

| Desk Manager | Finance Manager |
|----------------|-----------------|
| Kelly Winchell | Tyler Shuttle |
| Aaron Keen | Dominic |
| Matt Malson | Daniel Grasty |
| Mark Turner | Andrea Dalton |
| Todd | Aaron Keen |
| | non qaul |
| | Layfield |
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| Sales Consultant | New Car Franchise |
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| House | |
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| Deeb | |
| Mullins | |
| Wilson | |
| Andres | |
| White | |
| Dorado | |
| Pachmayer | |
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| Ratliff | |
| White | |
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| # | 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 |
|-----|------|---------------|------------|---------------|-------------------|-----|---------------------------------|-------------------|----------------------|-----------------|---------------|
| ex. | 2015 | Chevrolet | Equinox | 30 | Yes | No | \$ 15,000 | \$ 13,800 | \$ 15,000 | \$1,500 | \$1,000 |
| 1 | 2014 | Nissan | Exterra | 11 | No | No | \$ 21,500 | \$ 19,200 | \$ 20,000 | \$762 | \$0 |
| 2 | 2006 | Toyota | Tacoma | 6 | No | No | \$ 13,500 | \$ 5,900 | \$ 21,532 | (\$752) | \$0 |
| 3 | 2013 | Kia | Optima | 14 | No | No | \$ 8,400 | \$ 8,400 | \$ 9,438 | \$2,050 | \$1,191 |
| 4 | 2015 | Mitsubishi | Outlander | 32 | No | No | \$ 15,202 | \$ 15,202 | \$ 15,445 | \$1,532 | \$2,848 |
| 5 | 2014 | Nissan | Sentra | 39 | No | No | \$ 8,350 | \$ 7,898 | \$ 10,308 | (\$530) | \$0 |
| 6 | 2012 | Mercedes-Benz | C-Class | 20 | No | No | \$ 14,920 | \$ 14,727 | \$ 16,764 | (\$1,585) | \$2,532 |
| 7 | 2008 | Toyota | Sequoia | 34 | No | No | \$ 13,489 | \$ 12,350 | \$ 13,224 | \$389 | \$20 |
| 8 | 2014 | Toyota | Tundra | 84 | No | No | \$ 30,990 | \$ 28,990 | \$ 36,696 | (\$869) | \$4,849 |
| 9 | 2009 | Toyota | Camry | 1 | No | No | \$ 9,478 | \$ 9,478 | \$ 10,476 | \$1,505 | \$0 |
| 10 | 2010 | Chevrolet | Equinox | 17 | No | No | \$ 9,615 | \$ 9,615 | \$ 8,985 | \$2,365 | \$1,303 |
| 11 | 2016 | Toyota | Camry | 35 | No | No | \$ 16,200 | \$ 15,900 | \$ 16,701 | \$351 | \$0 |
| 12 | 2013 | Toyota | Tacoma | 49 | No | No | \$ 26,785 | \$ 26,000 | \$ 30,095 | (\$457) | \$1,062 |
| 13 | 2001 | Toyota | Tacoma | 8 | No | No | \$ 10,950 | \$ 10,500 | \$ 10,330 | \$1,840 | \$801 |
| 14 | 2012 | Land Rover | LR4 | 29 | NO | No | \$ 24,050 | \$ 24,050 | \$ 25,744 | \$2,442 | \$772 |
| 15 | 2007 | Chevrolet | Avalanch | 37 | No | No | \$ 13,200 | \$ 12,800 | \$ 14,042 | \$454 | \$1,368 |
| 16 | 2016 | Toyota | Rav 4 | 60 | No | No | \$ 19,950 | \$ 19,500 | \$ 23,750 | \$1,085 | \$0 |
| 17 | 2012 | Nissan | Frontier | 26 | No | No | \$ 12,340 | \$ 12,340 | \$ 15,425 | \$1,199 | \$1,697 |
| 18 | 2016 | Jeep | Cherokee | 61 | No | No | \$ 15,250 | \$ 15,250 | \$ 16,944 | \$1,039 | \$719 |
| 19 | 2010 | Toyota | Tacoma | 37 | No | No | \$ 8,885 | \$ 9,185 | \$ 10,331 | \$713 | \$767 |
| 20 | 2016 | Ford | Fusion | 41 | No | No | \$ 13,800 | \$ 13,300 | \$ 15,333 | (\$13) | \$1,136 |
| 21 | 2017 | Lexus | Ix | 62 | No | No | \$ 72,215 | \$ 72,500 | \$ 74,448 | \$241 | \$1,999 |
| 22 | 2015 | Ford | Fusion | 8 | No | No | \$ 16,400 | \$ 14,500 | \$ 16,078 | \$341 | \$312 |
| 23 | 2015 | Honda | Fit | 16 | NO | No | \$ 11,950 | \$ 11,950 | \$ 12,319 | \$1,958 | \$1,751 |
| 24 | 2017 | Ford | Focus | 51 | No | No | \$ 13,350 | \$ 13,350 | \$ 14,670 | (\$373) | \$467 |
| 25 | 2016 | Toyota | Highlander | 16 | No | No | \$ 31,700 | \$ 31,700 | \$ 33,723 | \$1,600 | \$2,898 |
| 26 | 2010 | Acura | MDX | 8 | No | No | \$ 13,000 | \$ 13,000 | \$ 12,745 | \$2,236 | \$0 |
| 27 | 2011 | Subaru | Equator | 10 | Yes | No | \$ 12,500 | \$ 10,900 | \$ 13,681 | \$2,385 | \$625 |
| 28 | 2017 | Honda | Civic | 44 | No | No | \$ 17,750 | \$ 16,926 | \$ 18,489 | \$861 | \$390 |
| 29 | 2015 | Jeep | Wrangler | 25 | No | No | \$ 33,500 | \$ 31,500 | \$ 32,211 | (\$200) | \$951 |
| 30 | 2017 | Toyota | Tacoma | 7 | No | No | \$ 33,400 | \$ 33,140 | \$ 34,081 | \$2,140 | \$3,063 |
| 31 | 2011 | Honda | Accord | 7 | No | No | \$ 13,000 | \$ 12,623 | \$ 13,829 | \$1,662 | \$0 |
| 32 | 2016 | Nissan | Rogue | 15 | Yes | No | \$ 15,880 | \$ 15,880 | \$ 16,040 | \$911 | \$2,146 |
| 33 | 2013 | Toyota | Rav 4 | 42 | No | No | \$ 14,997 | \$ 14,997 | \$ 15,621 | \$660 | \$414 |
| 34 | 2016 | Lincoln | MKX | 2 | No | No | \$ 27,600 | \$ 27,600 | \$ - | (\$1,300) | \$224 |
| 35 | 2017 | Toyota | Camry | 27 | No | No | \$ 17,200 | \$ 16,700 | \$ 17,422 | \$575 | \$2,366 |
| 36 | 2016 | Chrysler | 200 | 45 | No | No | \$ 10,780 | \$ 10,548 | \$ 12,682 | (\$1,292) | \$0 |
| 37 | 2010 | Jeep | Wrangler | 47 | No | No | \$ 21,250 | \$ 21,250 | \$ 23,611 | (\$466) | \$1,569 |
| 38 | 2013 | Nissan | Rogue | 13 | No | No | \$ 11,900 | \$ 11,700 | \$ 12,659 | \$717 | \$0 |
| 39 | 2015 | Nissan | Frontier | 36 | No | No | \$ 18,600 | \$ 18,448 | \$ 19,578 | \$680 | \$0 |
| 40 | 2008 | Toyota | FJ | 30 | NO | No | \$ 12,500 | \$ 12,000 | \$ 12,376 | \$1,239 | \$0 |
| 41 | 2016 | Nissan | Legacy | 14 | Yes | No | \$ 16,899 | \$ 16,899 | \$ 17,069 | \$1,420 | \$101 |
| 42 | 2011 | Chevrolet | Equinox | 14 | no | No | \$ 11,675 | \$ 10,995 | \$ 12,738 | \$301 | \$846 |

