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| Sales Consultant | New Car Franchise |
|------------------|-------------------|
| Levi Lamash | Subaru |
| Allan Dudeck | Subaru |
| Ken Taylor | Subaru |
| Jon Sacknitz | Subaru |
| Levi Lamash | Toyota |
| Brent Evans | Subaru |
| Levi Lamash | Ford |
| Jon Sacknitz | Subaru |
| Richard Charley | Subaru |
| Richard Charley | Subaru |
| Levi Lamash | Jeep |
| Levi Lamash | Subaru |
| Levi Lamash | Subaru |
| Brent Evans | Subaru |
| Mo Gendi | Honda |
| Mo Gendi | Ford |
| Levi Lamash | Volkswagen |
| Levi Lamash | Subaru |
| Richard Charley | Subaru |
| Richard Charley | Subaru |
| Jon Sacknitz | Honda |
| Allan Dudeck | Hyundai |
| Jon Sacknitz | Nissan |
| Levi Lamash | Nissan |
| Brent Evans | Chevrolet |
| Mo Gendi | Subaru |
| Mo Gendi | Subaru |
| Richard Charley | Dodge |
| Mo Gendi | Hyundai |
| Levi Lamash | Ford |
| Allan Dudeck | Subaru |
| Mo Gendi | Volkswagen |
| Mo Gendi | Subaru |
| Mo Gendi | Subaru |
| Richard Charley | Subaru |
| Ken Taylor | Subaru |
| Levi Lamash | Honda |
| Allan Dudeck | Subaru |
| Richard Charley | Subaru |
| Jon Sacknitz | Toyota |
| Allan Dudeck | Subaru |
| Mo Gendi | Subaru |
| Allan Dudeck | Kia |
| Mo Gendi | Toyota |
| Richard Charley | Subaru |
| Levi Lamash | Subaru |



