 23,950 | 94% | \$582 | \$0 |
| 13 | G24468A | 2021 | Jeep | Cherokee | 119 | Trade on New | Yes | \$ 21,000 | \$ 20,500 | 94% | \$423 | \$446 |
| 14 | 7792M | 2023 | GMC | Terrain | 34 | LBO OEM/Leasing Co. | Yes | \$ 33,000 | \$ 32,500 | 103% | \$1,695 | \$1,722 |
| 15 | G24613B | 2022 | GMC | Sierra | 21 | Trade on Used | Yes | \$ 39,900 | \$ 39,650 | 98% | \$4,326 | \$1,465 |
| 16 | 7815M | 2021 | GMC | Sierra | 20 | LBO OEM/Leasing Co. | Yes | \$ 35,000 | \$ 34,750 | 101% | \$3,283 | \$800 |
| 17 | 7805M | 2021 | Buick | Envision | 26 | LBO OEM/Leasing Co. | Yes | \$ 30,400 | \$ 28,900 | 98% | \$536 | \$1,119 |
| 18 | B25083A | 2016 | GMC | Sierra HD | 27 | Trade on New | No | \$ 32,800 | \$ 28,900 | 97% | \$2,285 | \$0 |
| 19 | 7813M | 2022 | Kia | Sportage | 23 | LBO OEM/Leasing Co. | Yes | \$ 19,900 | \$ 19,900 | 96% | \$673 | \$477 |
| 20 | 7822M | 2021 | Buick | Encore | 17 | LBO OEM/Leasing Co. | Yes | \$ 32,700 | \$ 32,700 | 100% | \$3,206 | \$2,722 |
| 21 | B25027A | 2020 | Buick | Encore GX | 23 | Trade on New | Yes | \$ 19,200 | \$ 18,900 | 99% | \$1,799 | \$1,261 |
| 22 | 7762M | 2021 | Buick | Encore | 61 | LBO OEM/Leasing Co. | Yes | \$ 19,400 | \$ 18,614 | 94% | \$1,056 | \$0 |
| 23 | G24710A | 2023 | Kia | Carnival | 26 | Trade on New | Yes | \$ 32,800 | \$ 32,550 | 100% | \$1,519 | \$0 |
| 24 | 7800M | 2022 | Chevrolet | Express | 36 | Internal Fleet (Enterprise, e | No | \$ 34,900 | \$ 34,900 | 99% | \$2,458 | \$783 |
| 25 | G24697A | 2016 | GMC | Acadia | 42 | Trade on New | No | \$ 16,900 | \$ 16,450 | 95% | \$1,906 | \$0 |
| 26 | G24410B | 2015 | GMC | Yukon | 52 | Trade on Used | No | \$ 21,200 | \$ 21,200 | 96% | \$78 | \$0 |
| 27 | 7811M | 2021 | Buick | Encore | 28 | LBO OEM/Leasing Co. | Yes | \$ 19,400 | \$ 19,047 | 94% | \$1,490 | \$0 |
| 28 | 7756M | 2021 | GMC | Sierra | 63 | LBO OEM/Leasing Co. | Yes | \$ 34,900 | \$ 34,900 | 99% | \$2,394 | \$2,649 |
| 29 | G24721A | 2022 | GMC | Sierra | 27 | Trade on New | Yes | \$ 38,400 | \$ 38,000 | 99% | \$3,892 | \$2,260 |
| 30 | G24282A | 2024 | Chevrolet | Colorado | 26 | Trade on New | Yes | \$ 59,800 | \$ 59,175 | 120% | \$2,100 | \$0 |
| 31 | G24349A | 2022 | Honda | Civic | 54 | Trade on Used | Yes | \$ 24,000 | \$ 24,000 | 96% | \$2,555 | \$1,601 |
| 32 | B24403A | 2022 | Chevrolet | Equinox | 22 | Trade on New | Yes | \$ 21,600 | \$ 21,350 | 93% | \$1,985 | \$1,369 |
| 33 | 7812M | 2021 | GMC | Terrain | 29 | LBO OEM/Leasing Co. | Yes | \$ 23,300 | \$ 22,900 | 98% | \$768 | \$600 |
| 34 | B25023A | 2022 | Chevrolet | Trax | 58 | Trade on New | Yes | \$ 18,500 | \$ 18,250 | 94% | \$2,596 | \$1,000 |
| 35 | G25014A | 2020 | GMC | Sierra | 24 | Trade on New | Yes | \$ 39,900 | \$ 39,900 | 96% | \$1,045 | \$1,290 |
| 36 | 7791M | 2021 | Buick | Encore GX | 49 | LBO OEM/Leasing Co. | Yes | \$ 18,300 | \$ 18,300 | 95% | \$1,345 | \$938 |
