

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| Justin Wright   | Eric Messamaker    | Dan Bailey          |
| Jeff Oeth       | Kevin Mehaffy      | Dustin Cardenas     |
| Tyrell Bell     | Tyrell Bell        | Kevin Carr          |
|                 |                    | Julie Cooper        |
|                 |                    | Clayton Coyne       |
|                 |                    | Ezra Ellison        |
|                 |                    | Scott Froelich      |
|                 |                    | Brandon Kinney      |
|                 |                    | Sasha Patterson     |
|                 |                    | Jesse Perez         |
|                 |                    | Jody Robinson       |
|                 |                    | Austin Rutledge     |
|                 |                    | John Tenenbaum      |
|                 |                    | John Voss           |
|                 |                    | Loren West          |
|                 |                    | Tony Perez          |
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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        | 35            | Trade on New       | No   | \$ 15,000                       | \$ 13,800         | 95%   | \$750           | \$1,100       |
| 1      | 21014XA | 2017 | Toyota    | RAV4           | 88            | Trade on New       | No   | \$ 20,118                       | \$ 19,699         | 99%   | \$1,225         | \$581         |
| 2      | 2329XAA | 2017 | Chevrolet | Cruze          | 71            | Trade on New       | Yes  | \$ 13,447                       | \$ 13,447         | 114%  | \$2,786         | \$3,805       |
| 3      | P7911A  | 2014 | Kia       | Soul           | 24            | Trade on Used      | No   | \$ 11,485                       | \$ 10,874         | 112%  | \$2,989         | \$0           |
| 4      | 2266XA  | 2012 | Ford      | Flexx          | 239           | Trade on New       | No   | \$ 9,333                        | \$ 9,200          | 89%   | \$2,322         | \$999         |
| 5      | 21014XB | 2005 | Subaru    | Baja           | 8             | Trade on Used      | No   | \$ 9,559                        | \$ 8,500          | 159%  | \$6,095         | \$115         |
| 6      | P8066   | 2019 | Buick     | Envision       | 19            | Auction/Wholesale  | Yes  | \$ 31,781                       | \$ 30,362         | 119%  | \$3,081         | \$0           |
| 7      | P8018   | 2020 | Chevrolet | Equinox        | 60            | Auction/Wholesale  | Yes  | \$ 33,516                       | \$ 32,098         | 117%  | \$1,931         | \$1,777       |
| 8      | 2370XB  | 2009 | Chevrolet | Silverado 1500 | 3             | Trade on Used      | No   | \$ 15,999                       | \$ 15,392         | 110%  | \$4,537         | \$1,422       |
| 9      | 2383XB  | 2016 | Chevrolet | Cruze          | 13            | Trade on Used      | Yes  | \$ 13,905                       | \$ 12,094         | 128%  | \$2,129         | \$754         |
| 10     | 20381A  | 2012 | Chrysler  | Town & Country | 11            | Trade on New       | No   | \$ 12,530                       | \$ 12,555         | 132%  | \$5,950         | \$0           |