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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 | 2015 | Subaru | XV Crosstrek | 22 | Yes | No | \$ 29,904 | \$ 29,367 | | \$2,133 | \$1,700 |
| 2 | 2017 | Subaru | Outback | 25 | Yes | No | | \$ 21,908 | | \$4,460 | \$100 |
| 3 | 2015 | Subaru | Impreza | 0 | No | No | | \$ 16,995 | | \$0 | \$499 |
| 4 | 2016 | Subaru | Forester | 16 | Yes | No | | \$ 25,883 | | \$3,433 | \$2,235 |
| 5 | 2015 | Toyota | Corolla | 76 | Yes | No | | \$ 16,883 | | \$1,854 | \$1,600 |
| 6 | 2008 | Subaru | Legacy | 8 | No | No | | \$ 6,500 | | \$731 | \$0 |
| 7 | 2013 | Ford | F150 | 29 | No | No | | \$ 26,885 | | \$2,963 | \$100 |
| 8 | 2014 | Subaru | XV Crosstrek | 15 | No | No | | \$ 21,500 | | \$3,721 | \$1,768 |
| 9 | 2015 | Subaru | Outback | 14 | Yes | No | | \$ 24,880 | | \$4,149 | \$4,076 |
| 10 | 2013 | Subaru | XV Crosstrek | 11 | No | No | | \$ 22,880 | | \$3,863 | \$595 |
| 11 | 2011 | Jeep | Wrangler | 52 | No | No | | \$ 16,900 | | \$2,670 | \$1,026 |
| 12 | 2016 | Subaru | Forester | 10 | No | No | | \$ 18,200 | | \$3,685 | \$1,700 |
| 13 | 2015 | Subaru | Outback | 15 | Yes | No | | \$ 21,500 | | \$3,991 | \$4,451 |
| 14 | 2008 | Subaru | Outback | 2 | No | No | | \$ 9,000 | | \$250 | \$0 |
| 15 | 2015 | Honda | Fit | 85 | Yes | No | | \$ 16,500 | | \$2,028 | \$3,601 |
| 16 | 2011 | Ford | Escape | 37 | No | No | | \$ 12,400 | | \$3,473 | \$385 |
| 17 | 2005 | Volkswagen | Passat | 30 | No | No | | \$ 4,500 | | \$3,171 | \$100 |
| 18 | 2014 | Subaru | Forester | 28 | Yes | No | | \$ 14,500 | | \$2,460 | \$100 |
| 19 | 2017 | Subaru | XV Crosstrek | 28 | No | No | | \$ 22,500 | | \$2,856 | \$385 |
| 20 | 2011 | Subaru | Outback | 50 | No | No | | \$ 14,500 | | \$2,145 | \$595 |
| 21 | 2008 | Honda | CRV | 34 | No | No | | \$ 13,900 | | \$1,287 | \$100 |
| 22 | 2014 | Hyundai | Elantra | 76 | No | No | | \$ 12,990 | | \$768 | \$100 |
| 23 | 2009 | Nissan | Altima | 23 | No | No | | \$ 6,500 | | \$3,482 | \$100 |
| 24 | 2006 | Nissan | X-Trail | 15 | No | No | | wholesale | | \$2,192 | \$100 |
| 25 | 2000 | Chevrolet | Surburban | 6 | No | No | | wholesale | | \$499 | \$0 |
| 26 | 2017 | Subaru | Forester | 16 | No | No | | \$ 25,883 | | \$2,944 | \$1,885 |
| 27 | 2011 | Subaru | Impreza | 70 | No | No | | \$ 14,500 | | \$2,283 | \$100 |
| 28 | 2013 | Dodge | Ram 1500 | 82 | No | No | | \$ 19,800 | | \$1,795 | \$100 |
| 29 | 2010 | Hyundai | Elantra | 118 | No | No | | \$ 5,500 | | \$1,485 | \$100 |
| 30 | 2010 | Ford | Edge | 47 | No | No | | \$ 7,504 | | \$1,289 | \$100 |
| 31 | 2014 | Subaru | WRX | 17 | No | No | | \$ 28,666 | | \$4,509 | \$1,885 |
| 32 | 2012 | Volkswagen | Beetle | 82 | No | No | | \$ 12,775 | | \$881 | \$100 |
| 33 | 2012 | Subaru | Forester | 40 | No | No | | \$ 16,696 | | \$2,115 | \$100 |
| 34 | 2017 | Subaru | Impreza | 19 | No | No | | \$ 26,900 | | \$4,061 | \$2,550 |
| 35 | 2012 | Subaru | Forester | 34 | No | No | | \$ 16,579 | | \$1,612 | \$100 |
| 36 | 2016 | Subaru | Foerster | 0 | No | No | | \$ 17,805 | | \$0 | \$1,864 |
| 37 | 2011 | Honda | Civic | 79 | No | No | | \$ 8,845 | | \$1,724 | \$100 |
| 38 | 2015 | Subaru | BRZ | 71 | No | No | | \$ 20,029 | | \$1,715 | \$100 |
| 39 | 2018 | Subaru | Foerster | 24 | Yes | No | | \$ 31,500 | | \$2,362 | \$1,800 |
| 40 | 2006 | Toyota | Tacoma | 67 | No | No | | \$ 21,745 | | \$3,983 | \$100 |
| 41 | 2017 | Subaru | WRX | 39 | No | No | | \$ 30,680 | | \$2,534 | \$385 |
| 42 | 2002 | Subaru | Impreza | 10 | No | No | | \$ 10,200 | | (\$400) | \$0 |
| 43 | 2018 | Kia | Rio | 83 | Yes | No | | \$ 17,706 | | \$1,491 | \$1,100 |
| 44 | 2013 | Toyota | Rav4 | 63 | No | No | | \$ 20,790 | | \$1,996 | \$1,851 |



| Scoreboard Totals | |
|---|------------|
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 36 |
| % Retailed of Non-New Franchise | 28% |
| Total # Retail Units | 46 |
| Average Days to Sale | 37.8 |
| Average Advertised Price (Time of Sale) | \$ 29,904 |
| Average Transaction Price | \$ 17,923 |
| Average Market Price at 100% | #DIV/0! |
| Average Price to Market (Time of Sale) | #DIV/0! |
| Average Transaction to Market | #DIV/0! |
| Average Transactional Discount | #VALUE! |
| Average Front End Gross | \$ 2,334 |
| Average Finance Gross | \$ 989 |
| PUVR | \$ 3,322 |
| Total Gross (Units & PUVR) | \$ 152,830 |

