

| Desk Manager(s) | Finance Manager(s) |
|-----------------|--------------------|
| Toni Thomas     | CHARLIE STATON II  |
| Steve Bonsall   | Amanda Vollmer     |
| Toni Thomas     |                    |
| Steve Bonsall   |                    |
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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   | 2013 | Volkswagen | Passat     | 63            | Auction/Wholesale   | YES | \$ 12,466                       | \$ 12,000         | 87%   | (\$1,857)       | \$26          |
| 2   | 2014 | Toyota     | Corolla    | 7             | Trade on New        | No  | \$ 7,150                        | \$ 7,150          | 69%   | \$100           | \$0           |
| 3   | 2017 | Volkswagen | Tiguan     | 57            | Auction/Wholesale   | Yes | \$ 17,444                       | \$ 16,601         | 83%   | (\$2,815)       | \$0           |
| 4   | 2012 | Volkswagen | Passat TDI | 51            | Auction/Wholesale   | YES | \$ 10,534                       | \$ 10,993         | 103%  | (\$158)         | \$0           |
| 5   | 2014 | Volkswagen | Passat TDI | 57            | Auction/Wholesale   | YES | \$ 9,255                        | \$ 9,101          | 100%  | \$2,232         | \$0           |
| 6   | 2011 | Volkswagen | Jetta      | 16            | Trade on Used       | No  | \$ 7,488                        | \$ 7,089          | 124%  | \$28            | \$0           |
| 7   | 2014 | Volkswagen | Passat TDI | 33            | Auction/Wholesale   | YES | \$ 12,481                       | \$ 12,301         | 94%   | \$24            | \$0           |
| 8   | 2012 | Volkswagen | Jetta TDI  | 70            | Auction/Wholesale   | YES | \$ 9,966                        | \$ 9,601          | 106%  | (\$1,891)       | \$0           |
| 9   | 2015 | Volkswagen | cc         | 23            | Auction/Wholesale   | YES | \$ 15,981                       | \$ 15,101         | 95%   | (\$1,566)       | \$0           |
| 10  | 2013 | Volkswagen | Beetle TDI | 81            | Auction/Wholesale   | YES | \$ 9,488                        | \$ 9,000          | 68%   | (\$1,908)       | \$0           |
| 11  | 2017 | Volkswagen | Jetta      | 69            | Trade on New        | YES | \$ 14,966                       | \$ 14,966         | 84%   | (\$1,593)       | \$535         |
| 12  | 2012 | Volkswagen | Jetta TDI  | 60            | Auction/Wholesale   | YES | \$ 10,455                       | \$ 10,155         | 114%  | \$2,045         | \$0           |
| 13  | 2018 | Volkswagen | Golf GTI   | 15            | Street/Curb Buy     | Yes | \$ 22,981                       | \$ 22,981         | 101%  | \$1,094         | \$1,482       |
| 14  | 2018 | Volkswagen | Jetta      | 21            | Auction/Wholesale   | YES | \$ 14,981                       | \$ 14,981         | 101%  | (\$1,599)       | \$1,300       |
| 15  | 2012 | Volkswagen | Passat     | 46            | Auction/Wholesale   | YES | \$ 11,444                       | \$ 11,444         | 102%  | (\$233)         | \$100         |
| 16  | 2018 | Volkswagen | Jetta      | 23            | Loaner/Rental Fleet | YES | \$ 22,981                       | \$ 22,981         | 96%   | (\$2,270)       | \$300         |
| 17  | 2014 | Volkswagen | Jetta TDI  | 46            | Auction/Wholesale   | YES | \$ 11,455                       | \$ 11,455         | 92%   | (\$1,345)       | \$640         |
| 18  | 2012 | Volkswagen | Passat TDI | 45            | Auction/Wholesale   | YES | \$ 11,844                       | \$ 11,445         | 111%  | (\$433)         | \$200         |
| 19  | 2015 | Volkswagen | Golf GTI   | 26            | Auction/Wholesale   | Yes | \$ 12,922                       | \$ 12,922         | 103%  | (\$2,191)       | \$133         |
| 20  | 2011 | Volkswagen | Golf TDI   | 43            | Auction/Wholesale   | No  | \$ 10,433                       | \$ 10,034         | 106%  | (\$1,757)       | \$754         |
| 21  | 2019 | Volkswagen | Jetta      | 68            | Loaner/Rental Fleet | YES | \$ 15,466                       | \$ 15,466         | 88%   | (\$777)         | \$1,533       |