| 37 | 7829M | 2022 | Buick | Encore GX | 27 | LBO OEM/Leasing Co. | Yes | \$ 21,800 | \$ 21,800 | 96% | \$2,269 | \$700 |
| 38 | G24522A | 2017 | Jeep | Wrangler | 78 | Trade on New | Yes | \$ 31,500 | \$ 29,500 | 106% | (\$3,361) | \$0 |
| 39 | G24534A | 2022 | GMC | Sierra | 75 | Trade on New | Yes | \$ 48,300 | \$ 48,300 | 99% | \$435 | \$984 |
| 40 | 7806M | 2017 | Buick | Encore | 48 | Street/Curb Buy | Yes | \$ 13,800 | \$ 13,392 | 101% | \$2,632 | \$700 |
| 41 | G24588A | 2017 | Ram | 1500 | 73 | Trade on New | | \$ 19,900 | \$ 19,900 | 94% | \$303 | \$0 |
| 42 | 7808M | 2022 | GMC | Canyon | 40 | LBO OEM/Leasing Co. | Yes | \$ 34,500 | \$ 33,600 | 101% | \$3,475 | \$249 |
| 43 | B24505A | 2021 | Buick | Envision | 25 | Trade on New | Yes | \$ 29,400 | \$ 29,148 | 98% | \$3,395 | \$690 |
| 44 | G24633A | 2018 | Jeep | Grand Cherokee | 73 | Trade on New | Yes | \$ 19,200 | \$ 19,200 | 100% | \$833 | \$500 |
| 45 | 7790M | 2022 | GMC | Terrain | 56 | Trade on New | Yes | \$ 24,600 | \$ 24,350 | 97% | \$1,891 | \$0 |
| 46 | 7812N | 2016 | Hyundai | Santa Fe | 15 | Trade on Used | Yes | \$ 12,900 | \$ 12,900 | 95% | \$1,143 | \$197 |
| 47 | G24329A | 2022 | GMC | Sierra | 26 | Trade on New | Yes | \$ 39,800 | \$ 39,550 | 95% | \$3,410 | \$322 |
| 48 | 7784M | 2023 | Buick | Encore GX | 64 | LBO OEM/Leasing Co. | Yes | \$ 25,400 | \$ 25,000 | 100% | \$1,327 | \$706 |
| 49 | G24786A | 2014 | Chevrolet | Malibu | 12 | Trade on New | No | \$ 11,900 | \$ 10,000 | 92% | \$1,487 | \$0 |
| 50 | G24766B | 2012 | Buick | Regal | 15 | Trade on New | No | \$ 12,400 | \$ 11,900 | 110% | \$3,190 | \$0 |
| 51 | 7822N | 2007 | Pontiac | Solstice | 24 | Trade on Used | No | \$ 8,800 | \$ 6,263 | 100% | \$1,513 | \$0 |
| 52 | 7854M | 2022 | GMC | Canyon | 14 | LBO OEM/Leasing Co. | Yes | \$ 36,000 | \$ 34,900 | 99% | \$2,805 | \$239 |
| 53 | 7863M | 2022 | Buick | Encore GX | 11 | LBO OEM/Leasing Co. | Yes | \$ 25,400 | \$ 23,400 | 104% | \$2,828 | \$503 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 32% |
| Total # Retail Units | 111 |
| Avg. Days to Sale | 41.8 |
| Avg. Advertised Price (Time of Sale) | \$ 29,611 |
| Avg. Transaction Price | \$ 29,025 |
| Avg. Market Price at 100% | \$ 30,176 |
| Avg. Price to Market % (Time of Sale) | 98% |
| Avg. Transaction to Market | 96% |
| Avg. Transactional Discount | \$ 586 |
| Avg. Front-End Gross | \$ 1,905 |
| Avg. Finance Gross | \$ 767 |
| PUVR | \$ 2,672 |
| Total Gross (Units & PUVR) | \$ 296,638 |
| GROI | 79% |
| % with Trade | 52% |
| Avg. Over/Under Allowance | (\$243) |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Clayton Fanning | Jon Spence |
|---------------------------------------|------------|-----------------|------------|
| % Retailed of Non-New Franchise | 32% | 32% | 33% |
