

| Desk Manager(s)  | Finance Manager(s) |
|------------------|--------------------|
| Erick Ligon      | Tony Blankson      |
| Stephen Oliphant | Anis Khan          |
| Eric Hogue       | Robert Shafer      |
| Paz Patel        | Michael Ogbogho    |
| Mohammed Ahmed   | Esau Gonzalez      |
| Zack Hedgepeth   | Shah Hussain       |
| Jorge Mancillas  | Martin Edetanlen   |
|                  | Angel Inciarte     |
|                  | Sebastian Montana  |
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| Sales Consultant(s)       | New Car Franchise(s) |
|---------------------------|----------------------|
| PATRICIA TRERAS           |                      |
| MAHMOUD BOUTALEB          |                      |
| SHAYAN DANYAL             |                      |
| JASON SENU-OKE            |                      |
| UZAIR ASHFAQ              |                      |
| MONIR AHMED               |                      |
| TYCE ELLIS                |                      |
| FAISAL TAJ                |                      |
| WINSTON MURRAY            |                      |
| JAVIER RIOS               |                      |
| BRUCE LEE                 |                      |
| LIAN LE ZHAO              |                      |
| JOSEPH AN                 |                      |
| ADEGBOYEGA OMOWA (Thomas) |                      |
| TILEK SYDYKOV             |                      |
| DEBIN ZOU                 |                      |
| EMILIA CHAVEZ             |                      |
| SAM VOSOQ                 |                      |
| MILTON MOORELAND          |                      |
| MARIA IBANEZ              |                      |
| MONICA DEJESUS            |                      |
| LUIS NINO                 |                      |
| JAMES BAIK                |                      |
| ERICK RIVERA              |                      |
| WES HUDAIB                |                      |
| VON JOZEL SANTOS          |                      |
| ANJUM HABIB               |                      |
| KRUMESH PATEL             |                      |
| JOSEPH WATKINS            |                      |
| RAUL GONZALEZ             |                      |
| MAQBOOL SHERIFF           |                      |
| KEON HALL-KEARNEY         |                      |
| KOFI RAJI                 |                      |
| JOCELYN BLAZQUEZ          |                      |
| WILLIAM ANDREWS           |                      |
| JOSEPH BAKER              |                      |
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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   | 2015 | JEEP      | PATRIOT        | 22            | Trade on New      | No  | \$ 11,780                       | \$ 10,719         | 90%   | \$2,349         | \$0           |
| 2   | 2018 | JEEP      | RENEGADE       | 15            | Trade on New      | No  | \$ 17,580                       | \$ 17,580         | 92%   | \$118           | \$907         |
| 3   | 2016 | TOYOTA    | 4RUNNER        | 28            | Auction/Wholesale | Yes | \$ 31,880                       | \$ 31,180         | 100%  | (\$1,995)       | \$0           |
| 4   | 2004 | Chevrolet | SILVERADO 1500 | 16            | Trade on Used     | No  | \$ 6,880                        | \$ 6,880          | 93%   | \$2,535         | \$0           |
| 5   | 2018 | TOYOTA    | CAMRY          | 18            | Trade on New      | Yes | \$ 17,780                       | \$ 17,780         | 96%   | \$331           | \$6,483       |
| 6   | 2013 | DODGE     | AVENGER        | 6             | Trade on New      | No  | \$ 6,980                        | \$ 6,980          | 90%   | \$368           | \$2,456       |
| 7   | 2015 | TOYOTA    | RAV4           | 10            | Trade on New      | Yes | \$ 16,980                       | \$ 16,980         | 89%   | \$1,384         |               |
| 8   | 2018 | TOYOTA    | COROLLA        | 22            | Trade on New      | Yes | \$ 15,480                       | \$ 15,480         | 94%   | \$1,492         | \$1,911       |
| 9   | 2014 | TOYOTA    | SIENNA         | 7             | Trade on New      | Yes | \$ 19,980                       | \$ 19,000         | 108%  | \$451           | \$0           |
| 10  | 2013 | TOYOTA    | CAMRY          | 7             | Auction/Wholesale | No  | \$ 13,980                       | \$ 13,980         | 95%   | \$522           | \$495         |
| 11  | 2018 | TOYOTA    | RAV4           | 27            | Trade on Used     | Yes | \$ 20,880                       | \$ 20,880         | 100%  | \$1,632         | \$826         |
| 12  | 2019 | TOYOTA    | HIGHLANDER     | 25            | Trade on New      | Yes | \$ 41,780                       | \$ 40,731         | 91%   | \$505           | \$1,103       |
| 13  | 2018 | TOYOTA    | RAV4           | 8             | Trade on New      | Yes | \$ 25,280                       | \$ 25,280         | 98%   | \$954           | \$594         |
