

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| FELIX HERNANDEZ | KEVIN WOODALL | JASON BODDEN |
| SHARON WARD | | DONNIE JORDAN |
| | | MICHAEL CHANCEY |
| | | NIKKO LEVERETTE |
| | | ALMITRA MCGRIF |
| | | ED LEWIS |
| | | CHARLES IGLESIAS |
| | | KYLE EVERSON |
| | | MASON JOHNSON |
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| Unit # | Stock# | Year | Make | Model | Days in Stock | Acquisition Source | CP O | Advertised Price (Time of Sale) | Transaction Price | Advertised Price to Market % (Time of Sale) | Front-End Gross | Finance Gross |
|--------|---------|------|-------------|-----------|---------------|--------------------|------|---------------------------------|-------------------|---|-----------------|---------------|
| ex. | P123456 | 2015 | Chevrolet | Equinox | 30 | Trade on New | No | \$ 15,000 | \$ 13,800 | 95% | \$1,500 | \$500 |
| 1 | HY4516A | 2018 | HYUNDAI | KONA | 32 | Trade on New | NO | \$ 20,995 | \$ 20,345 | 121% | \$2,033 | \$328 |
| 2 | HY4570A | 2016 | JEEP | COMPASS | 8 | Trade on New | NO | \$ 12,994 | \$ 12,994 | 113% | \$2,118 | \$1,707 |
| 3 | PH1487 | 2019 | HYUNDAI | TUCSON | 55 | Auction/Wholesale | NO | \$ 18,995 | \$ 17,000 | 106% | \$228 | \$176 |
| 4 | PH1555 | 2020 | MINITUBISHI | OUTLANDER | 12 | Auction/Wholesale | NO | \$ 19,998 | \$ 19,998 | 89% | \$1,138 | \$2,593 |
| 5 | HY4526A | 2018 | HYUNDAI | SANTA FE | 31 | Trade on New | NO | \$ 25,995 | \$ 24,095 | 95% | \$3,869 | \$0 |
| 6 | HY4443A | 2015 | HYUNDAI | SANTA FE | 17 | Trade on New | NO | \$ 12,495 | \$ 8,686 | 85% | \$3,508 | \$0 |
| 7 | PH1544 | 2016 | Chevrolet | MALIBU | 17 | Auction/Wholesale | NO | \$ 17,995 | \$ 17,806 | 147% | \$2,202 | \$2,052 |
| 8 | HY4497A | 2016 | NISSAN | ALTIMA | 30 | Trade on New | NO | \$ 13,995 | \$ 12,701 | 98% | \$1,640 | \$1,230 |
| 9 | HY4389A | 2018 | HYUNDAI | KONA | 51 | Trade on New | YES | \$ 18,995 | \$ 18,995 | 111% | \$1,815 | \$1,660 |
| 10 | pj1452 | 2017 | Chevrolet | SILVERADO | 3 | Auction/Wholesale | NO | \$ 35,995 | \$ 35,995 | 129% | \$5,895 | \$2,415 |
| 11 | HY4543A | 2020 | KIA | SORENTO | 27 | Trade on New | NO | \$ 27,995 | \$ 27,995 | 120% | \$3,963 | \$4,083 |
| 12 | PH1529 | 2019 | HYUNDAI | KONA | 40 | Auction/Wholesale | NO | \$ 18,495 | \$ 18,302 | 97% | \$1,156 | \$1,733 |
| 13 | HY4555A | 2019 | HYUNDAI | TUCSON | 14 | Trade on New | NO | \$ 28,995 | \$ 28,995 | 128% | \$1,074 | \$713 |
| 14 | PH1542 | 2018 | HYUNDAI | ELANTRA | 28 | Auction/Wholesale | NO | \$ 15,995 | \$ 14,495 | 117% | \$1,792 | \$0 |
| 15 | HY4623A | 2016 | HYUNDAI | SONATA | 6 | Trade on New | NO | \$ 16,495 | \$ 14,224 | 83% | \$595 | \$686 |
| 16 | HY4647A | 2017 | HYUNDAI | ELANTRA | 7 | Trade on New | NO | \$ 9,998 | \$ 9,998 | 80% | \$3,483 | \$708 |
| 17 | HY4635A | 2018 | HYUNDAI | SANTA FE | 11 | Trade on New | NO | \$ 19,495 | \$ 19,495 | 128% | \$3,291 | \$51 |
| 18 | PH1548 | 2018 | HYUNDAI | SONATA | 28 | Auction/Wholesale | NO | \$ 20,995 | \$ 20,700 | 122% | \$2,455 | \$1,709 |