| Total # Retail Units | 111 | 73 | 21 |
| Avg. Days to Sale | 41.8 | 41.6 | 39.8 |
| Avg. Advertised Price (Time of Sale) | \$ 29,611 | \$ 28,234 | \$ 29,762 |
| Avg. Transaction Price | \$ 29,025 | \$ 27,661 | \$ 28,957 |
| Avg. Market Price at 100% | \$ 30,176 | \$ 28,611 | \$ 30,199 |
| Avg. Price to Market % (Time of Sale) | 98% | 99% | 99% |
| Avg. Transaction to Market | 96% | 97% | 96% |
| Avg. Transactional Discount | \$ 586 | \$ 573 | \$ 805 |
| Avg. Front-End Gross | \$ 1,905 | \$ 1,919 | \$ 1,867 |
| Avg. Finance Gross | \$ 767 | \$ 750 | \$ 678 |
| PUVR | \$ 2,672 | \$ 2,670 | \$ 2,545 |
| Total Gross (Units & PUVR) | \$ 296,638 | \$ 194,904 | \$ 53,442 |
| GROI | 79% | 84% | 80% |
| % with Trade | 52% | 53% | 43% |
| Avg. Over/Under Allowance | -243 | -283 | -263 |



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

| Steve King | | | |
|------------|---------|---------|---------|
| 29% | #DIV/0! | #DIV/0! | #DIV/0! |
| 17 | 0 | 0 | 0 |
| 45.0 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 35,335 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 34,969 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 36,419 | #DIV/0! | #DIV/0! | #DIV/0! |
| 97% | #DIV/0! | #DIV/0! | #DIV/0! |
| 96% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 367 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,893 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 948 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,841 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 48,292 | #DIV/0! | #DIV/0! | #DIV/0! |
| 65% | #DIV/0! | #DIV/0! | #DIV/0! |
| 59% | #DIV/0! | #DIV/0! | #DIV/0! |
| -70 | #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | Larry Young | Mike Matthews |
|---------------------------------------|------------|-------------|---------------|
| % Retailed of Non-New Franchise | 32% | 40% | 14% |
| Total # Retail Units | 111 | 10 | 7 |
| Avg. Days to Sale | 41.8 | 41.6 | 47.7 |
| Avg. Advertised Price (Time of Sale) | \$ 29,611 | \$ 32,050 | \$ 26,143 |
| Avg. Transaction Price | \$ 29,025 | \$ 31,485 | \$ 25,452 |
| Avg. Market Price at 100% | \$ 30,176 | \$ 32,943 | \$ 26,409 |
| Avg. Price to Market % (Time of Sale) | 98% | 97% | 99% |
| Avg. Transaction to Market | 96% | 96% | 96% |
| Avg. Transactional Discount | \$ 586 | \$ 565 | \$ 690 |
| Avg. Front-End Gross | \$ 1,905 | \$ 2,872 | \$ 1,443 |
| Avg. Finance Gross | \$ 767 | \$ 946 | \$ 992 |
| PUVR | \$ 2,672 | \$ 3,818 | \$ 2,434 |
| Total Gross (Units & PUVR) | \$ 296,638 | \$ 38,183 | \$ 17,040 |
| GROI | 79% | 105% | 72% |
| % with Trade | 52% | 30% | 29% |
| Avg. Over/Under Allowance | -243 | -1,367 | -750 |



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

| Dom Benedetti | Kelsay Fanning | Dan Rivas | Dante Turello |