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|----|------|-----------|----------|----|-----|----|-----------|-----------|-----------|-----------|---------|
| 43 | 2002 | Toyota | Camry | 29 | No | No | \$ 6,490 | \$ 4,680 | \$ 5,336 | \$385 | \$0 |
| 44 | 2005 | Honda | Pilot | 27 | No | No | \$ 5,990 | \$ 5,050 | \$ 5,681 | \$1,165 | \$0 |
| 45 | 2004 | Nissan | Titan | 20 | no | No | \$ 8,390 | \$ 8,390 | \$ 9,173 | (\$334) | \$208 |
| 46 | 2014 | Toyota | Tundra | 29 | No | No | \$ 33,890 | \$ 32,600 | \$ 35,053 | \$1,122 | \$787 |
| 47 | 2008 | Jeep | Wrangler | 37 | No | No | \$ 14,900 | \$ 13,064 | \$ 14,378 | (\$1,365) | \$184 |
| 48 | 2016 | Toyota | Corolla | 12 | No | No | \$ 15,500 | \$ 15,500 | \$ 14,090 | \$825 | \$154 |
| 49 | 2012 | Chevrolet | Cruze | 9 | No | No | \$ 8,900 | \$ 8,595 | \$ 9,143 | \$1,066 | \$1,022 |
| 50 | 2015 | Toyota | Rav 4 | 54 | no | No | \$ 23,300 | \$ 22,240 | \$ 25,044 | (\$1,240) | \$295 |
| 51 | 2000 | Toyota | Tacoma | 16 | No | No | \$ 7,900 | \$ 7,900 | | \$1,725 | \$102 |
| 52 | 2016 | Honda | Odyssey | 32 | No | No | \$ 31,800 | \$ 30,800 | \$ 31,111 | (\$195) | \$3,122 |
| 53 | 2018 | Toyota | Sienna | 57 | Yes | No | \$ 31,750 | \$ 31,100 | \$ 33,516 | (\$2,516) | \$2,516 |