| 19 | HY4526B | 2013 | HYUNDAI | SANTA FE | 12 | Trade on Used | No | \$ 12,995 | \$ 11,995 | 112% | \$3,401 | \$0 |
| 20 | HY4310A | 2019 | KIA | SORENTO | 15 | Trade on New | NO | \$ 28,995 | \$ 28,995 | 140% | \$2,011 | \$1,578 |
| 21 | HY4587A | 2019 | HYUNDAI | SANTA FE | 10 | Trade on New | NO | \$ 24,995 | \$ 24,995 | 79% | \$3,805 | \$2,490 |
| 22 | HY4294B | 2016 | CADILLAC | CTS | 1 | Auction/Wholesale | NO | \$ 19,997 | \$ 19,997 | 75% | \$3,500 | \$456 |
| 23 | HY4628A | 2016 | HYUNDAI | SONATA | 7 | Trade on New | No | \$ 15,500 | \$ 15,500 | 83% | \$2,522 | \$1,506 |
| 24 | HY4524A | 2014 | Chevrolet | IMPALA | 12 | Trade on New | No | \$ 14,995 | \$ 14,995 | 134% | \$3,546 | \$1,963 |
| 25 | HY3948A | 2017 | HYUNDAI | SONATA | 17 | Trade on New | No | \$ 13,995 | \$ 12,000 | 97% | \$2,471 | \$453 |
| 26 | PH1567 | 2020 | GMC | TERRAIN | 25 | Auction/Wholesale | NO | \$ 28,995 | \$ 27,995 | 120% | (\$1,606) | \$0 |
| 27 | HY4578A | 2019 | HYUNDAI | SONATA | 30 | Trade on New | No | \$ 20,995 | \$ 20,995 | 113% | \$3,347 | \$1,433 |
| 28 | HY4168A | 2010 | Chevrolet | TAHOE | 7 | Trade on New | No | \$ 15,900 | \$ 12,560 | 100% | \$2,665 | \$0 |
| 29 | PH1526 | 2020 | KIA | TELLURIDE | 47 | Auction/Wholesale | NO | \$ 41,995 | \$ 39,995 | 99% | \$3,035 | \$0 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 41% |
| Total # Retail Units | 32 |
| Avg. Days to Sale | 22.0 |
| Avg. Advertised Price (Time of Sale) | \$ 20,227 |
| Avg. Transaction Price | \$ 19,432 |
| Avg. Market Price at 100% | \$ 18,915 |
| Avg. Price to Market % (Time of Sale) | 107% |
| Avg. Transaction to Market | 103% |
| Avg. Transactional Discount | \$ 795 |
| Avg. Front-End Gross | \$ 2,415 |
| Avg. Finance Gross | \$ 1,137 |
| PUVR | \$ 3,552 |
| Total Gross (Units & PUVR) | \$ 113,664 |
| GROI | 299% |
| % with Trade | 22% |
| Avg. Over/Under Allowance | \$394 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 41% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 32 | 0 | 0 |
| Avg. Days to Sale | 22.0 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 20,227 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 19,432 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 18,915 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 107% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 103% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 795 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,415 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,137 | #DIV/0! | #DIV/0! |
| PUVR | \$ 3,552 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 113,664 | #DIV/0! | #DIV/0! |
| GROI | 299% | #DIV/0! | #DIV/0! |
| % with Trade | 22% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 394 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 41% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 32 | 0 | 0 |