|---------------|----------------|-----------|---------------|
| 20% | 43% | 0% | 8% |
| 5 | 14 | 4 | 13 |
| 68.2 | 45.1 | 24.8 | 46.4 |
| \$ 28,640 | \$ 26,143 | \$ 28,900 | \$ 25,569 |
| \$ 28,378 | \$ 25,643 | \$ 27,913 | \$ 25,075 |
| \$ 29,363 | \$ 26,442 | \$ 29,778 | \$ 26,002 |
| 98% | 99% | 97% | 98% |
| 97% | 97% | 94% | 96% |
| \$ 262 | \$ 500 | \$ 988 | \$ 494 |
| \$ 1,878 | \$ 1,827 | \$ 1,995 | \$ 1,542 |
| \$ 777 | \$ 507 | \$ 470 | \$ 1,273 |
| \$ 2,655 | \$ 2,334 | \$ 2,464 | \$ 2,815 |
| \$ 13,274 | \$ 32,672 | \$ 9,857 | \$ 36,593 |
| 49% | 73% | 128% | 87% |
| 80% | 71% | 50% | 77% |
| -550 | 90 | -250 | -120 |

| Tim Wrotney | Nick Bucarelli | Dave grisanti | Herb Streng |
|-------------|----------------|---------------|-------------|
| 38% | 30% | 50% | 0% |
| 8 | 10 | 16 | 1 |
| 35.3 | 25.1 | 34.5 | 28.0 |
| \$ 28,700 | \$ 29,570 | \$ 37,769 | \$ 23,400 |
| \$ 27,926 | \$ 28,741 | \$ 37,106 | \$ 22,700 |
| \$ 29,413 | \$ 30,092 | \$ 37,298 | \$ 24,375 |
| 98% | 98% | 101% | 96% |
| 95% | 96% | 99% | 93% |
| \$ 774 | \$ 829 | \$ 663 | \$ 700 |
| \$ 1,974 | \$ 2,698 | \$ 1,613 | \$ 1,184 |
| \$ 150 | \$ 895 | \$ 989 | \$ - |
| \$ 2,124 | \$ 3,593 | \$ 2,601 | \$ 1,184 |
| \$ 16,992 | \$ 35,930 | \$ 41,622 | \$ 1,184 |
| 78% | 179% | 73% | 67% |
| 38% | 70% | 44% | 0% |
| -767 | -129 | -179 | #DIV/O! |

| Gary Cappellino | Dan Hayes | Jackie Andruz | House |
|-----------------|-----------|---------------|-----------|
| 25% | 25% | 25% | 100% |
| 4 | 4 | 12 | 3 |
| 34.8 | 63.0 | 50.2 | 35.0 |
| \$ 30,075 | \$ 36,750 | \$ 28,158 | \$ 22,633 |
| \$ 29,850 | \$ 36,225 | \$ 27,873 | \$ 21,427 |
| \$ 31,613 | \$ 38,034 | \$ 28,889 | \$ 23,627 |
| 95% | 97% | 97% | 96% |
| 94% | 95% | 96% | 91% |
| \$ 225 | \$ 525 | \$ 286 | \$ 1,207 |
| \$ 1,587 | \$ 1,930 | \$ 1,855 | \$ 1,206 |
| \$ - | \$ 384 | \$ 859 | \$ 500 |
| \$ 1,587 | \$ 2,314 | \$ 2,714 | \$ 1,706 |
| \$ 6,346 | \$ 9,257 | \$ 32,570 | \$ 5,118 |
| 55% | 37% | 70% | 82% |
| 50% | 25% | 50% | 33% |
| 0 | 0 | -178 | 0 |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Matt Donohue | Rich Spencer |
|---------------------------------------|------------|--------------|--------------|
| % Retailed of Non-New Franchise | 32% | 34% | 24% |
| Total # Retail Units | 111 | 58 | 50 |
| Avg. Days to Sale | 41.8 | 39.2 | 45.1 |
| Avg. Advertised Price (Time of Sale) | \$ 29,611 | \$ 29,364 | \$ 30,472 |
| Avg. Transaction Price | \$ 29,025 | \$ 28,802 | \$ 29,885 |
| Avg. Market Price at 100% | \$ 30,176 | \$ 29,658 | \$ 31,209 |
| Avg. Price to Market % (Time of Sale) | 98% | 99% | 98% |
| Avg. Transaction to Market | 96% | 97% | 96% |
| Avg. Transactional Discount | \$ 586 | \$ 562 | \$ 587 |
| Avg. Front-End Gross | \$ 1,905 | \$ 1,802 | \$ 2,027 |
| Avg. Finance Gross | \$ 767 | \$ 794 | \$ 762 |
| PUVR | \$ 2,672 | \$ 2,596 | \$ 2,789 |