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| Scoreboard | |
|---|------------|
| Desk Manager | Totals |
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 36 |
| % Retailed of Non-New Franchise | 28% |
| Total # Retail Units | 46 |
| Average Days to Sale | 37.8 |
| Average Advertised Price (Time of Sale) | \$ 29,904 |
| Average Transaction Price | \$ 17,923 |
| Average Market Price at 100% | #DIV/0! |
| Average Price to Market (Time of Sale) | #DIV/0! |
| Average Transaction to Market | #DIV/0! |
| Average Transactional Discount | #VALUE! |
| Average Front End Gross | \$ 2,334 |
| Average Finance Gross | \$ 989 |
| PUVR | \$ 3,322 |
| Total Gross (Units & PUVR) | \$ 152,830 |



| Scoreboard | | |
|---|------------|---------|
| Sales Consultant | Totals | |
| # of Purchased Vehicles Retailed | 10 | 0 |
| # of Traded Vehicles Retailed | 36 | 0 |
| % Retailed of Non-New Franchise | 28% | #DIV/0! |
| Total # Retail Units | 46 | 0 |
| Average Days to Sale | 37.8 | #DIV/0! |
| Average Advertised Price (Time of Sale) | \$ 29,904 | #DIV/0! |
| Average Transaction Price | \$ 17,923 | #DIV/0! |
| Average Market Price at 100% | #DIV/0! | #DIV/0! |
| Average Price to Market (Time of Sale) | #DIV/0! | #DIV/0! |
| Average Transaction to Market | #DIV/0! | #DIV/0! |
| Average Transactional Discount | #VALUE! | #DIV/0! |
| Average Front End Gross | \$ 2,334 | #DIV/0! |
| Average Finance Gross | \$ 989 | #DIV/0! |
| PUVR | \$ 3,322 | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 152,830 | #DIV/0! |



| Scoreboard | |
|---|------------|
| Finance Manager | Totals |
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 36 |
| % Retailed of Non-New Franchise | 28% |
| Total # Retail Units | 46 |
| Average Days to Sale | 37.8 |
| Average Advertised Price (Time of Sale) | \$ 29,904 |
| Average Transaction Price | \$ 17,923 |
| Average Market Price at 100% | #DIV/0! |
| Average Price to Market (Time of Sale) | #DIV/0! |
| Average Transaction to Market | #DIV/0! |
| Average Transactional Discount | #VALUE! |
| Average Front End Gross | \$ 2,334 |
| Average Finance Gross | \$ 989 |
| PUVR | \$ 3,322 |
| Total Gross (Units & PUVR) | \$ 152,830 |



Scoreboard

| CPO | Totals |
|---|------------|
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 36 |
| Total # Retail Units | 46 |
| Average Days to Sale | 37.8 |
| Average Advertised Price (Time of Sale) | \$ 29,904 |
| Average Transaction Price | \$ 17,923 |
| Average Market Price at 100% | #DIV/0! |
| Average Price to Market (Time of Sale) | #DIV/0! |
| Average Transaction to Market | #DIV/0! |
| Average Transactional Discount | #VALUE! |
| Average Front End Gross | \$ 2,334 |
| Average Finance Gross | \$ 989 |
| PUVR | \$ 3,322 |
| Total Gross (Units & PUVR) | \$ 152,830 |

| Yes | No |
|---------|------------|
| 0 | 10 |
| 0 | 36 |
| 0 | 46 |
| #DIV/0! | 37.8 |
| #DIV/0! | \$ 17,923 |
| #DIV/0! | \$ 17,923 |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #VALUE! |
| #DIV/0! | \$ 2,334 |
| #DIV/0! | \$ 989 |
| #DIV/0! | \$ 3,322 |
| #DIV/0! | \$ 152,830 |