| 14  | 2016 | TOYOTA    | CAMRY          | 8             | Auction/Wholesale | Yes | \$ 16,980                       | \$ 16,180         | 97%   | (\$2,095)       | \$0           |
| 15  | 2016 | TOYOTA    | CAMRY          | 14            | Trade on New      | Yes | \$ 16,580                       | \$ 16,580         | 99%   | \$380           |               |
| 16  | 2007 | TOYOTA    | CAMRY HYB      | 9             | Trade on New      | No  | \$ 5,580                        | \$ 5,480          | 83%   | \$2,575         | \$2,575       |
| 17  | 2017 | TOYOTA    | HIGHLANDER     | 40            | Auction/Wholesale | Yes | \$ 34,980                       | \$ 34,980         | 99%   | (\$548)         | \$1,660       |
| 18  | 2016 | TOYOTA    | CAMRY          | 65            | Auction/Wholesale | Yes | \$ 16,480                       | \$ 16,138         | 94%   | (\$2,893)       | \$0           |
| 19  | 2015 | TOYOTA    | TACOMA         | 43            | Trade on Used     | Yes | \$ 24,680                       | \$ 24,680         | 96%   | (\$15)          | \$3,339       |
| 20  | 2016 | TOYOTA    | RAV4           | 46            | Auction/Wholesale | Yes | \$ 20,280                       | \$ 19,780         | 99%   | (\$2,457)       | \$0           |
| 21  | 2015 | TOYOTA    | HIGHLANDER     | 30            | Trade on New      | Yes | \$ 24,580                       | \$ 24,580         | 91%   | \$2,692         |               |
| 22  | 2015 | TOYOTA    | PRIUS          | 62            | Trade on New      | Yes | \$ 14,680                       | \$ 14,680         | 88%   | (\$1,543)       | \$744         |
| 23  | 2014 | HYUNDAI   | SONATA         | 30            | Trade on New      | No  | \$ 8,780                        | \$ 7,259          | 76%   | (\$2,648)       | \$3,103       |
| 24  | 2010 | TOYOTA    | COROLLA        | 1             | Trade on Used     | No  | \$ 8,380                        | \$ 8,380          | 95%   | \$668           | \$3,021       |
| 25  | 2013 | TOYOTA    | HIGHLANDER     | 22            | Trade on New      | No  | \$ 16,580                       | \$ 15,200         | 88%   | \$585           | \$1,514       |
| 26  | 2015 | TOYOTA    | SIENNA         | 11            | Trade on New      | No  | \$ 16,980                       | \$ 16,980         | 85%   | \$3,094         |               |
| 27  | 2018 | TOYOTA    | CAMRY          | 10            | Trade on New      | Yes | \$ 24,280                       | \$ 22,680         | 99%   | \$88            | \$2,818       |
| 28  | 2017 | TOYOTA    | CAMRY          | 37            | Auction/Wholesale | Yes | \$ 16,480                       | \$ 16,000         | 99%   | (\$2,137)       | \$0           |
| 29  | 2016 | TOYOTA    | TUNDRA         | 13            | Auction/Wholesale | Yes | \$ 29,980                       | \$ 29,980         | 102%  | (\$866)         | \$4,351       |
| 30  | 2016 | TOYOTA    | COROLLA        | 23            | Trade on New      | Yes | \$ 13,080                       | \$ 11,986         | 83%   | (\$467)         | \$1,671       |
| 31  | 2018 | TOYOTA    | CAMRY          | 31            | Trade on New      | Yes | \$ 17,880                       | \$ 17,081         | 96%   | \$153           | \$2,768       |
| 32  | 2016 | HONDA     | PILOT          | 43            | Trade on New      | No  | \$ 31,480                       | \$ 31,280         | 100%  | (\$181)         | \$1,492       |
| 33  | 2018 | TOYOTA    | RAV4           | 20            | Trade on New      | Yes | \$ 23,250                       | \$ 23,250         | 110%  | \$74            | \$1,541       |
| 34  | 2016 | TOYOTA    | CAMRY          | 67            | Auction/Wholesale | Yes | \$ 15,880                       | \$ 15,080         | 90%   | (\$3,000)       | \$369         |
| 35  | 2016 | TOYOTA    | PRIUS          | 73            | Auction/Wholesale | Yes | \$ 18,880                       | \$ 18,281         | 100%  | (\$3,356)       | \$3,366       |
| 36  | 2018 | TOYOTA    | COROLLA        | 33            | Trade on New      | Yes | \$ 16,080                       | \$ 16,655         | 95%   | (\$385)         | \$0           |
| 37  | 2006 | BMW       | 750            | 4             | Trade on New      | No  | \$ 6,980                        | \$ 6,980          | 65%   | \$2,702         | \$2,921       |
| 38  | 2016 | TOYOTA    | SIENNA         | 15            | Auction/Wholesale | Yes | \$ 28,480                       | \$ 27,724         | 100%  | (\$777)         | \$497         |
| 39  | 2015 | TOYOTA    | SEQUOIA        | 12            | Auction/Wholesale | Yes | \$ 35,980                       | \$ 35,000         | 99%   | (\$326)         | \$3,404       |
| 40  | 2004 | TOYOTA    | CAMRY          | 44            | Trade on New      | No  | \$ 4,080                        | \$ 3,422          | 70%   | (\$791)         | \$0           |
| 41  | 2016 | TOYOTA    | RAV4           | 47            | Auction/Wholesale | Yes | \$ 21,780                       | \$ 20,734         | 95%   | (\$1,654)       | \$0           |

