

| # | Year | Make | Model | Days in Stock | Source Purchased? | CPO | Advertised Price (Time of Sale) | Transaction Price | Market Price at 100% | Front End Gross | Finance Gross |
|----|------|-----------|------------|---------------|-------------------|-----|---------------------------------|-------------------|----------------------|-----------------|---------------|
| 1 | 2015 | Chevrolet | Equinox | 30 | Yes | No | \$ 15,000 | \$ 13,800 | \$ 15,000 | \$1,500 | \$1,000 |
| 1 | 2014 | JEEP | CHEROKEE | 72 | NO | NO | \$ 21,990 | \$ 21,296 | \$ 21,500 | \$1,840 | \$0 |
| 2 | 2015 | TOYOTA | RAV4 | 2 | Yes | No | \$ 16,990 | \$ 16,553 | \$ 17,500 | \$0 | \$784 |
| 3 | 2014 | Chevrolet | impala | 145 | NO | No | \$ 15,990 | \$ 15,347 | \$ 15,500 | (\$2,060) | \$0 |
| 4 | 2010 | TOYOTA | Tundra | 112 | NO | No | \$ 16,990 | \$ 15,000 | \$ 16,500 | (\$1,226) | \$1,615 |
| 5 | 2006 | TOYOTA | RAV4 | 9 | NO | No | \$ 10,990 | \$ 9,490 | \$ 10,150 | \$2,491 | \$1,420 |
| 6 | 2017 | Toyota | Camry | 71 | Yes | No | \$ 17,997 | \$ 17,997 | \$ 18,300 | \$562 | \$0 |
| 7 | 2012 | Chevrolet | Sonic | 56 | NO | No | \$ 6,990 | \$ 5,750 | \$ 6,500 | \$1,325 | \$901 |
| 8 | 2014 | Chevrolet | impala | 150 | NO | No | \$ 15,990 | \$ 15,699 | \$ 17,300 | (\$1,004) | \$0 |
| 9 | 2014 | Chevrolet | impala | 38 | NO | No | \$ 17,990 | \$ 17,500 | \$ 18,350 | \$1,941 | \$1,432 |
| 10 | 2017 | TOYOTA | Camry | 64 | NO | No | \$ 17,990 | \$ 17,800 | \$ 18,750 | \$700 | \$0 |
| 11 | 2013 | Ford | Edge | 26 | NO | No | \$ 15,990 | \$ 15,000 | \$ 16,500 | \$1,762 | \$972 |
| 12 | 2015 | TOYOTA | RAV4 | 10 | Yes | No | \$ 22,990 | \$ 22,990 | \$ 22,500 | \$3,461 | \$3,138 |
| 13 | 2016 | TOYOTA | Highlander | 38 | Yes | No | \$ 32,990 | \$ 32,541 | \$ 33,500 | \$2,172 | \$3,763 |
| 14 | 2015 | GMC | Terrain | 51 | NO | No | \$ 23,990 | \$ 23,500 | \$ 24,400 | \$1,769 | \$0 |
| 15 | 2017 | Toyota | Sequoia | 92 | Yes | No | \$ 47,990 | \$ 44,920 | \$ 48,000 | \$359 | \$3,977 |
| 16 | 2013 | Ford | Edge | 40 | NO | No | \$ 13,791 | \$ 13,791 | \$ 13,750 | \$2,244 | \$1,435 |
| 17 | 2015 | TOYOTA | RAV4 | 98 | NO | No | \$ 19,498 | \$ 19,498 | \$ 18,500 | \$595 | \$1,327 |
| 18 | 2014 | TOYOTA | Highlander | 13 | NO | No | \$ 27,990 | \$ 27,990 | \$ 27,500 | \$4,699 | \$3,050 |
| 19 | 2016 | TOYOTA | Highlander | 40 | Yes | No | \$ 35,990 | \$ 35,292 | \$ 34,750 | \$2,355 | \$871 |
| 20 | 2012 | TOYOTA | Prius | 36 | NO | No | \$ 13,951 | \$ 13,951 | \$ 13,250 | \$2,189 | \$0 |
| 21 | 2018 | Subaru | Outback | 89 | NO | No | \$ 23,990 | \$ 23,990 | \$ 24,900 | \$2,640 | \$0 |
| 22 | 2008 | TOYOTA | Tundra | 16 | NO | No | \$ 17,990 | \$ 17,000 | \$ 16,500 | \$1,822 | \$0 |
| 23 | 2013 | Chevrolet | Cruze | 13 | NO | No | \$ 11,990 | \$ 11,500 | \$ 11,000 | \$2,011 | \$50 |
| 24 | 2014 | TOYOTA | 4runner | 121 | NO | No | \$ 31,989 | \$ 31,989 | \$ 33,500 | (\$627) | \$807 |
| 25 | 2015 | Lexus | nx 200t | 49 | Yes | No | \$ 29,990 | \$ 28,000 | \$ 32,000 | \$2,076 | \$0 |
| 26 | 2012 | Ford | focus | 8 | NO | No | \$ 7,990 | \$ 7,588 | \$ 7,200 | \$2,019 | \$1,425 |
| 27 | 2012 | TOYOTA | RAV4 | 93 | no | no | \$ 17,990 | \$ 17,990 | \$ 17,250 | \$3,510 | \$1,682 |
| 28 | 2011 | TOYOTA | Camry | 17 | NO | No | \$ 11,990 | \$ 10,708 | \$ 10,750 | \$1,104 | \$212 |
| 29 | 2009 | TOYOTA | Avalon | 17 | NO | No | \$ 11,990 | \$ 10,951 | \$ 10,750 | \$2,878 | \$1,000 |
| 30 | 2008 | Hyundai | Santa fe | 16 | NO | No | \$ 9,990 | \$ 9,241 | \$ 9,200 | \$2,571 | \$0 |
| 31 | 2015 | Mazda | cx-5 | 66 | NO | No | \$ 15,990 | \$ 15,000 | \$ 15,250 | \$855 | \$0 |
| 32 | 2005 | TOYOTA | Sequoia | 16 | NO | No | \$ 11,990 | \$ 10,951 | \$ 10,750 | \$3,390 | \$100 |
| 33 | 2008 | buick | lacrosse | 6 | Yes | No | \$ 10,990 | \$ 10,200 | \$ 10,250 | \$3,567 | \$974 |
| 34 | 2007 | TOYOTA | Highlander | 6 | NO | No | \$ 14,990 | \$ 14,395 | \$ 14,750 | \$3,737 | \$0 |
| 35 | 2017 | TOYOTA | sienna | 20 | NO | No | \$ 26,990 | \$ 26,451 | \$ 26,250 | \$2,298 | \$1,004 |
| 36 | 2011 | subaru | outback | 18 | no | no | \$ 11,990 | \$ 11,451 | \$ 11,750 | \$809 | \$1,340 |
| 37 | 2015 | toyota | corolla | 8 | NO | No | \$ 13,990 | \$ 13,028 | \$ 12,750 | \$0 | \$701 |
| 38 | 2006 | cadillac | dts | 4 | NO | No | \$ 1,000 | \$ 1,000 | \$ 1,000 | \$501 | \$0 |
| 39 | 2008 | Hyundai | vera cruze | 1 | NO | No | \$ 2,500 | \$ 2,500 | \$ 2,500 | \$400 | \$0 |
| 40 | 2013 | honda | cr-v | 18 | NO | No | \$ 18,990 | \$ 18,000 | \$ 17,700 | \$1,752 | \$75 |
| 41 | 2015 | Subaru | impieza | 17 | NO | No | \$ 15,995 | \$ 15,995 | \$ 15,750 | \$2,211 | \$0 |
| 42 | 2015 | Chevrolet | silverado | 118 | NO | No | \$ 28,990 | \$ 28,089 | \$ 29,800 | (\$95) | \$0 |
| 43 | 2008 | TOYOTA | Tundra | 14 | NO | No | \$ 19,990 | \$ 19,990 | \$ 18,750 | \$3,490 | \$800 |
| 44 | 2016 | TOYOTA | Highlander | 9 | NO | No | \$ 31,490 | \$ 31,490 | \$ 31,750 | \$2,278 | \$4,264 |
| 45 | 2015 | TOYOTA | Avalon | 21 | Yes | No | \$ 21,990 | \$ 21,500 | \$ 21,900 | \$2,652 | \$0 |
| 46 | 2014 | honda | cr-v | 12 | NO | No | \$ 19,951 | \$ 19,951 | \$ 18,700 | \$2,818 | \$1,711 |