| 22  | 2014 | Chevrolet  | Traverse   | 31            | Trade on Used       | No  | \$ 13,922                       | \$ 13,922         | 112%  | (\$1,388)       | \$1,604       |
| 23  | 2011 | Volkswagen | Jetta TDI  | 48            | Auction/Wholesale   | No  | \$ 9,899                        | \$ 9,866          | 104%  | \$78            | \$1,998       |
| 24  | 2012 | Volkswagen | Passat TDI | 46            | Auction/Wholesale   | No  | \$ 10,944                       | \$ 10,944         | 95%   | \$349           | \$4,324       |
| 25  | 2018 | Volkswagen | Passat     | 34            | Loaner/Rental Fleet | Yes | \$ 19,993                       | \$ 19,993         | 94%   | \$726           | \$710         |
| 26  | 2017 | Audi       | A4         | 37            | Auction/Wholesale   | No  | \$ 24,999                       | \$ 24,993         | 99%   | (\$716)         | \$775         |
| 27  | 2019 | Volkswagen | Jetta      | 48            | Loaner/Rental Fleet | YES | \$ 15,766                       | \$ 15,776         | 91%   | (\$515)         | \$2,576       |
| 28  | 2016 | Volkswagen | Beetle     | 68            | Auction/Wholesale   | No  | \$ 10,466                       | \$ 10,466         | 69%   | (\$2,246)       | \$200         |
| 29  | 2016 | Toyota     | Corolla    | 38            | Other               | No  | \$ 12,833                       | \$ 12,833         | 85%   | \$259           | \$200         |
| 30  | 2014 | Volkswagen | Jetta TDI  | 72            | Auction/Wholesale   | YES | \$ 11,966                       | \$ 11,567         | 96%   | (\$1,272)       | \$62          |
| 31  | 2014 | Volkswagen | Passat TDI | 62            | Auction/Wholesale   | YES | \$ 12,444                       | \$ 12,444         | 91%   | (\$339)         | \$2,254       |
| 32  | 2013 | Volkswagen | Passat TDI | 73            | Auction/Wholesale   | YES | \$ 12,644                       | \$ 12,644         | 97%   | (\$3,193)       | \$1,613       |
| 33  | 2011 | Volkswagen | Golf TDI   | 30            | Auction/Wholesale   | No  | \$ 9,822                        | \$ 9,750          | 99%   | (\$2,484)       | \$1,512       |
| 34  | 2015 | Volkswagen | Jetta TDI  | 63            | Auction/Wholesale   | YES | \$ 12,466                       | \$ 12,091         | 88%   | (\$341)         | \$118         |
| 35  | 2016 | Volkswagen | GTI        | 27            | Auction/Wholesale   | YES | \$ 23,481                       | \$ 23,481         | 100%  | \$4,471         | \$3,512       |
| 36  | 2017 | Nissan     | Versa      | 63            | Auction/Wholesale   | No  | \$ 8,966                        | \$ 8,966          | 87%   | (\$3,180)       | \$2,243       |
| 37  | 2013 | Volkswagen | Jetta      | 16            | Trade on New        | YES | \$ 11,601                       | \$ 11,601         | 104%  | \$198           | \$547         |
| 38  | 2018 | Volkswagen | Atlas      | 36            | Loaner/Rental Fleet | YES | \$ 28,733                       | \$ 28,733         | 101%  | (\$1,687)       | \$667         |
| 39  | 2015 | Volkswagen | Passat     | 31            | Loaner/Rental Fleet | YES | \$ 14,222                       | \$ 14,222         | 103%  | (\$3,195)       | \$200         |
| 40  | 2012 | Volkswagen | Beetle TDI | 33            | Auction/Wholesale   | YES | \$ 11,855                       | \$ 11,456         | 101%  | (\$871)         | \$2,013       |
| 41  | 2018 | Volkswagen | Beetle     | 27            | Loaner/Rental Fleet | Yes | \$ 18,422                       | \$ 17,601         | 94%   | \$735           | \$180         |
| 42  | 2016 | Mini       | Cooper S   | 21            | Trade on Used       | No  | \$ 21,411                       | \$ 21,000         | 100%  | (\$1,235)       | \$4,406       |
| 43  | 2015 | Volkswagen | Passat     | 9             | Auction/Wholesale   | No  | \$ 14,998                       | \$ 14,998         | 101%  | \$775           | \$758         |
| 44  | 2018 | Volkswagen | Passat     | 31            | Loaner/Rental Fleet | YES | \$ 19,411                       | \$ 18,601         | 96%   | (\$610)         | \$2,412       |