| 11     | P8039   | 2019 | Chrysler  | Pacifica       | 47            | Auction/Wholesale  | Yes  | \$ 37,888                       | \$ 37,369         | 112%  | \$4,778         | \$4,502       |
| 12     | P7895   | 2017 | Chevrolet | Trax           | 181           | Auction/Wholesale  | Yes  | \$ 14,700                       | \$ 14,400         | 97%   | (\$1,380)       | \$0           |
| 13     | P7868A  | 2013 | Ford      | F-150          | 42            | Trade on Used      | No   | \$ 24,476                       | \$ 24,057         | 104%  | \$2,680         | \$0           |
| 14     | P7922   | 2018 | Chevrolet | Impala         | 155           | Auction/Wholesale  | Yes  | \$ 20,600                       | \$ 20,600         | 100%  | (\$897)         | \$1,357       |
| 15     | 2376XA  | 2012 | Ram       | 2500           | 119           | Trade on New       | No   | \$ 18,760                       | \$ 18,760         | 99%   | \$5,213         | \$347         |
| 16     | 2102XB  | 2014 | Jeep      | Patriot        | 76            | Trade on Used      | No   | \$ 13,489                       | \$ 12,689         | 106%  | \$3,205         | \$0           |
| 17     | P8023   | 2020 | Chevrolet | Camaro         | 62            | Auction/Wholesale  | Yes  | \$ 45,748                       | \$ 45,429         | 106%  | \$1,681         | \$5,618       |
| 18     | P8027   | 2020 | Cadillac  | CT5            | 57            | Auction/Wholesale  | No   | \$ 45,699                       | \$ 45,699         | 105%  | \$5,951         | \$6,204       |
| 19     | P8028   | 2015 | Chevrolet | Equinox        | 56            | Street/Curb Buy    | No   | \$ 15,800                       | \$ 13,500         | 111%  | \$366           | \$3           |
| 20     | 21149A  | 2017 | Chevrolet | Malibu         | 18            | Trade on New       | Yes  | \$ 17,628                       | \$ 15,703         | 109%  | \$3,045         | \$1,092       |
| 21     | P7943   | 2015 | Jeep      | Renegade       | 113           | Street/Curb Buy    | No   | \$ 13,400                       | \$ 13,186         | 101%  | \$405           | \$2,187       |
| 22     | P7910   | 2017 | GMC       | Terrain        | 161           | Auction/Wholesale  | Yes  | \$ 17,999                       | \$ 17,744         | 100%  | (\$95)          | \$0           |
| 23     | P8009   | 2017 | Buick     | Cascada        | 77            | Auction/Wholesale  | Yes  | \$ 28,670                       | \$ 28,097         | 121%  | \$1,827         | \$0           |
| 24     | P7913   | 2018 | Dodge     | Journey        | 162           | Auction/Wholesale  | Yes  | \$ 16,499                       | \$ 16,499         | 95%   | (\$469)         | \$3,516       |
| 25     | P7990   | 2018 | Chevrolet | Malibu         | 89            | Auction/Wholesale  | Yes  | \$ 18,999                       | \$ 18,780         | 99%   | \$2,415         | \$3,902       |
| 26     | P8101   | 2015 | Honda     | Accord         | 11            | Street/Curb Buy    | No   | \$ 16,704                       | \$ 16,000         | 117%  | \$4,496         | \$0           |
| 27     | P8019   | 2018 | GMC       | Yukon          | 66            | Auction/Wholesale  | Yes  | \$ 57,772                       | \$ 57,772         | 107%  | \$2,346         | \$1,051       |