|    |      |         |         |    |                   |     |    |        |    |        |      |           |         |
|----|------|---------|---------|----|-------------------|-----|----|--------|----|--------|------|-----------|---------|
| 42 | 2016 | TOYOTA  | CAMRY   | 48 | Auction/Wholesale | Yes | \$ | 16,880 | \$ | 16,000 | 95%  | (\$2,547) | \$1,965 |
| 43 | 2015 | HYUNDAI | SONATA  | 92 | Trade on New      | No  | \$ | 11,980 | \$ | 11,341 | 92%  | \$281     | \$1,556 |
| 44 | 2017 | TOYOTA  | TACOMA  | 67 | Auction/Wholesale | Yes | \$ | 27,980 | \$ | 27,980 | 95%  | (\$1,986) | \$801   |
| 45 | 2017 | TOYOTA  | COROLLA | 80 | Auction/Wholesale | Yes | \$ | 15,480 | \$ | 15,480 | 93%  | (\$3,180) | \$806   |
| 46 | 2006 | TOYOTA  | RAV4    | 14 | Trade on New      | No  | \$ | 7,980  | \$ | 7,640  | 132% | (\$54)    | \$0     |
| 47 | 2007 | TOYOTA  | 4RUNNER | 52 | Trade on New      | No  | \$ | 7,980  | \$ | 7,067  | 67%  | \$903     | \$0     |
| 48 | 2017 | HYUNDAI | ELANTRA | 42 | Auction/Wholesale | No  | \$ | 11,980 | \$ | 11,180 | 100% | (\$2,041) | \$1,042 |
| 49 | 2013 | FORD    | F150    | 17 | Trade on New      | No  | \$ | 16,980 | \$ | 16,480 | 96%  | \$2,041   | \$1,139 |
| 50 | 2016 | TOYOTA  | COROLLA | 13 | Auction/Wholesale | Yes | \$ | 15,680 | \$ | 15,680 | 98%  | (\$1,156) | \$4,908 |
| 51 | 2016 | TOYOTA  | CAMRY   | 16 | Auction/Wholesale | Yes | \$ | 16,980 | \$ | 16,580 | 93%  | (\$1,299) | \$2,438 |
| 52 | 2016 | TOYOTA  | SIENNA  | 14 | Auction/Wholesale | Yes | \$ | 27,280 | \$ | 27,280 | 97%  | (\$269)   | \$4,236 |
| 53 | 2016 | TOYOTA  | CAMRY   | 49 | Auction/Wholesale | Yes | \$ | 16,480 | \$ | 15,500 | 95%  | (\$1,681) | \$0     |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-New Franchise       | 100%       |
| Total # Retail Units                  | 200        |
| Avg. Days to Sale                     | 29.3       |
| Avg. Advertised Price (Time of Sale)  | \$ 18,437  |
| Avg. Transaction Price                | \$ 17,779  |
| Avg. Market Price at 100%             | \$ 19,534  |
| Avg. Price to Market % (Time of Sale) | 94%        |
| Avg. Transaction to Market            | 91%        |
| Avg. Transactional Discount           | \$ 658     |
| Avg. Front-End Gross                  | \$ (209)   |
| Avg. Finance Gross                    | \$ 1,594   |
| PUVR                                  | \$ 1,352   |
| Total Gross (Units & PUVR)            | \$ 270,450 |
| GROI                                  | 94%        |