|    |      |            |            |     |                     |     |           |           |      |           |       |
|----|------|------------|------------|-----|---------------------|-----|-----------|-----------|------|-----------|-------|
| 45 | 2015 | Ford       | Mustang    | 17  | Trade on Used       | No  | \$ 20,911 | \$ 20,911 | 113% | \$777     | \$100 |
| 46 | 2013 | Volkswagen | Passat     | 32  | Auction/Wholesale   | YES | \$ 13,488 | \$ 13,488 | 97%  | \$1,427   | \$0   |
| 47 | 2014 | Volkswagen | Passat     | 33  | Auction/Wholesale   | YES | \$ 12,981 | \$ 12,981 | 100% | (\$16)    | \$0   |
| 48 | 2009 | Nissan     | Murano     | 16  | Trade on Used       | No  | \$ 7,881  | \$ 7,881  | 88%  | \$327     | \$0   |
| 49 | 2014 | Volkswagen | Jetta      | 112 | Auction/Wholesale   | YES | \$ 11,591 | \$ 11,591 | 89%  | (\$1,654) | \$0   |
| 50 | 2014 | Volkswagen | Passat TDI | 60  | Auction/Wholesale   | YES | \$ 11,455 | \$ 11,455 | 90%  | \$107     | \$0   |
| 51 | 2018 | Volkswagen | Tiguan     | 36  | Loaner/Rental Fleet | YES | \$ 24,983 | \$ 24,881 | 96%  | \$1,210   | \$0   |
| 52 | 2013 | Volkswagen | Beetle     | 58  | Auction/Wholesale   | Yes | \$ 13,755 | \$ 13,765 | 94%  | \$320     | \$0   |
| 53 | 2018 | Volkswagen | Beetle     | 61  | Loaner/Rental Fleet | Yes | \$ 17,955 | \$ 17,995 | 90%  | \$51      | \$0   |

## Scoreboard Totals

|                                       |           |
|---------------------------------------|-----------|
| % Retailed of Non-New Franchise       | 23%       |
| Total # Retail Units                  | 111       |
| Avg. Days to Sale                     | 40.2      |
| Avg. Advertised Price (Time of Sale)  | \$ 14,743 |
| Avg. Transaction Price                | \$ 14,573 |
| Avg. Market Price at 100%             | \$ 15,276 |
| Avg. Price to Market % (Time of Sale) | 97%       |
| Avg. Transaction to Market            | 95%       |
| Avg. Transactional Discount           | \$ 171    |
| Avg. Front-End Gross                  | \$ (422)  |
| Avg. Finance Gross                    | \$ 793    |
| PUVR                                  | \$ 371    |
| Total Gross (Units & PUVR)            | \$ 41,179 |
| GROI                                  | 23%       |