Scoreboard Totals

| | |
|---|------------|
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 190 |
| % Retailed of Non-New Franchise | 100% |
| Total # Retail Units | 200 |
| Average Days to Sale | 25.5 |
| Average Advertised Price (Time of Sale) | \$ 19,132 |
| Average Transaction Price | \$ 18,512 |
| Average Market Price at 100% | \$ 19,597 |
| Average Price to Market (Time of Sale) | 98% |
| Average Transaction to Market | 94% |
| Average Transactional Discount | \$ 620 |
| Average Front End Gross | \$ 611 |
| Average Finance Gross | \$ 940 |
| PUVR | \$ 1,551 |
| Total Gross (Units & PUVR) | \$ 310,115 |



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| Scoreboard | |
|---|------------|
| Desk Manager | Totals |
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 190 |
| % Retailed of Non-New Franchise | 100% |
| Total # Retail Units | 200 |
| Average Days to Sale | 25.5 |
| Average Advertised Price (Time of Sale) | \$ 19,132 |
| Average Transaction Price | \$ 18,512 |
| Average Market Price at 100% | \$ 19,597 |
| Average Price to Market (Time of Sale) | 98% |
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| Average Transactional Discount | \$ 620 |
| Average Front End Gross | \$ 611 |
| Average Finance Gross | \$ 940 |
| PUVR | \$ 1,551 |
| Total Gross (Units & PUVR) | \$ 310,115 |



| Scoreboard | | |
|---|------------|---------|
| Sales Consultant | Totals | |
| # of Purchased Vehicles Retailed | 10 | 0 |
| # of Traded Vehicles Retailed | 190 | 0 |
| % Retailed of Non-New Franchise | 100% | #DIV/0! |
| Total # Retail Units | 200 | 0 |
| Average Days to Sale | 25.5 | #DIV/0! |
| Average Advertised Price (Time of Sale) | \$ 19,132 | #DIV/0! |
| Average Transaction Price | \$ 18,512 | #DIV/0! |
| Average Market Price at 100% | \$ 19,597 | #DIV/0! |
| Average Price to Market (Time of Sale) | 98% | #DIV/0! |
| Average Transaction to Market | 94% | #DIV/0! |
| Average Transactional Discount | \$ 620 | #DIV/0! |
| Average Front End Gross | \$ 611 | #DIV/0! |
| Average Finance Gross | \$ 940 | #DIV/0! |
| PUVR | \$ 1,551 | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 310,115 | #DIV/0! |



| Scoreboard | |
|---|---------------|
| Finance Manager | Totals |
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 190 |
| % Retailed of Non-New Franchise | 100% |
| Total # Retail Units | 200 |
| Average Days to Sale | 25.5 |
| Average Advertised Price (Time of Sale) | \$ 19,132 |
| Average Transaction Price | \$ 18,512 |
| Average Market Price at 100% | \$ 19,597 |
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| Average Transaction to Market | 94% |
| Average Transactional Discount | \$ 620 |
| Average Front End Gross | \$ 611 |
| Average Finance Gross | \$ 940 |
| PUVR | \$ 1,551 |
| Total Gross (Units & PUVR) | \$ 310,115 |



Scoreboard

| CPO | Totals |
|---|------------|
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 190 |
| Total # Retail Units | 200 |
| Average Days to Sale | 25.5 |
| Average Advertised Price (Time of Sale) | \$ 19,132 |
| Average Transaction Price | \$ 18,512 |
| Average Market Price at 100% | \$ 19,597 |
| Average Price to Market (Time of Sale) | 98% |
| Average Transaction to Market | 94% |
| Average Transactional Discount | \$ 620 |
| Average Front End Gross | \$ 611 |
| Average Finance Gross | \$ 940 |
| PUVR | \$ 1,551 |
| Total Gross (Units & PUVR) | \$ 310,115 |

| Yes | No |
|---------|------------|
| 0 | 10 |
| 0 | 190 |
| 0 | 200 |
| #DIV/0! | 25.5 |
| #DIV/0! | \$ 18,512 |
| #DIV/0! | \$ 18,512 |
| #DIV/0! | \$ 19,597 |
| #DIV/0! | \$ 1 |
| #DIV/0! | 94% |
| #DIV/0! | \$ 620 |
| #DIV/0! | \$ 611 |
| #DIV/0! | \$ 940 |
| #DIV/0! | \$ 1,551 |
| #DIV/0! | \$ 310,115 |