| | | | | | | | | | | | |
|----|------|---------|------------|-----|----|----|-----------|-----------|-----------|---------|---------|
| 47 | 2011 | Hyundai | sonata | 16 | NO | No | \$ 8,951 | \$ 8,951 | \$ 8,100 | \$1,540 | \$0 |
| 48 | 2015 | TOYOTA | 4runner | 130 | NO | No | \$ 31,976 | \$ 31,976 | \$ 33,500 | (\$600) | \$1,372 |
| 49 | 2015 | TOYOTA | Highlander | 73 | NO | No | \$ 24,979 | \$ 24,979 | \$ 25,250 | \$2,287 | \$3,341 |
| 50 | 2013 | TOYOTA | sienna | 18 | NO | No | \$ 20,990 | \$ 20,111 | \$ 20,700 | \$2,539 | \$791 |
| 51 | 2012 | TOYOTA | RAV4 | 10 | NO | NO | \$ 14,451 | \$ 14,451 | \$ 13,750 | \$2,357 | \$941 |
| 52 | 2011 | TOYOTA | corolla | 6 | NO | No | \$ 9,990 | \$ 9,175 | \$ 9,500 | \$1,816 | \$864 |
| 53 | 2007 | Ford | f150 | 17 | NO | No | \$ 13,990 | \$ 13,713 | \$ 13,200 | \$2,488 | \$0 |