MY

| Scoreboard                            | <i>(Click on the blue head</i> |             |
|---------------------------------------|--------------------------------|-------------|
| Desk Manager                          | Totals                         | Toni Thomas |
| % Retailed of Non-New Franchise       | 23%                            | 33%         |
| Total # Retail Units                  | 111                            | 15          |
| Avg. Days to Sale                     | 40.2                           | 31.9        |
| Avg. Advertised Price (Time of Sale)  | \$ 14,743                      | \$ 16,037   |
| Avg. Transaction Price                | \$ 14,573                      | \$ 15,778   |
| Avg. Market Price at 100%             | \$ 15,276                      | \$ 16,983   |
| Avg. Price to Market % (Time of Sale) | 97%                            | 94%         |
| Avg. Transaction to Market            | 95%                            | 93%         |
| Avg. Transactional Discount           | \$ 171                         | \$ 258      |
| Avg. Front-End Gross                  | \$ (422)                       | \$ (930)    |
| Avg. Finance Gross                    | \$ 793                         | \$ 649      |
| PUVR                                  | \$ 371                         | \$ (281)    |
| Total Gross (Units & PUVR)            | \$ 41,179                      | \$ (4,212)  |
| GROI                                  | 23%                            | -20%        |



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| Steve Bonsall | Toni Thomas |         |
|---------------|-------------|---------|
| 21%           | 33%         | #DIV/0! |
| 96            | 15          | 0       |
| 41.5          | 31.9        | #DIV/0! |
| \$ 14,541     | \$ 16,037   | #DIV/0! |
| \$ 14,384     | \$ 15,778   | #DIV/0! |
| \$ 15,135     | \$ 16,983   | #DIV/0! |
| 96%           | 94%         | #DIV/0! |
| 95%           | 93%         | #DIV/0! |
| \$ 157        | \$ 258      | #DIV/0! |
| \$ (342)      | \$ (930)    | #DIV/0! |
| \$ 815        | \$ 649      | #DIV/0! |
| \$ 473        | \$ (281)    | #DIV/0! |
| \$ 45,391     | \$ (4,212)  | #DIV/0! |
| 28%           | -20%        | #DIV/0! |







**Scoreboard***(Click on the blue head*

| <b>Sales Consultant</b>               | <b>Totals</b> |         |
|---------------------------------------|---------------|---------|
| % Retailed of Non-New Franchise       | 23%           | #DIV/0! |
| Total # Retail Units                  | 111           | 0       |
| Avg. Days to Sale                     | 40.2          | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 14,743     | #DIV/0! |
| Avg. Transaction Price                | \$ 14,573     | #DIV/0! |
| Avg. Market Price at 100%             | \$ 15,276     | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97%           | #DIV/0! |
| Avg. Transaction to Market            | 95%           | #DIV/0! |
| Avg. Transactional Discount           | \$ 171        | #DIV/0! |
| Avg. Front-End Gross                  | \$ (422)      | #DIV/0! |
| Avg. Finance Gross                    | \$ 793        | #DIV/0! |
| PUVR                                  | \$ 371        | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 41,179     | #DIV/0! |
| GROI                                  | 23%           | #DIV/0! |











































**Scoreboard***(Click on the blue head*

| <b>Finance Manager</b>                | <b>Totals</b> |         |
|---------------------------------------|---------------|---------|
| % Retailed of Non-New Franchise       | 23%           | #DIV/0! |
| Total # Retail Units                  | 111           | 0       |
| Avg. Days to Sale                     | 40.2          | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 14,743     | #DIV/0! |
| Avg. Transaction Price                | \$ 14,573     | #DIV/0! |
| Avg. Market Price at 100%             | \$ 15,276     | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97%           | #DIV/0! |
| Avg. Transaction to Market            | 95%           | #DIV/0! |
| Avg. Transactional Discount           | \$ 171        | #DIV/0! |
| Avg. Front-End Gross                  | \$ (422)      | #DIV/0! |
| Avg. Finance Gross                    | \$ 793        | #DIV/0! |
| PUVR                                  | \$ 371        | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 41,179     | #DIV/0! |
| GROI                                  | 23%           | #DIV/0! |









