

| Desk Manager(s) | Finance Manager(s) |
|-----------------|--------------------|
| DJ Deery        | Marshall           |
| Dustin Deery    | Jake               |
| Shane McCollow  | Cassidy            |
| Jeremy Wilson   | Tammy              |
| Bob Nemmers     |                    |
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| #   | Year | Make      | Model          | Days in Stock | Source              | CPO | Advertised Price (Time of Sale) | Transaction Price | Advertised Price to Market % (Time of Sale) | Front End Gross | Finance Gross |
|-----|------|-----------|----------------|---------------|---------------------|-----|---------------------------------|-------------------|---|-----------------|---------------|
| ex. | 2015 | Chevrolet | Equinox        | 30            | Trade on New        | No  | \$ 15,000                       | \$ 13,800         | 95%   | \$1,500         | \$1,000       |
| 1   | 2018 | Ram       | 1500           | 26            | Street/Curb Buy     | No  | \$ 37,866                       | \$ 37,866         | 98%   | \$3,599         | \$0           |
| 2   | 2018 | Buick     | Lacrosse       | 98            | Auction/Wholesale   | No  | \$ 23,755                       | \$ 23,750         | 91%   | (\$929)         | \$0           |
| 3   | 2014 | Toyota    | Camry          | 42            | Trade on New        | Yes | \$ 14,000                       | \$ 14,000         | 97%   | \$1,529         | \$1,575       |
| 4   | 2011 | Chevrolet | Silverado 2500 | 12            | Trade on New        | No  | \$ 31,340                       | \$ 30,000         | 99%   | \$2,401         | \$958         |
| 5   | 2016 | Toyota    | Tacoma         | 57            | Loaner/Rental Fleet | Yes | \$ 32,024                       | \$ 32,024         | 95%   | \$1,059         | \$2,087       |
| 6   | 2011 | Chevrolet | Equinox        | 17            | Trade on Used       | No  | \$ 8,830                        | \$ 8,512          | 95%   | \$1,687         | \$504         |
| 7   | 2013 | Hyundai   | Elantra        | 31            | Trade on New        | No  | \$ 8,102                        | \$ 8,102          | 99%   | \$1,354         | \$1,858       |
| 8   | 2015 | Audi      | Q7             | 40            | Auction/Wholesale   | No  | \$ 25,028                       | \$ 25,028         | 96%   | \$1,686         | \$1,000       |
| 9   | 2018 | Nissan    | Pathfinder     | 20            | Auction/Wholesale   | No  | \$ 20,903                       | \$ 20,903         | 101%  | (\$1,700)       | \$1,199       |
| 10  | 2013 | Toyota    | Highlander     | 13            | Trade on Used       | No  | \$ 14,525                       | \$ 14,000         | 100%  | \$2,369         | \$100         |
| 11  | 2018 | Subaru    | Outback        | 31            | Auction/Wholesale   | No  | \$ 19,250                       | \$ 19,250         | 99%   | (\$332)         | \$0           |
| 12  | 2013 | Lexus     | RX 350         | 49            | Auction/Wholesale   | No  | \$ 19,663                       | \$ 19,400         | 94%   | \$0             | \$436         |
| 13  | 2018 | Toyota    | Highlander     | 63            | Auction/Wholesale   | Yes | \$ 36,544                       | \$ 36,544         | 93%   | (\$1,599)       | \$2,379       |
| 14  | 2013 | Subaru    | Outback        | 24            | Trade on Used       | No  | \$ 11,318                       | \$ 11,000         | 101%  | \$2,134         | \$382         |
| 15  | 2013 | Chevrolet | Cruze          | 22            | Trade on Used       | No  | \$ 9,678                        | \$ 9,678          | 101%  | \$3,100         | \$480         |
| 16  | 2016 | Ram       | 2500           | 22            | Trade on Used       | No  | \$ 45,950                       | \$ 45,950         | 104%  | \$1,400         | \$2,482       |
| 17  | 2012 | Ford      | F-250          | 15            | Trade on Used       | No  | \$ 33,350                       | \$ 32,400         | 101%  | \$2,475         | \$0           |
| 18  | 2016 | Toyota    | Rav4           | 43            | Trade on New        | Yes | \$ 19,300                       | \$ 18,350         | 95%   | \$843           | \$1,429       |
| 19  | 2018 | Ram       | 1500           | 31            | Auction/Wholesale   | No  | \$ 33,400                       | \$ 33,400         | 98%   | \$1,177         | \$2,706       |