| Scoreboard | |
|---|------------|
| # of Purchased Vehicles Retailed | 26 |
| # of Traded Vehicles Retailed | 123 |
| % Retailed of Non-New Franchise | 44% |
| Total # Retail Units | 149 |
| Average Days to Sale | 38.4 |
| Average Advertised Price (Time of Sale) | \$ 18,878 |
| Average Transaction Price | \$ 18,485 |
| Average Market Price at 100% | \$ 18,788 |
| Average Price to Market (Time of Sale) | 100% |
| Average Transaction to Market | 98% |
| Average Transactional Discount | \$ 393 |
| Average Front End Gross | \$ 1,803 |
| Average Finance Gross | \$ 893 |
| PUVR | \$ 2,697 |
| Total Gross (Units&PUVR) | \$ 401,802 |



| Scoreboard | |
|---|---------------|
| Desk Manager | Totals |
| # of Purchased Vehicles Retailed | 26 |
| # of Traded Vehicles Retailed | 123 |
| % Retailed of Non-New Franchise | 44% |
| Total # Retail Units | 149 |
| Average Days to Sale | 38.4 |
| Average Advertised Price (Time of Sale) | \$ 18,878 |
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| Average Front End Gross | \$ 1,803 |
| Average Finance Gross | \$ 893 |
| PUVR | \$ 2,697 |
| Total Gross (Units&PUVR) | \$ 401,802 |



| Scoreboard | | |
|---|------------|---------|
| Sales Consultant | Totals | |
| # of Purchased Vehicles Retailed | 26 | 0 |
| # of Traded Vehicles Retailed | 123 | 0 |
| % Retailed of Non-New Franchise | 44% | #DIV/0! |
| Total # Retail Units | 149 | 0 |
| Average Days to Sale | 38.4 | #DIV/0! |
| Average Advertised Price (Time of Sale) | \$ 18,878 | #DIV/0! |
| Average Transaction Price | \$ 18,485 | #DIV/0! |
| Average Market Price at 100% | \$ 18,788 | #DIV/0! |
| Average Price to Market (Time of Sale) | 100% | #DIV/0! |
| Average Transaction to Market | 98% | #DIV/0! |
| Average Transactional Discount | \$ 393 | #DIV/0! |
| Average Front End Gross | \$ 1,803 | #DIV/0! |
| Average Finance Gross | \$ 893 | #DIV/0! |
| PUVR | \$ 2,697 | #DIV/0! |
| Total Gross (Units&PUVR) | \$ 401,802 | #DIV/0! |



| Scoreboard | |
|---|---------------|
| Finance Manager | Totals |
| # of Purchased Vehicles Retailed | 26 |
| # of Traded Vehicles Retailed | 123 |
| % Retailed of Non-New Franchise | 44% |
| Total # Retail Units | 149 |
| Average Days to Sale | 38.4 |
| Average Advertised Price (Time of Sale) | \$ 18,878 |
| Average Transaction Price | \$ 18,485 |
| Average Market Price at 100% | \$ 18,788 |
| Average Price to Market (Time of Sale) | 100% |
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| Average Transactional Discount | \$ 393 |
| Average Front End Gross | \$ 1,803 |
| Average Finance Gross | \$ 893 |
| PUVR | \$ 2,697 |
| Total Gross (Units&PUVR) | \$ 401,802 |



| Scoreboard | |
|---|---------------|
| CPO | Totals |
| # of Purchased Vehicles Retailed | 26 |
| # of Traded Vehicles Retailed | 123 |
| Total # Retail Units | 149 |
| Average Days to Sale | 38.4 |
| Average Advertised Price (Time of Sale) | \$ 18,878 |
| Average Transaction Price | \$ 18,485 |
| Average Market Price at 100% | \$ 18,788 |
| Average Price to Market (Time of Sale) | 100% |
| Average Transaction to Market | 98% |
| Average Transactional Discount | \$ 393 |
| Average Front End Gross | \$ 1,803 |
| Average Finance Gross | \$ 893 |
| PUVR | \$ 2,697 |
| Total Gross (Units&PUVR) | \$ 401,802 |