## Scoreboard

| CPO                                   | Totals    | Yes       |
|---------------------------------------|-----------|-----------|
| Total # Retail Units                  | 111       | 73        |
| Avg. Days to Sale                     | 40.2      | 45.3      |
| Avg. Advertised Price (Time of Sale)  | \$ 14,743 | \$ 14,620 |
| Avg. Transaction Price                | \$ 14,573 | \$ 14,432 |
| Avg. Market Price at 100%             | \$ 15,276 | \$ 15,297 |
| Avg. Price to Market % (Time of Sale) | 97%       | 96%       |
| Avg. Transaction to Market            | 95%       | 94%       |
| Avg. Transactional Discount           | \$ 171    | \$ 189    |
| Avg. Front-End Gross                  | \$ (422)  | \$ (460)  |
| Avg. Finance Gross                    | \$ 793    | \$ 733    |
| PUVR                                  | \$ 371    | \$ 274    |
| Total Gross (Units & PUVR)            | \$ 41,179 | \$ 19,980 |
| GROI                                  | 23%       | 15%       |



| No |        |
|----|--------|
|    | 38     |
|    | 30.5   |
| \$ | 14,844 |
| \$ | 14,844 |
| \$ | 15,553 |
|    | 95%    |
|    | 95%    |
| \$ | 136    |
| \$ | (348)  |
| \$ | 906    |
| \$ | 558    |
| \$ | 21,199 |
|    | 44%    |

## Scoreboard

| Same Brand as New                     | Totals    | Yes       |
|---------------------------------------|-----------|-----------|
| Total # Retail Units                  | 111       | 86        |
| Avg. Days to Sale                     | 40.2      | 43.3      |
| Avg. Advertised Price (Time of Sale)  | \$ 14,743 | \$ 14,076 |
| Avg. Transaction Price                | \$ 14,573 | \$ 13,893 |
| Avg. Market Price at 100%             | \$ 15,276 | \$ 14,696 |
| Avg. Price to Market % (Time of Sale) | 97%       | 96%       |
| Avg. Transaction to Market            | 95%       | 95%       |
| Avg. Transactional Discount           | \$ 171    | \$ 183    |
| Avg. Front-End Gross                  | \$ (422)  | \$ (406)  |
| Avg. Finance Gross                    | \$ 793    | \$ 773    |
| PUVR                                  | \$ 371    | \$ 367    |
| Total Gross (Units & PUVR)            | \$ 41,179 | \$ 31,585 |
| GROI                                  | 23%       | 22%       |

| No |        |
|----|--------|
|    | 25     |
|    | 29.8   |
| \$ | 16,911 |
| \$ | 16,911 |
| \$ | 17,753 |
|    | 95%    |
|    | 95%    |
| \$ | 128    |
| \$ | (476)  |
| \$ | 859    |
| \$ | 384    |
| \$ | 9,594  |
|    | 27%    |

## Scoreboard

| Source                       | Totals    | Trade on New |
|------------------------------|-----------|--------------|
| Total # Retail Units         | 111       | 14           |
| % of Retail Units            | 100%      | 13%          |
| % Retailed of Off-Brand      | 23%       | 64%          |
| Avg. Days to Sale            | 40.2      | 32.6         |
| Avg. Transaction Price       | \$ 14,573 | \$ 17,372    |
| Avg. Transaction to Market % | 95%       | 92%          |
| Avg. Transactional Discount  | \$ 171    | \$ 206       |
| Avg. Front End Gross         | \$ (422)  | \$ (361)     |
| Avg. Finance Gross           | \$ 793    | \$ 650       |
| PUVR                         | \$ 371    | \$ 289       |
| Total Gross (Units & PUVR)   | \$ 41,179 | \$ 4,046     |
| GROI                         | 23%       | 18%          |