| Avg. Days to Sale | 22.0 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 20,227 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 19,432 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 18,915 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 107% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 103% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 795 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,415 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,137 | #DIV/0! | #DIV/0! |
| PUVR | \$ 3,552 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 113,664 | #DIV/0! | #DIV/0! |
| GROI | 299% | #DIV/0! | #DIV/0! |
| % with Trade | 22% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 394 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 41% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 32 | 0 | 0 |
| Avg. Days to Sale | 22.0 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 20,227 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 19,432 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 18,915 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 107% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 103% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 795 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,415 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,137 | #DIV/0! | #DIV/0! |
| PUVR | \$ 3,552 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 113,664 | #DIV/0! | #DIV/0! |
| GROI | 299% | #DIV/0! | #DIV/0! |
| % with Trade | 22% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 394 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|-----------|------------|
| Total # Retail Units | 32 | 1 | 31 |
| Avg. Days to Sale | 22.0 | 51.0 | 21.1 |
| Avg. Advertised Price (Time of Sale) | \$ 20,227 | \$ 18,995 | \$ 19,446 |
| Avg. Transaction Price | \$ 19,432 | \$ 18,995 | \$ 19,446 |
| Avg. Market Price at 100% | \$ 18,915 | \$ 17,113 | \$ 19,180 |
| Avg. Price to Market % (Time of Sale) | 107% | 111% | 101% |
| Avg. Transaction to Market | 103% | 111% | 101% |
| Avg. Transactional Discount | \$ 795 | \$ - | \$ 820 |
| Avg. Front-End Gross | \$ 2,415 | \$ 1,815 | \$ 2,435 |
| Avg. Finance Gross | \$ 1,137 | \$ 1,660 | \$ 1,120 |
| PUVR | \$ 3,552 | \$ 3,475 | \$ 3,554 |
| Total Gross (Units & PUVR) | \$ 113,664 | \$ 3,475 | \$ 110,189 |
| GROI | 299% | 129% | 312% |
| % with Trade | 22% | 0% | 33% |
| Avg. Over/Under Allowance | 394 | #DIV/0! | 394 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|-----------|-----------|
| Total # Retail Units | 32 | 19 | 13 |
| Avg. Days to Sale | 22.0 | 23.1 | 20.5 |
| Avg. Advertised Price (Time of Sale) | \$ 20,227 | \$ 18,864 | \$ 21,463 |
| Avg. Transaction Price | \$ 19,432 | \$ 18,042 | \$ 21,463 |
| Avg. Market Price at 100% | \$ 18,915 | \$ 18,184 | \$ 20,476 |
| Avg. Price to Market % (Time of Sale) | 107% | 104% | 105% |
| Avg. Transaction to Market | 103% | 99% | 105% |
| Avg. Transactional Discount | \$ 795 | \$ 822 | \$ 756 |