| Total Gross (Units & PUVR) | \$ 296,638 | \$ 150,566 | \$ 139,444 |
| GROI | 79% | 83% | 74% |
| % with Trade | 52% | 57% | 48% |
| Avg. Over/Under Allowance | -243 | -174 | -307 |



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

| House | | | |
|-----------|---------|---------|---------|
| 100% | #DIV/0! | #DIV/0! | #DIV/0! |
| 3 | 0 | 0 | 0 |
| 36.0 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 20,033 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 19,021 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 20,427 | #DIV/0! | #DIV/0! | #DIV/0! |
| 98% | #DIV/0! | #DIV/0! | #DIV/0! |
| 93% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,012 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,876 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 333 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,209 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 6,628 | #DIV/0! | #DIV/0! | #DIV/0! |
| 116% | #DIV/0! | #DIV/0! | #DIV/0! |
| 33% | #DIV/0! | #DIV/0! | #DIV/0! |
| -1,000 | #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units | 111 | 96 | 14 |
| Avg. Days to Sale | 41.8 | 42.5 | 34.6 |
| Avg. Advertised Price (Time of Sale) | \$ 29,611 | \$ 30,471 | \$ 23,271 |
| Avg. Transaction Price | \$ 29,025 | \$ 29,959 | \$ 23,271 |
| Avg. Market Price at 100% | \$ 30,176 | \$ 30,971 | \$ 24,824 |
| Avg. Price to Market % (Time of Sale) | 98% | 98% | 94% |
| Avg. Transaction to Market | 96% | 97% | 94% |
| Avg. Transactional Discount | \$ 586 | \$ 511 | \$ 1,136 |
| Avg. Front-End Gross | \$ 1,905 | \$ 1,883 | \$ 2,175 |
| Avg. Finance Gross | \$ 767 | \$ 798 | \$ 607 |
| PUVR | \$ 2,672 | \$ 2,681 | \$ 2,782 |
| Total Gross (Units & PUVR) | \$ 296,638 | \$ 257,392 | \$ 38,943 |
| GROI | 79% | 76% | 124% |
| % with Trade | 52% | 55% | 36% |
| Avg. Over/Under Allowance | -243 | -313 | 490 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units | 111 | 76 | 35 |
| Avg. Days to Sale | 41.8 | 40.7 | 44.0 |
| Avg. Advertised Price (Time of Sale) | \$ 29,611 | \$ 30,050 | \$ 27,863 |
| Avg. Transaction Price | \$ 29,025 | \$ 29,561 | \$ 27,863 |
| Avg. Market Price at 100% | \$ 30,176 | \$ 30,666 | \$ 28,896 |
| Avg. Price to Market % (Time of Sale) | 98% | 98% | 96% |
| Avg. Transaction to Market | 96% | 96% | 96% |
| Avg. Transactional Discount | \$ 586 | \$ 489 | \$ 794 |
| Avg. Front-End Gross | \$ 1,905 | \$ 2,150 | \$ 1,375 |
| Avg. Finance Gross | \$ 767 | \$ 870 | \$ 543 |
| PUVR | \$ 2,672 | \$ 3,020 | \$ 1,918 |
| Total Gross (Units & PUVR) | \$ 296,638 | \$ 229,503 | \$ 67,135 |
| GROI | 79% | 90% | 56% |
| % with Trade | 52% | 58% | 40% |
| Avg. Over/Under Allowance | -243 | -294 | -86 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 111 | 49 | 14 |
| % of Retail Units | 100% | 44% | 13% |