Scoreboard

| Same Brand as New | Totals |
|---|------------|
| # of Purchased Vehicles Retailed | 10 |
| # of Traded Vehicles Retailed | 36 |
| Total # Retail Units | 46 |
| Average Days to Sale | 37.8 |
| Average Advertised Price (Time of Sale) | \$ 29,904 |
| Average Transaction Price | \$ 17,923 |
| Average Market Price at 100% | #DIV/0! |
| Average Price to Market (Time of Sale) | #DIV/0! |
| Average Transaction to Market | #DIV/0! |
| Average Transactional Discount | #VALUE! |
| Average Front End Gross | \$ 2,334 |
| Average Finance Gross | \$ 989 |
| PUVR | \$ 3,322 |
| Total Gross (Units & PUVR) | \$ 152,830 |

| Yes | No |
|-------------|-----------|
| 8 | 2 |
| 25 | 11 |
| 33 | 13 |
| 29.6 | 58.8 |
| \$ 29,904 | \$ 12,356 |
| \$ 19,778 | \$ 12,356 |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| #DIV/0! | #DIV/0! |
| \$ (18,872) | #VALUE! |
| \$ 2,542 | \$ 1,806 |
| \$ 1,178 | \$ 510 |
| \$ 3,719 | \$ 2,315 |
| \$ 122,730 | \$ 30,100 |

Sales by Age

| Days in Inventory | Unit Sales | Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR | % of Total Unit Sales |
|-------------------|------------|----------------------|--------------------|----------------|-----------------------|
| 0 - 30 Days | 22 | \$61,515 | \$25,630 | \$3,961 | 50.00% |
| 31 - 45 Days | 7 | \$17,723 | \$6,819 | \$3,506 | 15.91% |
| 46 - 60 Days | 3 | \$6,104 | \$1,721 | \$2,608 | 6.82% |
| 60 - 90 Days | 11 | \$20,518 | \$8,852 | \$2,670 | 25.00% |
| 90+ Days | 1 | \$1,485 | \$100 | \$1,585 | 2.27% |
| Totals | 44 | \$107,345 | \$43,122 | \$3,420 | 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 | 7 | \$22,988 |
| 31 - 45 Days | 0 | \$0 |
| 46 - 60 Days | 0 | \$0 |
| 60 - 90 Days | 3 | \$5,373 |
| 90+ Days | 0 | \$0 |
| Totals | 10 | \$ 28,361 |



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

| Total F&I Gross \$ | \$ PUVR | % of Total Unit Sales |
|--------------------|----------------|-----------------------|
| \$14,462 | \$5,350 | 70.00% |
| \$0 | #DIV/0! | 0.00% |
| \$0 | #DIV/0! | 0.00% |
| \$6,301 | \$3,891 | 30.00% |
| \$0 | #DIV/0! | 0.00% |
| \$ 20,763 | \$4,912 | 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 | 15 | \$38,527 |
| 31 - 45 Days | 7 | \$17,723 |
| 46 - 60 Days | 3 | \$6,104 |
| 60 - 90 Days | 8 | \$15,145 |
| 90+ Days | 1 | \$1,485 |
| Totals | 34 | \$78,984 |



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

| Total F&I Gross \$ | \$ PUVR | % of Total Unit Sales |
|-------------------------------|----------------|------------------------------|
| \$11,168 | \$3,313 | 44.12% |
| \$6,819 | \$3,506 | 20.59% |
| \$1,721 | \$2,608 | 8.82% |
| \$2,551 | \$2,212 | 23.53% |
| \$100 | \$1,585 | 2.94% |
| \$22,359 | \$2,981 | 100.0% |

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