| Avg. Front-End Gross | \$ 2,415 | \$ 2,424 | \$ 2,402 |
| Avg. Finance Gross | \$ 1,137 | \$ 963 | \$ 1,391 |
| PUVR | \$ 3,552 | \$ 3,387 | \$ 3,793 |
| Total Gross (Units & PUVR) | \$ 113,664 | \$ 64,358 | \$ 49,306 |
| GROI | 299% | 293% | 310% |
| % with Trade | 22% | 0% | 54% |
| Avg. Over/Under Allowance | 394 | -186 | 684 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 32 | 20 | 1 |
| % of Retail Units | 100% | 63% | 3% |
| % Retailed of Non-New Franchise | 41% | 35% | 0% |
| Avg. Days to Sale | 22.0 | 20.9 | 12.0 |
| Avg. Transaction Price | \$ 19,432 | \$ 17,728 | \$ 11,995 |
| Avg. Transaction to Market % | 103% | 99% | 103% |
| Avg. Transactional Discount | \$ 795 | \$ 863 | \$ 1,000 |
| Avg. Front End Gross | \$ 2,415 | \$ 2,614 | \$ 3,401 |
| Avg. Finance Gross | \$ 1,137 | \$ 1,114 | \$ - |
| PUVR | \$ 3,552 | \$ 3,728 | \$ 3,401 |
| Total Gross (Units & PUVR) | \$ 113,664 | \$ 74,557 | \$ 3,401 |
| GROI | 299% | 362% | 851% |
| % with Trade | 22% | 25% | 0% |
| Avg. Over/Under Allowance | 394 | -268 | #DIV/0! |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 0 | 11 | 0 | 0 |
| 0% | 34% | 0% | 0% |
| #DIV/0! | 55% | #DIV/0! | #DIV/0! |
| #DIV/0! | 25.0 | #DIV/0! | #DIV/0! |
| #DIV/0! | \$ 23,207 | #DIV/0! | #DIV/0! |
| #DIV/0! | 107% | #DIV/0! | #DIV/0! |
| #DIV/0! | \$ 652 | #DIV/0! | #DIV/0! |
| #DIV/0! | \$ 1,965 | #DIV/0! | #DIV/0! |
| #DIV/0! | \$ 1,281 | #DIV/0! | #DIV/0! |
| #DIV/0! | \$ 3,246 | #DIV/0! | #DIV/0! |
| #DIV/0! | \$ 35,706 | #DIV/0! | #DIV/0! |
| #DIV/0! | 201% | #DIV/0! | #DIV/0! |
| #DIV/0! | 18% | #DIV/0! | #DIV/0! |
| #DIV/0! | 1,718 | #DIV/0! | #DIV/0! |

| BO OEM/Leasing | Central Fleet (Enterprise, etc) | Other |
|----------------|---------------------------------|---------|
| 0 | 0 | 0 |
| 0% | 0% | 0% |
| #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|-----------|------------|
| Total # Retail Units | 32 | 25 | 3 |
| % of Retail Units | 100% | 78% | 9% |
| % Retailed of Non-New Franchise | 41% | 44% | 0% |
| Avg. Days to Sale | 22.0 | 15.4 | 34.3 |
| Avg. Transaction Price | \$ 19,432 | \$ 19,044 | \$ 20,914 |
| Avg. Transaction to Market % | 103% | 105% | 100% |
| Avg. Transactional Discount | \$ 795 | \$ 668 | \$ 914 |
| Avg. Front End Gross | \$ 2,415 | \$ 2,561 | \$ 2,353 |
| Avg. Finance Gross | \$ 1,137 | \$ 1,299 | \$ 687 |
| PUVR | \$ 3,552 | \$ 3,860 | \$ 3,039 |
| Total Gross (Units & PUVR) | \$ 113,664 | \$ 96,510 | \$ 9,118 |
| GROI | 299% | 473% | 152% |
| % with Trade | 22% | 20% | 33% |
| Avg. Over/Under Allowance | 394 | 107 | 1,000 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|----------|
| 3 | 1 | 0 |
| 9% | 3% | 0% |
| 33% | 100% | #DIV/0! |
| 51.0 | 63.0 | #DIV/0! |
| \$ 25,330 | \$ 6,994 | #DIV/0! |
| 100% | 52% | #DIV/0! |
| \$ 1,332 | \$ 2,002 | #DIV/0! |
| \$ 1,693 | \$ 1,122 | #DIV/0! |
| \$ 612 | \$ - | #DIV/0! |
| \$ 2,305 | \$ 1,122 | #DIV/0! |
| \$ 6,914 | \$ 1,122 | #DIV/0! |
| 64% | 92% | #DIV/0! |
| 33% | 0% | #DIV/0! |
| 937 | #DIV/0! | #DIV/0! |