|    |         |      |           |                |     |                   |     |    |        |    |        |      |         |         |
|----|---------|------|-----------|----------------|-----|-------------------|-----|----|--------|----|--------|------|---------|---------|
| 28 | 21093XA | 2018 | Ram       | 2500           | 32  | Trade on New      | No  | \$ | 55,388 | \$ | 54,450 | 105% | \$7,562 | \$3,885 |
| 29 | 20483A  | 2016 | Chevrolet | Impala         | 13  | Trade on New      | No  | \$ | 17,616 | \$ | 21,979 | 111% | \$5,208 | \$0     |
| 30 | 21039A  | 2018 | Chevrolet | Silverado 1500 | 124 | Trade on New      | Yes | \$ | 37,300 | \$ | 37,300 | 101% | \$4,799 | \$0     |
| 31 | P8055   | 2020 | Jeep      | Renegade       | 40  | Auction/Wholesale | Yes | \$ | 25,599 | \$ | 25,363 | 109% | \$2,186 | \$999   |
| 32 | P8063   | 2018 | Chevrolet | Equinox        | 39  | Auction/Wholesale | Yes | \$ | 20,235 | \$ | 19,816 | 106% | \$570   | \$3,431 |
| 33 | P8048   | 2020 | Jeep      | Grand Cherokee | 43  | Auction/Wholesale | Yes | \$ | 36,199 | \$ | 36,200 | 97%  | \$2,915 | \$0     |
| 34 | P8061A  | 2009 | Chevrolet | Silverado 1500 | 28  | Trade on Used     | No  | \$ | 11,626 | \$ | 11,626 | 153% | \$4,650 | \$949   |
| 35 | 21120A  | 2018 | GMC       | Acadia         | 32  | Trade on New      | Yes | \$ | 27,700 | \$ | 27,181 | 106% | \$4,226 | \$2,792 |
| 36 | 2176XA  | 2017 | Ford      | F-150          | 21  | Trade on New      | No  | \$ | 37,899 | \$ | 37,897 | 104% | \$4,972 | \$1,000 |
| 37 | P8066A  | 2016 | Chevrolet | Colorado       | 12  | Trade on Used     | Yes | \$ | 30,969 | \$ | 30,969 | 108% | \$5,211 | \$3,670 |
| 38 | 20436C  | 2016 | Jeep      | Cherokee       | 41  | Trade on Used     | Yes | \$ | 18,827 | \$ | 17,662 | 105% | \$5,552 | \$2,069 |
| 39 | 20314B  | 2014 | GMC       | Terrain        | 16  | Trade on Used     | No  | \$ | 13,505 | \$ | 13,505 | 114% | \$5,900 | \$832   |
| 40 | 21145A  | 2017 | Buick     | Envision       | 33  | Trade on New      | Yes | \$ | 22,300 | \$ | 21,581 | 104% | \$2,095 | \$2,878 |
| 41 | P8033   | 2017 | Hyundai   | Accent         | 58  | Auction/Wholesale | No  | \$ | 14,828 | \$ | 14,828 | 131% | \$4,687 | \$3,521 |
| 42 | P8123   | 2016 | Ram       | 1500           | 11  | Auction/Wholesale | Yes | \$ | 43,912 | \$ | 43,912 | 121% | \$6,805 | \$298   |
| 43 | P7905A  | 2014 | GMC       | Acadia         | 44  | Trade on Used     | No  | \$ | 17,628 | \$ | 16,500 | 109% | \$2,172 | \$879   |
| 44 | 21191A  | 2013 | Nissan    | Rogue          | 13  | Trade on New      | No  | \$ | 13,730 | \$ | 13,730 | 114% | \$4,875 | \$111   |
| 45 | P8018A  | 2016 | Chevrolet | Equinox        | 13  | Trade on Used     | Yes | \$ | 18,504 | \$ | 18,504 | 114% | \$4,400 | \$2,183 |
| 46 | P8069   | 2018 | Buick     | Envision       | 32  | Auction/Wholesale | Yes | \$ | 22,779 | \$ | 22,800 | 109% | \$2,721 | \$0     |
| 47 | P7851A  | 2011 | Toyota    | Camry          | 40  | Trade on Used     | No  | \$ | 9,899  | \$ | 9,900  | 117% | \$3,546 | \$814   |
| 48 | P8010A  | 2008 | Ford      | Explorer       | 85  | Trade on Used     | No  | \$ | 10,212 | \$ | 10,212 | 104% | \$3,700 | \$839   |
| 49 | P7951   | 2017 | Chevrolet | Cruze          | 137 | Auction/Wholesale | Yes | \$ | 15,699 | \$ | 15,488 | 101% | (\$73)  | \$4,130 |
| 50 | P7953   | 2019 | Chevrolet | Cruze          | 136 | Auction/Wholesale | Yes | \$ | 15,488 | \$ | 15,372 | 101% | \$1,233 | \$52    |
| 51 | P8013   | 2019 | Buick     | LaCrosse       | 82  | Auction/Wholesale | Yes | \$ | 29,777 | \$ | 29,499 | 110% | \$2,657 | \$0     |
| 52 | P7921   | 2015 | Toyota    | Highlander     | 168 | Street/Curb Buy   | No  | \$ | 19,499 | \$ | 19,200 | 96%  | \$1,127 | \$0     |
| 53 | 21106XA | 2017 | Jeep      | Grand Cherokee | 42  | Trade on New      | Yes | \$ | 27,777 | \$ | 27,339 | 104% | \$3,040 | \$0     |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 26%        |
| Total # Retail Units                  | 116        |
| Avg. Days to Sale                     | 62.8       |
| Avg. Advertised Price (Time of Sale)  | \$ 22,559  |
| Avg. Transaction Price                | \$ 22,176  |
| Avg. Market Price at 100%             | \$ 20,999  |
| Avg. Price to Market % (Time of Sale) | 107%       |
| Avg. Transaction to Market            | 106%       |
| Avg. Transactional Discount           | \$ 383     |
| Avg. Front-End Gross                  | \$ 3,090   |
| Avg. Finance Gross                    | \$ 1,490   |
| PUVR                                  | \$ 4,580   |
| Total Gross (Units & PUVR)            | \$ 531,258 |
| GROI                                  | 118%       |
| % with Trade                          | 38%        |
| Avg. Over/Under Allowance             | (\$418)    |