| 20  | 2016 | Toyota    | Camry          | 105           | Auction/Wholesale   | No  | \$ 13,700                       | \$ 12,437         | 98%   | (\$1,000)       | \$0           |
| 21  | 2013 | Maserati  | GranTurismo    | 24            | Street/Curb Buy     | No  | \$ 39,957                       | \$ 37,400         | 100%  | \$2,069         | \$0           |
| 22  | 2017 | Dodge     | Challenger     | 38            | Auction/Wholesale   | No  | \$ 25,900                       | \$ 25,900         | 97%   | (\$562)         | \$3,325       |
| 23  | 2015 | Dodge     | Durango        | 42            | Trade on New        | No  | \$ 22,321                       | \$ 22,150         | 94%   | \$828           | \$275         |
| 24  | 2008 | Toyota    | Highlander     | 3             | Trade on Used       | No  | \$ 10,936                       | \$ 10,936         | 103%  | \$2,058         | \$0           |
| 25  | 2018 | GMC       | Terrain        | 19            | Trade on Used       | No  | \$ 32,699                       | \$ 31,821         | 98%   | \$496           | \$400         |
| 26  | 2018 | Toyota    | Camry          | 68            | Auction/Wholesale   | Yes | \$ 23,600                       | \$ 21,275         | 101%  | \$450           | \$367         |
| 27  | 2015 | Toyota    | Highlander     | 67            | Auction/Wholesale   | Yes | \$ 19,439                       | \$ 19,439         | 94%   | (\$300)         | \$2,231       |
| 28  | 2016 | Toyota    | Highlander     | 37            | Auction/Wholesale   | No  | \$ 20,310                       | \$ 20,310         | 98%   | (\$1,817)       | \$880         |
| 29  | 2014 | Lexus     | ES 350         | 22            | Auction/Wholesale   | No  | \$ 18,303                       | \$ 17,900         | 100%  | \$1,346         | \$275         |
| 30  | 2014 | Ford      | Fusion         | 22            | Trade on New        | No  | \$ 12,863                       | \$ 12,500         | 98%   | \$1,920         | \$0           |
| 31  | 2013 | Lexus     | GS 350         | 1             | Auction/Wholesale   | No  | \$ 23,900                       | \$ 23,500         | 101%  | \$400           | \$0           |
| 32  | 2012 | Chevrolet | Suburban       | 22            | Auction/Wholesale   | No  | \$ 21,000                       | \$ 21,000         | 99%   | \$2,787         | \$2,706       |
| 33  | 2018 | Dodge     | Grand Caravan  | 46            | Auction/Wholesale   | No  | \$ 19,796                       | \$ 19,796         | 95%   | \$400           | \$506         |
| 34  | 2013 | Toyota    | Camry          | 1             | Trade on Used       | No  | \$ 13,000                       | \$ 12,600         | 102%  | \$2,875         | \$575         |
| 35  | 2010 | Toyota    | Corolla        | 33            | Trade on Used       | No  | \$ 8,636                        | \$ 8,636          | 98%   | \$2,310         | \$1,497       |
| 36  | 2018 | Nissan    | Maxima         | 88            | Auction/Wholesale   | No  | \$ 23,775                       | \$ 23,300         | 92%   | \$1,024         | \$240         |
| 37  | 2018 | Ram       | 1500           | 49            | Trade on New        | No  | \$ 42,650                       | \$ 42,000         | 96%   | \$1,550         | \$498         |
| 38  | 2014 | Toyota    | Corolla        | 12            | Auction/Wholesale   | Yes | \$ 12,700                       | \$ 12,100         | 99%   | (\$245)         | \$100         |
| 39  | 2018 | Ford      | Edge           | 37            | Auction/Wholesale   | No  | \$ 27,574                       | \$ 27,274         | 97%   | \$924           | \$503         |
| 40  | 2008 | Chevrolet | Silverado 1500 | 56            | Trade on Used       | No  | \$ 9,995                        | \$ 9,289          | 92%   | \$2,126         | \$0           |
| 41  | 2015 | Chevrolet | Escalade       | 12            | Auction/Wholesale   | No  | \$ 38,700                       | \$ 37,200         | 100%  | \$1,125         | \$0           |
| 42  | 2017 | Toyota    | Highlander     | 56            | Trade on New        | Yes | \$ 31,691                       | \$ 31,000         | 99%   | \$791           | \$0           |
| 43  | 2018 | Chevrolet | Silverado 3500 | 60            | Auction/Wholesale   | No  | \$ 50,389                       | \$ 50,389         | 97%   | (\$3,000)       | \$0           |
| 44  | 2016 | Chevrolet | Colorado       | 60            | Auction/Wholesale   | No  | \$ 25,590                       | \$ 25,273         | 96%   | (\$1,129)       | \$0           |