Scoreboard

| Same Brand as New | Totals |
|---|------------|
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 190 |
| Total # Retail Units | 200 |
| Average Days to Sale | 25.5 |
| Average Advertised Price (Time of Sale) | \$ 19,132 |
| Average Transaction Price | \$ 18,512 |
| Average Market Price at 100% | \$ 19,597 |
| Average Price to Market (Time of Sale) | 98% |
| Average Transaction to Market | 94% |
| Average Transactional Discount | \$ 620 |
| Average Front End Gross | \$ 611 |
| Average Finance Gross | \$ 940 |
| PUVR | \$ 1,551 |
| Total Gross (Units & PUVR) | \$ 310,115 |

| Yes | No |
|---------|------------|
| 0 | 10 |
| 0 | 190 |
| 0 | 200 |
| #DIV/0! | 25.5 |
| #DIV/0! | \$ 18,512 |
| #DIV/0! | \$ 18,512 |
| #DIV/0! | \$ 19,597 |
| #DIV/0! | 94% |
| #DIV/0! | 94% |
| #DIV/0! | \$ 620 |
| #DIV/0! | \$ 611 |
| #DIV/0! | \$ 940 |
| #DIV/0! | \$ 1,551 |
| #DIV/0! | \$ 310,115 |

Sales by Age

| Days in Inventory | Unit Sales | Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR | % of Total Unit Sales |
|-------------------|------------|----------------------|--------------------|----------------|-----------------------|
| 0 - 30 Days | 123 | \$127,319 | \$102,842 | \$1,871 | 63.73% |
| 31 - 45 Days | 41 | \$6,887 | \$38,956 | \$1,118 | 21.24% |
| 46 - 60 Days | 22 | (\$6,538) | \$26,729 | \$918 | 11.40% |
| 60 - 90 Days | 6 | (\$3,319) | \$9,885 | \$1,094 | 3.11% |
| 90+ Days | 1 | \$2,238 | \$1,712 | \$3,950 | 0.52% |
| Totals | 193 | \$126,587 | \$180,124 | \$1,589 | 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 | Total Front Gross \$ |
|-------------------|------------|----------------------|
| 0 - 30 Days | 4 | \$2,716 |
| 31 - 45 Days | 1 | (\$433) |
| 46 - 60 Days | 2 | (\$2,693) |
| 60 - 90 Days | 0 | \$0 |
| 90+ Days | 0 | \$0 |
| Totals | 7 | \$ (410) |



\$ PUVR result of adding Front
% of Total Unit Sales result of

| Total F&I Gross \$ | \$ PUVR | % of Total Unit Sales |
|--------------------|----------------|-----------------------|
| \$4,362 | \$1,770 | 57.14% |
| \$0 | (\$433) | 14.29% |
| \$4,764 | \$1,036 | 28.57% |
| \$0 | #DIV/0! | 0.00% |
| \$0 | #DIV/0! | 0.00% |
| \$ 9,126 | \$1,245 | 100.0% |

Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales

Trade/Curbs

| Days in Inventory | Unit Sales | Total Front Gross \$ |
|-------------------|------------|----------------------|
| 0 - 30 Days | 113 | \$115,282 |
| 31 - 45 Days | 39 | \$6,802 |
| 46 - 60 Days | 20 | (\$3,845) |
| 60 - 90 Days | 5 | (\$1,479) |
| 90+ Days | 1 | \$2,238 |
| Totals | 178 | \$118,998 |



\$ PUVR result of adding Front
% of Total Unit Sales result of

| Total F&I Gross \$ | \$ PUVR | % of Total Unit Sales |
|-------------------------------|----------------|------------------------------|
| \$90,652 | \$1,822 | 63.48% |
| \$38,956 | \$1,173 | 21.91% |
| \$21,965 | \$906 | 11.24% |
| \$7,567 | \$1,218 | 2.81% |
| \$1,712 | \$3,950 | 0.56% |
| \$160,852 | \$1,572 | 100.0% |

**Gross \$\$ and F&I Gross \$\$ divided by Number of sales
dividing Unit Sales in Age bucket by Total Unit Sales**