| Trade on Used | Street/Curb buy | Auction/wholesale |
|---------------|-----------------|-------------------|
| 12            | 2               | 62                |
| 11%           | 2%              | 56%               |
| 58%           | 0%              | 8%                |
| 28.8          | 14.0            | 45.6              |
| \$ 12,842     | \$ 18,602       | \$ 12,491         |
| 100%          | 98%             | 95%               |
| \$ 186        | \$ -            | \$ 185            |
| \$ (405)      | \$ (235)        | \$ (483)          |
| \$ 1,050      | \$ 1,333        | \$ 818            |
| \$ 645        | \$ 1,098        | \$ 335            |
| \$ 7,741      | \$ 2,196        | \$ 20,775         |
| 63%           | 152%            | 21%               |

| Loaner/rental fleet | LBO customer | LBO OEM/Leasing co. |
|---------------------|--------------|---------------------|
| 17                  | 0            | 0                   |
| 15%                 | 0%           | 0%                  |
| 0%                  | #DIV/0!      | #DIV/0!             |
| 42.4                | #DIV/0!      | #DIV/0!             |
| \$ 19,311           | #DIV/0!      | #DIV/0!             |
| 95%                 | #DIV/0!      | #DIV/0!             |
| \$ 187              | #DIV/0!      | #DIV/0!             |
| \$ (298)            | #DIV/0!      | #DIV/0!             |
| \$ 644              | #DIV/0!      | #DIV/0!             |
| \$ 346              | #DIV/0!      | #DIV/0!             |
| \$ 5,884            | #DIV/0!      | #DIV/0!             |
| 15%                 | #DIV/0!      | #DIV/0!             |

| Other |        |
|-------|--------|
|       | 4      |
|       | 4%     |
|       | 100%   |
|       | 21.5   |
| \$    | 20,087 |
|       | 97%    |
| \$    | (207)  |
| \$    | (343)  |
| \$    | 477    |
| \$    | 134    |
| \$    | 537    |
|       | 11%    |

## Scoreboard

| Age                          | Totals    | 0-30 days |
|------------------------------|-----------|-----------|
| Total # Retail Units         | 111       | 43        |
| % of Retail Units            | 100%      | 39%       |
| % Retailed of Off-Brand      | 23%       | 33%       |
| Avg. Days to Sale            | 40.2      | 19.2      |
| Avg. Transaction Price       | \$ 14,573 | \$ 15,663 |
| Avg. Transaction to Market % | 95%       | 98%       |
| Avg. Transactional Discount  | \$ 171    | \$ 190    |
| Avg. Front End Gross         | \$ (422)  | \$ (91)   |
| Avg. Finance Gross           | \$ 793    | \$ 818    |
| PUVR                         | \$ 371    | \$ 727    |
| Total Gross (Units & PUVR)   | \$ 41,179 | \$ 31,271 |
| GROI                         | 23%       | 87%       |



| 31-45 days | 46-60 days | 61-90 days | 90+ days   |
|------------|------------|------------|------------|
| 23         | 21         | 20         | 3          |
| 21%        | 19%        | 18%        | 3%         |
| 26%        | 10%        | 15%        | 0%         |
| 35.5       | 52.2       | 69.3       | 114.3      |
| \$ 14,620  | \$ 13,886  | \$ 13,401  | \$ 11,498  |
| 97%        | 95%        | 87%        | 96%        |
| \$ 151     | \$ 43      | \$ 304     | \$ 3       |
| \$ (261)   | \$ (254)   | \$ (1,315) | \$ (1,276) |
| \$ 771     | \$ 669     | \$ 815     | \$ 1,412   |
| \$ 509     | \$ 415     | \$ (500)   | \$ 136     |
| \$ 11,718  | \$ 8,715   | \$ (9,990) | \$ 408     |
| 35%        | 21%        | -19%       | 4%         |