|    |      |           |                |    |                   |     |    |        |    |        |      |           |         |
|----|------|-----------|----------------|----|-------------------|-----|----|--------|----|--------|------|-----------|---------|
| 45 | 2015 | Toyota    | 4runner        | 97 | Trade on Used     | Yes | \$ | 31,000 | \$ | 31,000 | 91%  | \$438     | \$2,757 |
| 46 | 2018 | Toyota    | Corolla        | 26 | Trade on New      | Yes | \$ | 16,354 | \$ | 16,250 | 95%  | \$827     | \$300   |
| 47 | 2016 | Toyota    | Rav4           | 19 | LBO Customer      | Yes | \$ | 19,735 | \$ | 19,735 | 97%  | \$3,084   | \$0     |
| 48 | 2016 | Toyota    | Avalon         | 80 | Trade on New      | Yes | \$ | 20,942 | \$ | 20,300 | 93%  | (\$706)   | \$3,469 |
| 49 | 2010 | Chevrolet | Equinox        | 10 | Trade on Used     | No  | \$ | 9,500  | \$ | 8,736  | 94%  | \$941     | \$766   |
| 50 | 2017 | Toyota    | Corolla        | 61 | Auction/Wholesale | Yes | \$ | 12,500 | \$ | 12,500 | 94%  | (\$1,511) | \$0     |
| 51 | 2008 | Buick     | Enclave        | 20 | Trade on Used     | No  | \$ | 10,350 | \$ | 10,000 | 103% | \$282     | \$108   |
| 52 | 2016 | Dodge     | Durango        | 19 | Trade on New      | No  | \$ | 27,927 | \$ | 27,300 | 100% | \$1,773   | \$648   |
| 53 | 2015 | Chevrolet | Silverado 1500 | 42 | Trade on Used     | No  | \$ | 29,033 | \$ | 27,951 | 97%  | \$218     | \$0     |

## Scoreboard Totals

|  |            |
|--|------------|
| % Retailed of Non-New Franchise          | 62%        |
| Total # Retail Units                     | 199        |
| Average Days to Sale                     | 43.0       |
| Average Advertised Price (Time of Sale)  | \$ 21,979  |
| Average Transaction Price                | \$ 21,732  |
| Average Market Price at 100%             | \$ 22,851  |
| Average Price to Market % (Time of Sale) | 96%        |
| Average Transaction to Market            | 95%        |
| Average Transactional Discount           | \$ 247     |
| Average Front End Gross                  | \$ 720     |
| Average Finance Gross                    | \$ 847     |
| PUVR                                     | \$ 1,567   |
| Total Gross (Units & PUVR)               | \$ 311,819 |
| GROI                                     | 60%        |