MY

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

| <b>Desk Manager</b>                   | <b>Totals</b> |         |
|---------------------------------------|---------------|---------|
| % Retailed of Non-New Franchise       | 100%          | #DIV/0! |
| Total # Retail Units                  | 200           | 0       |
| Avg. Days to Sale                     | 29.3          | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 18,437     | #DIV/0! |
| Avg. Transaction Price                | \$ 17,779     | #DIV/0! |
| Avg. Market Price at 100%             | \$ 19,534     | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 94%           | #DIV/0! |
| Avg. Transaction to Market            | 91%           | #DIV/0! |
| Avg. Transactional Discount           | \$ 658        | #DIV/0! |
| Avg. Front-End Gross                  | \$ (209)      | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,594      | #DIV/0! |
| PUVR                                  | \$ 1,352      | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 270,450    | #DIV/0! |
| GROI                                  | 94%           | #DIV/0! |











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

| <b>Sales Consultant</b>               | <b>Totals</b> |         |
|---------------------------------------|---------------|---------|
| % Retailed of Non-New Franchise       | 100%          | #DIV/0! |
| Total # Retail Units                  | 200           | 0       |
| Avg. Days to Sale                     | 29.3          | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 18,437     | #DIV/0! |
| Avg. Transaction Price                | \$ 17,779     | #DIV/0! |
| Avg. Market Price at 100%             | \$ 19,534     | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 94%           | #DIV/0! |
| Avg. Transaction to Market            | 91%           | #DIV/0! |
| Avg. Transactional Discount           | \$ 658        | #DIV/0! |
| Avg. Front-End Gross                  | \$ (209)      | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,594      | #DIV/0! |
| PUVR                                  | \$ 1,352      | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 270,450    | #DIV/0! |
| GROI                                  | 94%           | #DIV/0! |











































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

| <b>Finance Manager</b>                | <b>Totals</b> |         |
|---------------------------------------|---------------|---------|
| % Retailed of Non-New Franchise       | 100%          | #DIV/0! |
| Total # Retail Units                  | 200           | 0       |
| Avg. Days to Sale                     | 29.3          | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 18,437     | #DIV/0! |
| Avg. Transaction Price                | \$ 17,779     | #DIV/0! |
| Avg. Market Price at 100%             | \$ 19,534     | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 94%           | #DIV/0! |
| Avg. Transaction to Market            | 91%           | #DIV/0! |
| Avg. Transactional Discount           | \$ 658        | #DIV/0! |
| Avg. Front-End Gross                  | \$ (209)      | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,594      | #DIV/0! |
| PUVR                                  | \$ 1,352      | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 270,450    | #DIV/0! |
| GROI                                  | 94%           | #DIV/0! |









## Scoreboard

| CPO                                   | Totals     | Yes        |
|---------------------------------------|------------|------------|
| Total # Retail Units                  | 200        | 128        |
| Avg. Days to Sale                     | 29.3       | 32.4       |
| Avg. Advertised Price (Time of Sale)  | \$ 18,437  | \$ 20,580  |
| Avg. Transaction Price                | \$ 17,779  | \$ 19,982  |
| Avg. Market Price at 100%             | \$ 19,534  | \$ 21,415  |
| Avg. Price to Market % (Time of Sale) | 94%        | 96%        |
| Avg. Transaction to Market            | 91%        | 93%        |
| Avg. Transactional Discount           | \$ 658     | \$ 598     |
| Avg. Front-End Gross                  | \$ (209)   | \$ (719)   |
| Avg. Finance Gross                    | \$ 1,594   | \$ 1,813   |
| PUVR                                  | \$ 1,352   | \$ 1,052   |
| Total Gross (Units & PUVR)            | \$ 270,450 | \$ 134,652 |
| GROI                                  | 94%        | 59%        |



| No |         |
|----|---------|
|    | 72      |
|    | 23.8    |
| \$ | 13,862  |
| \$ | 13,862  |
| \$ | 15,822  |
|    | 88%     |
|    | 88%     |
| \$ | 765     |
| \$ | 696     |
| \$ | 1,207   |
| \$ | 1,886   |
| \$ | 135,798 |
|    | 206%    |