| % Retailed of Non-New Franchise | 32% | 39% | 79% |
| Avg. Days to Sale | 41.8 | 45.1 | 45.5 |
| Avg. Transaction Price | \$ 29,025 | \$ 31,210 | \$ 29,055 |
| Avg. Transaction to Market % | 96% | 95% | 95% |
| Avg. Transactional Discount | \$ 586 | \$ 741 | \$ 553 |
| Avg. Front End Gross | \$ 1,905 | \$ 1,882 | \$ 1,897 |
| Avg. Finance Gross | \$ 767 | \$ 782 | \$ 477 |
| PUVR | \$ 2,672 | \$ 2,665 | \$ 2,374 |
| Total Gross (Units & PUVR) | \$ 296,638 | \$ 130,581 | \$ 33,236 |
| GROI | 79% | 68% | 65% |
| % with Trade | 52% | 55% | 43% |
| Avg. Over/Under Allowance | -243 | -304 | 8 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 3 | 0 | 0 | 0 |
| 3% | 0% | 0% | 0% |
| 33% | #DIV/0! | #DIV/0! | #DIV/0! |
| 24.7 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 16,164 | #DIV/0! | #DIV/0! | #DIV/0! |
| 95% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 236 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,627 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 399 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 3,027 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 9,080 | #DIV/0! | #DIV/0! | #DIV/0! |
| 273% | #DIV/0! | #DIV/0! | #DIV/0! |
| 33% | #DIV/0! | #DIV/0! | #DIV/0! |
| 0 | #DIV/0! | #DIV/0! | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|---------|
| 43 | 2 | 0 |
| 39% | 2% | 0% |
| 7% | 50% | #DIV/0! |
| 38.3 | 33.0 | #DIV/0! |
| \$ 27,232 | \$ 33,150 | #DIV/0! |
| 97% | 98% | #DIV/0! |
| \$ 459 | \$ 250 | #DIV/0! |
| \$ 1,883 | \$ 1,937 | #DIV/0! |
| \$ 887 | \$ 392 | #DIV/0! |
| \$ 2,769 | \$ 2,328 | #DIV/0! |
| \$ 119,085 | \$ 4,656 | #DIV/0! |
| 95% | 77% | #DIV/0! |
| 51% | 100% | #DIV/0! |
| -316 | 500 | #DIV/0! |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 111 | 55 | 15 |
| % of Retail Units | 100% | 50% | 14% |
| % Retailed of Non-New Franchise | 32% | 33% | 27% |
| Avg. Days to Sale | 41.8 | 20.6 | 35.5 |
| Avg. Transaction Price | \$ 29,025 | \$ 27,902 | \$ 30,767 |
| Avg. Transaction to Market % | 96% | 95% | 98% |
| Avg. Transactional Discount | \$ 586 | \$ 693 | \$ 553 |
| Avg. Front End Gross | \$ 1,905 | \$ 2,327 | \$ 2,088 |
| Avg. Finance Gross | \$ 767 | \$ 697 | \$ 816 |
| PUVR | \$ 2,672 | \$ 3,024 | \$ 2,903 |
| Total Gross (Units & PUVR) | \$ 296,638 | \$ 166,302 | \$ 43,552 |
| GROI | 79% | 190% | 96% |
| % with Trade | 52% | 53% | 47% |
| Avg. Over/Under Allowance | -243 | -166 | -257 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 16 | 19 | 6 |
| 14% | 17% | 5% |
| 25% | 37% | 33% |
| 52.4 | 72.0 | 127.3 |
| \$ 26,312 | \$ 32,277 | \$ 31,908 |
| 96% | 97% | 94% |
| \$ 270 | \$ 623 | \$ 408 |
| \$ 1,809 | \$ 994 | \$ 733 |
| \$ 841 | \$ 622 | \$ 1,548 |
| \$ 2,650 | \$ 1,616 | \$ 2,281 |
| \$ 42,400 | \$ 30,701 | \$ 13,683 |
| 69% | 25% | 20% |
| 44% | 68% | 33% |
| -179 | -427 | -350 |