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| Scoreboard                               |            |              |
|--|------------|--------------|
| Desk Manager                             | Totals     | Dustin Deery |
| % Retailed of Non-New Franchise          | 62%        | 70%          |
| Total # Retail Units                     | 199        | 63           |
| Average Days to Sale                     | 43.0       | 43.4         |
| Average Advertised Price (Time of Sale)  | \$ 21,979  | \$ 23,168    |
| Average Transaction Price                | \$ 21,732  | \$ 22,925    |
| Average Market Price at 100%             | \$ 22,851  | \$ 24,149    |
| Average Price to Market % (Time of Sale) | 96%        | 96%          |
| Average Transaction to Market %          | 95%        | 95%          |
| Average Transactional Discount           | \$ 247     | \$ 243       |
| Average Front End Gross                  | \$ 720     | \$ 747       |
| Average Finance Gross                    | \$ 847     | \$ 964       |
| PUVR                                     | \$ 1,567   | \$ 1,711     |
| Total Gross (Units & PUVR)               | \$ 311,819 | \$ 107,795   |
| GROI                                     | 60%        | 62%          |



| DJ Deery  | Shane McCollow | Jeremy Wilson |
|-----------|----------------|---------------|
| 56%       | 57%            | 64%           |
| 16        | 77             | 39            |
| 41.7      | 42.6           | 45.3          |
| \$ 19,988 | \$ 22,118      | \$ 20,675     |
| \$ 19,815 | \$ 21,787      | \$ 20,548     |
| \$ 20,711 | \$ 23,006      | \$ 21,538     |
| 97%       | 96%            | 96%           |
| 96%       | 95%            | 95%           |
| \$ 174    | \$ 332         | \$ 128        |
| \$ 1,109  | \$ 573         | \$ 690        |
| \$ 423    | \$ 805         | \$ 865        |
| \$ 1,532  | \$ 1,378       | \$ 1,554      |
| \$ 24,511 | \$ 106,120     | \$ 60,618     |
| 67%       | 53%            | 60%           |

| Bob Nemmers |         |         |
|-------------|---------|---------|
| 50%         | #DIV/0! | #DIV/0! |
| 4           | 0       | 0       |
| 28.5        | #DIV/0! | #DIV/0! |
| \$ 21,254   | #DIV/0! | #DIV/0! |
| \$ 21,096   | #DIV/0! | #DIV/0! |
| \$ 22,122   | #DIV/0! | #DIV/0! |
| 96%         | #DIV/0! | #DIV/0! |
| 95%         | #DIV/0! | #DIV/0! |
| \$ 157      | #DIV/0! | #DIV/0! |
| \$ 1,884    | #DIV/0! | #DIV/0! |
| \$ 1,310    | #DIV/0! | #DIV/0! |
| \$ 3,194    | #DIV/0! | #DIV/0! |
| \$ 12,775   | #DIV/0! | #DIV/0! |
| 191%        | #DIV/0! | #DIV/0! |





| Scoreboard                               |            |         |
|--|------------|---------|
| Sales Consultant                         | Totals     |         |
| % Retailed of Non-New Franchise          | 62%        | #DIV/0! |
| Total # Retail Units                     | 199        | 0       |
| Average Days to Sale                     | 43.0       | #DIV/0! |
| Average Advertised Price (Time of Sale)  | \$ 21,979  | #DIV/0! |
| Average Transaction Price                | \$ 21,732  | #DIV/0! |
| Average Market Price at 100%             | \$ 22,851  | #DIV/0! |
| Average Price to Market % (Time of Sale) | 96%        | #DIV/0! |
| Average Transaction to Market %          | 95%        | #DIV/0! |
| Average Transactional Discount           | \$ 247     | #DIV/0! |
| Average Front End Gross                  | \$ 720     | #DIV/0! |
| Average Finance Gross                    | \$ 847     | #DIV/0! |
| PUVR                                     | \$ 1,567   | #DIV/0! |
| Total Gross (Units & PUVR)               | \$ 311,819 | #DIV/0! |
| GROI                                     | 60%        | #DIV/0! |











