| Yes | No |
|---------|------------|
| 0 | 26 |
| 0 | 123 |
| 0 | 149 |
| #DIV/0! | 38.4 |
| #DIV/0! | \$ 18,485 |
| #DIV/0! | \$ 18,485 |
| #DIV/0! | \$ 18,788 |
| #DIV/0! | \$ 1 |
| #DIV/0! | 98% |
| #DIV/0! | \$ 393 |
| #DIV/0! | \$ 1,803 |
| #DIV/0! | \$ 893 |
| #DIV/0! | \$ 2,697 |
| #DIV/0! | \$ 401,802 |



| Scoreboard | |
|---|---------------|
| Same Brand as New | Totals |
| # of Purchased Vehicles Retailed | 26 |
| # of Traded Vehicles Retailed | 123 |
| Total # Retail Units | 149 |
| Average Days to Sale | 38.4 |
| Average Advertised Price (Time of Sale) | \$ 18,878 |
| Average Transaction Price | \$ 18,485 |
| Average Market Price at 100% | \$ 18,788 |
| Average Price to Market (Time of Sale) | 100% |
| Average Transaction to Market | 98% |
| Average Transactional Discount | \$ 393 |
| Average Front End Gross | \$ 1,803 |
| Average Finance Gross | \$ 893 |
| PUVR | \$ 2,697 |
| Total Gross (Units&PUVR) | \$ 401,802 |

| Yes | No |
|------------|------------|
| 21 | 5 |
| 63 | 60 |
| 84 | 65 |
| 37.3 | 39.9 |
| \$ 19,180 | \$ 18,096 |
| \$ 18,786 | \$ 18,096 |
| \$ 18,996 | \$ 18,520 |
| 101% | 98% |
| 99% | 98% |
| \$ 394 | \$ 392 |
| \$ 1,799 | \$ 1,808 |
| \$ 1,012 | \$ 740 |
| \$ 2,812 | \$ 2,548 |
| \$ 236,202 | \$ 165,600 |



| Total | | | | | |
|--------------------------|-------------------|-----------------------------|-------------------------------|----------------|------------------------------|
| Days in Inventory | Unit Sales | Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR | % of total unit sales |
| 0 - 30 Days | 92 | \$203,949 | \$71,955 | \$2,999 | 61.74% |
| 31 - 45 Days | 11 | \$22,514 | \$13,207 | \$3,247 | 7.38% |
| 46 - 60 Days | 8 | \$13,903 | \$7,001 | \$2,613 | 5.37% |
| 60 - 90 Days | 17 | \$31,702 | \$19,012 | \$2,983 | 11.41% |
| 90 Days and Over | 21 | (\$3,386) | \$21,945 | \$884 | 14.09% |
| Total | 149 | \$268,682 | \$133,120 | \$2,697 | 100.0% |



\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 % of total unit sales result of dividing unit sales in age bucket by total unit sales

| Purchases | |
|--------------------------|-------------------|
| Days in Inventory | Unit Sales |
| 0 - 30 Days | 12 |
| 31 - 45 Days | 3 |
| 46 - 60 Days | 1 |
| 60 - 90 Days | 3 |
| 90 Days and Over | 7 |
| Total | 26 |

\$ PUVR result of adding Front ()
 % of total unit sales result of di

| Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR |
|----------------------|--------------------|---------|
| \$28,453 | \$17,729 | \$3,849 |
| \$6,125 | \$6,617 | \$4,247 |
| \$2,076 | \$0 | \$2,076 |
| \$2,408 | \$0 | \$803 |
| (\$764) | \$9,177 | \$1,202 |
| \$ 38,298 | \$ 33,523 | \$2,762 |

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
 dividing unit sales in age bucket by total unit sales

| % of total unit sales |
|------------------------------|
| 46.15% |
| 11.54% |
| 3.85% |
| 11.54% |
| 26.92% |
| 100.0% |



| Trade/Curbs | | |
|--------------------------|-------------------|-----------------------------|
| Days in Inventory | Unit Sales | Total Front Gross \$ |
| 0 - 30 Days | 80 | \$175,496 |
| 31 - 45 Days | 8 | \$16,389 |
| 46 - 60 Days | 7 | \$11,827 |
| 60 - 90 Days | 14 | \$29,294 |
| 90 Days and Over | 14 | (\$2,622) |
| Total | 123 | \$230,384 |

\$ PUVR result of adding Front Gross \$\$ and F&I Gross
% of total unit sales result of dividing unit sales in ag



| Total F&I Gross \$ | \$ PUVR | % of total unit sales |
|--------------------|----------------|-----------------------|
| \$54,226 | \$2,872 | 65.04% |
| \$6,590 | \$2,872 | 6.50% |
| \$7,001 | \$2,690 | 5.69% |
| \$19,012 | \$3,450 | 11.38% |
| \$12,768 | \$725 | 11.38% |
| \$99,597 | \$2,683 | 100.0% |

ss \$\$ divided by Number of sales
e bucket by total unit sales