## Scoreboard

| Same Brand as New                     | Totals     | Yes     |
|---------------------------------------|------------|---------|
| Total # Retail Units                  | 200        | 0       |
| Avg. Days to Sale                     | 29.3       | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 18,437  | #DIV/0! |
| Avg. Transaction Price                | \$ 17,779  | #DIV/0! |
| Avg. Market Price at 100%             | \$ 19,534  | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 94%        | #DIV/0! |
| Avg. Transaction to Market            | 91%        | #DIV/0! |
| Avg. Transactional Discount           | \$ 658     | #DIV/0! |
| Avg. Front-End Gross                  | \$ (209)   | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,594   | #DIV/0! |
| PUVR                                  | \$ 1,352   | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 270,450 | #DIV/0! |
| GROI                                  | 94%        | #DIV/0! |



| No |         |
|----|---------|
|    | 200     |
|    | 29.3    |
| \$ | 17,779  |
| \$ | 17,779  |
| \$ | 19,401  |
|    | 92%     |
|    | 92%     |
| \$ | 658     |
| \$ | (209)   |
| \$ | 1,594   |
| \$ | 1,352   |
| \$ | 270,450 |
|    | 94%     |

## Scoreboard

| Source                       | Totals     | Trade on New |
|------------------------------|------------|--------------|
| Total # Retail Units         | 200        | 106          |
| % of Retail Units            | 100%       | 53%          |
| % Retailed of Off-Brand      | 100%       | 100%         |
| Avg. Days to Sale            | 29.3       | 22.9         |
| Avg. Transaction Price       | \$ 17,779  | \$ 16,175    |
| Avg. Transaction to Market % | 91%        | 91%          |
| Avg. Transactional Discount  | \$ 658     | \$ 425       |
| Avg. Front End Gross         | \$ (209)   | \$ 566       |
| Avg. Finance Gross           | \$ 1,594   | \$ 1,409     |
| PUVR                         | \$ 1,352   | \$ 1,921     |
| Total Gross (Units & PUVR)   | \$ 270,450 | \$ 203,672   |
| GROI                         | 94%        | 187%         |



| Trade on Used | Street/Curb buy | Auction/wholesale |
|---------------|-----------------|-------------------|
| 15            | 0               | 79                |
| 8%            | 0%              | 40%               |
| 100%          | #DIV/0!         | 100%              |
| 21.1          | #DIV/0!         | 39.4              |
| \$ 12,111     | #DIV/0!         | \$ 21,007         |
| 84%           | #DIV/0!         | 93%               |
| \$ 1,603      | #DIV/0!         | \$ 791            |
| \$ 1,161      | #DIV/0!         | \$ (1,510)        |
| \$ 1,455      | #DIV/0!         | \$ 1,859          |
| \$ 2,616      | #DIV/0!         | \$ 349            |
| \$ 39,240     | #DIV/0!         | \$ 27,537         |
| 368%          | #DIV/0!         | 15%               |





## Scoreboard

| Age                          | Totals     | 0-30 days  |
|------------------------------|------------|------------|
| Total # Retail Units         | 200        | 117        |
| % of Retail Units            | 100%       | 59%        |
| % Retailed of Off-Brand      | 100%       | 100%       |
| Avg. Days to Sale            | 29.3       | 14.1       |
| Avg. Transaction Price       | \$ 17,779  | \$ 17,502  |
| Avg. Transaction to Market % | 91%        | 92%        |
| Avg. Transactional Discount  | \$ 658     | \$ 593     |
| Avg. Front End Gross         | \$ (209)   | \$ 498     |
| Avg. Finance Gross           | \$ 1,594   | \$ 1,674   |
| PUVR                         | \$ 1,352   | \$ 2,171   |
| Total Gross (Units & PUVR)   | \$ 270,450 | \$ 254,063 |
| GROI                         | 94%        | 316%       |



| 31-45 days | 46-60 days | 61-90 days  | 90+ days   |
|------------|------------|-------------|------------|
| 35         | 30         | 16          | 2          |
| 18%        | 15%        | 8%          | 1%         |
| 100%       | 100%       | 100%        | 100%       |
| 38.5       | 50.6       | 71.9        | 92.0       |
| \$ 16,280  | \$ 19,557  | \$ 19,511   | \$ 19,671  |
| 91%        | 88%        | 91%         | 88%        |
| \$ 246     | \$ 1,603   | \$ 213      | \$ 1,060   |
| \$ (693)   | \$ (1,135) | \$ (2,324)  | \$ (2,313) |
| \$ 1,363   | \$ 1,457   | \$ 1,671    | \$ 2,533   |
| \$ 670     | \$ 322     | \$ (653)    | \$ 220     |
| \$ 23,438  | \$ 9,653   | \$ (10,449) | \$ 440     |
| 38%        | 12%        | -17%        | 4%         |