| Scoreboard                               |            |         |
|--|------------|---------|
| Finance Manager                          | Totals     |         |
| % Retailed of Non-New Franchise          | 62%        | #DIV/0! |
| Total # Retail Units                     | 199        | 0       |
| Average Days to Sale                     | 43.0       | #DIV/0! |
| Average Advertised Price (Time of Sale)  | \$ 21,979  | #DIV/0! |
| Average Transaction Price                | \$ 21,732  | #DIV/0! |
| Average Market Price at 100%             | \$ 22,851  | #DIV/0! |
| Average Price to Market % (Time of Sale) | 96%        | #DIV/0! |
| Average Transaction to Market %          | 95%        | #DIV/0! |
| Average Transactional Discount           | \$ 247     | #DIV/0! |
| Average Front End Gross                  | \$ 720     | #DIV/0! |
| Average Finance Gross                    | \$ 847     | #DIV/0! |
| PUVR                                     | \$ 1,567   | #DIV/0! |
| Total Gross (Units & PUVR)               | \$ 311,819 | #DIV/0! |
| GROI                                     | 60%        | #DIV/0! |









## Scoreboard

| CPO                                      | Totals     | Yes       |
|--|------------|-----------|
| Total # Retail Units                     | 199        | 50        |
| Average Days to Sale                     | 43.0       | 43.6      |
| Average Advertised Price (Time of Sale)  | \$ 21,979  | \$ 22,441 |
| Average Transaction Price                | \$ 21,732  | \$ 22,227 |
| Average Market Price at 100%             | \$ 22,851  | \$ 23,337 |
| Average Price to Market % (Time of Sale) | 96%        | 96%       |
| Average Transaction to Market %          | 95%        | 95%       |
| Average Transactional Discount           | \$ 247     | \$ 213    |
| Average Front End Gross                  | \$ 720     | \$ 235    |
| Average Finance Gross                    | \$ 847     | \$ 1,070  |
| PUVR                                     | \$ 1,567   | \$ 1,305  |
| Total Gross (Units & PUVR)               | \$ 311,819 | \$ 65,255 |
| GROI                                     | 60%        | 48%       |



| No |         |
|----|---------|
|    | 149     |
|    | 42.8    |
| \$ | 21,566  |
| \$ | 21,566  |
| \$ | 22,724  |
|    | 95%     |
|    | 95%     |
| \$ | 259     |
| \$ | 883     |
| \$ | 772     |
| \$ | 1,655   |
| \$ | 246,564 |
|    | 64%     |

## Scoreboard

| Same Brand as New                        | Totals     | Yes        |
|--|------------|------------|
| Total # Retail Units                     | 199        | 75         |
| Average Days to Sale                     | 43.0       | 41.3       |
| Average Advertised Price (Time of Sale)  | \$ 21,979  | \$ 21,085  |
| Average Transaction Price                | \$ 21,732  | \$ 20,876  |
| Average Market Price at 100%             | \$ 22,851  | \$ 21,869  |
| Average Price to Market % (Time of Sale) | 96%        | 96%        |
| Average Transaction to Market %          | 95%        | 95%        |
| Average Transactional Discount           | \$ 247     | \$ 208     |
| Average Front End Gross                  | \$ 720     | \$ 563     |
| Average Finance Gross                    | \$ 847     | \$ 875     |
| PUVR                                     | \$ 1,567   | \$ 1,438   |
| Total Gross (Units & PUVR)               | \$ 311,819 | \$ 107,881 |
| GROI                                     | 60%        | 60%        |



| No |         |
|----|---------|
|    | 124     |
|    | 44.1    |
| \$ | 22,249  |
| \$ | 22,249  |
| \$ | 23,488  |
|    | 95%     |
|    | 95%     |
| \$ | 271     |
| \$ | 815     |
| \$ | 829     |
| \$ | 1,645   |
| \$ | 203,938 |
|    | 60%     |

## Scoreboard

| Source                          | Totals     | Trade on New |
|---------------------------------|------------|--------------|
| Total # Retail Units            | 199        | 42           |
| % of Retail Units               | 100%       | 21%          |
| % Retailed of Off-Brand         | 62%        | 33%          |
| Average Days to Sale            | 43.0       | 36.6         |
| Average Transaction Price       | \$ 21,732  | \$ 22,656    |
| Average Transaction to Market % | 95%        | 95%          |
| Average Transactional Discount  | \$ 247     | \$ 317       |
| Average Front End Gross         | \$ 720     | \$ 1,260     |
| Average Finance Gross           | \$ 847     | \$ 914       |
| PUVR                            | \$ 1,567   | \$ 2,174     |
| Total Gross (Units & PUVR)      | \$ 311,819 | \$ 91,292    |
| GROI                            | 60%        | 94%          |



| Trade on Used | Street/Curb buy | Auction/wholesale |
|---------------|-----------------|-------------------|
| 49            | 3               | 97                |
| 25%           | 2%              | 49%               |
| 82%           | 100%            | 68%               |
| 40.6          | 17.0            | 47.2              |
| \$ 16,932     | \$ 30,589       | \$ 23,583         |
| 95%           | 98%             | 95%               |
| \$ 292        | \$ 852          | \$ 191            |
| \$ 1,415      | \$ 2,179        | \$ 124            |
| \$ 697        | \$ -            | \$ 917            |
| \$ 2,112      | \$ 2,179        | \$ 1,040          |
| \$ 103,502    | \$ 6,536        | \$ 100,903        |
| 111%          | 151%            | 34%               |

| Loaner/rental fleet | LBO customer | LBO OEM/Leasing co. |
|---------------------|--------------|---------------------|
| 1                   | 7            | 0                   |
| 1%                  | 4%           | 0%                  |
| 0%                  | 14%          | #DIV/0!             |
| 57.0                | 50.0         | #DIV/0!             |
| \$ 32,024           | \$ 18,871    | #DIV/0!             |
| 95%                 | 94%          | #DIV/0!             |
| \$ -                | \$ 71        | #DIV/0!             |
| \$ 1,059            | \$ 214       | #DIV/0!             |
| \$ 2,087            | \$ 706       | #DIV/0!             |
| \$ 3,146            | \$ 920       | #DIV/0!             |
| \$ 3,146            | \$ 6,440     | #DIV/0!             |
| 62%                 | 35%          | #DIV/0!             |



## Scoreboard

| Age                             | Totals     | 0-30 days  |
|---------------------------------|------------|------------|
| Total # Retail Units            | 199        | 84         |
| % of Retail Units               | 100%       | 42%        |
| % Retailed of Off-Brand         | 62%        | 62%        |
| Average Days to Sale            | 43.0       | 17.1       |
| Average Transaction Price       | \$ 21,732  | \$ 20,483  |
| Average Transaction to Market % | 95%        | 97%        |
| Average Transactional Discount  | \$ 247     | \$ 324     |
| Average Front End Gross         | \$ 720     | \$ 1,580   |
| Average Finance Gross           | \$ 847     | \$ 703     |
| PUVR                            | \$ 1,567   | \$ 2,283   |
| Total Gross (Units & PUVR)      | \$ 311,819 | \$ 191,797 |
| GROI                            | 60%        | 235%       |



| 31-45 days | 46-60 days | 61-90 days | 90+ days  |
|------------|------------|------------|-----------|
| 40         | 29         | 31         | 15        |
| 20%        | 15%        | 16%        | 8%        |
| 65%        | 66%        | 58%        | 60%       |
| 38.7       | 52.2       | 71.8       | 122.9     |
| \$ 21,223  | \$ 24,676  | \$ 23,342  | \$ 21,060 |
| 96%        | 95%        | 91%        | 90%       |
| \$ 166     | \$ 178     | \$ 269     | \$ 127    |
| \$ 546     | \$ (64)    | \$ (195)   | \$ (223)  |
| \$ 962     | \$ 836     | \$ 1,073   | \$ 896    |
| \$ 1,508   | \$ 772     | \$ 877     | \$ 673    |
| \$ 60,335  | \$ 22,394  | \$ 27,199  | \$ 10,094 |
| 66%        | 22%        | 19%        | 9%        |