## Scoreboard

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| Desk Manager                          | Totals     | Justin Wright |
|---------------------------------------|------------|---------------|
| % Retailed of Non-New Franchise       | 26%        | 28%           |
| Total # Retail Units                  | 116        | 40            |
| Avg. Days to Sale                     | 62.8       | 70.4          |
| Avg. Advertised Price (Time of Sale)  | \$ 22,559  | \$ 23,936     |
| Avg. Transaction Price                | \$ 22,176  | \$ 23,676     |
| Avg. Market Price at 100%             | \$ 20,999  | \$ 22,558     |
| Avg. Price to Market % (Time of Sale) | 107%       | 106%          |
| Avg. Transaction to Market            | 106%       | 105%          |
| Avg. Transactional Discount           | \$ 383     | \$ 260        |
| Avg. Front-End Gross                  | \$ 3,090   | \$ 3,110      |
| Avg. Finance Gross                    | \$ 1,490   | \$ 1,391      |
| PUVR                                  | \$ 4,580   | \$ 4,501      |
| Total Gross (Units & PUVR)            | \$ 531,258 | \$ 180,028    |
| GROI                                  | 118%       | 97%           |
| % with Trade                          | 38%        | 38%           |
| Avg. Over/Under Allowance             | -418       | -478          |



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| Jeff Oeth  | Tyrell Bell |         |         |
|------------|-------------|---------|---------|
| 25%        | 25%         | #DIV/0! | #DIV/0! |
| 52         | 24          | 0       | 0       |
| 61.7       | 52.7        | #DIV/0! | #DIV/0! |
| \$ 21,774  | \$ 21,964   | #DIV/0! | #DIV/0! |
| \$ 21,312  | \$ 21,547   | #DIV/0! | #DIV/0! |
| \$ 20,493  | \$ 20,296   | #DIV/0! | #DIV/0! |
| 106%       | 108%        | #DIV/0! | #DIV/0! |
| 104%       | 106%        | #DIV/0! | #DIV/0! |
| \$ 462     | \$ 417      | #DIV/0! | #DIV/0! |
| \$ 2,942   | \$ 3,378    | #DIV/0! | #DIV/0! |
| \$ 1,471   | \$ 1,695    | #DIV/0! | #DIV/0! |
| \$ 4,413   | \$ 5,073    | #DIV/0! | #DIV/0! |
| \$ 229,484 | \$ 121,746  | #DIV/0! | #DIV/0! |
| 121%       | 161%        | #DIV/0! | #DIV/0! |
| 37%        | 42%         | #DIV/0! | #DIV/0! |
| -214       | -695        | #DIV/0! | #DIV/0! |





## Scoreboard

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| Sales Consultant                      | Totals     | Dan Bailey |
|---------------------------------------|------------|------------|
| % Retailed of Non-New Franchise       | 26%        | #DIV/0!    |
| Total # Retail Units                  | 116        | 0          |
| Avg. Days to Sale                     | 62.8       | #DIV/0!    |
| Avg. Advertised Price (Time of Sale)  | \$ 22,559  | #DIV/0!    |
| Avg. Transaction Price                | \$ 22,176  | #DIV/0!    |
| Avg. Market Price at 100%             | \$ 20,999  | #DIV/0!    |
| Avg. Price to Market % (Time of Sale) | 107%       | #DIV/0!    |
| Avg. Transaction to Market            | 106%       | #DIV/0!    |
| Avg. Transactional Discount           | \$ 383     | #DIV/0!    |
| Avg. Front-End Gross                  | \$ 3,090   | #DIV/0!    |
| Avg. Finance Gross                    | \$ 1,490   | #DIV/0!    |
| PUVR                                  | \$ 4,580   | #DIV/0!    |
| Total Gross (Units & PUVR)            | \$ 531,258 | #DIV/0!    |
| GROI                                  | 118%       | #DIV/0!    |
| % with Trade                          | 38%        | #DIV/0!    |
| Avg. Over/Under Allowance             | -418       | #DIV/0!    |



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| Dustin Cardenas | Kevin Carr | Julie Cooper | Clayton Coyne |
|-----------------|------------|--------------|---------------|
| 21%             | 20%        | 0%           | 0%            |
| 14              | 5          | 8            | 3             |
| 81.9            | 54.2       | 64.6         | 44.0          |
| \$ 22,989       | \$ 25,518  | \$ 24,728    | \$ 18,906     |
| \$ 22,542       | \$ 24,972  | \$ 24,697    | \$ 18,906     |
| \$ 21,652       | \$ 23,875  | \$ 23,539    | \$ 17,912     |
| 106%            | 107%       | 105%         | 106%          |
| 104%            | 105%       | 105%         | 106%          |
| \$ 447          | \$ 546     | \$ 32        | \$ -          |
| \$ 2,533        | \$ 3,601   | \$ 2,777     | \$ 4,287      |
| \$ 1,682        | \$ 612     | \$ 1,560     | \$ 2,422      |
| \$ 4,215        | \$ 4,213   | \$ 4,337     | \$ 6,709      |
| \$ 59,010       | \$ 21,065  | \$ 34,692    | \$ 20,127     |
| 82%             | 112%       | 98%          | 290%          |
| 50%             | 20%        | 13%          | 0%            |
| -964            | 0          | 0            | #DIV/0!       |

| Ezra Ellison | Brandon Kinney | Sasha Patterson | Jesse Perez |
|--------------|----------------|-----------------|-------------|
| 43%          | 18%            | 0%              | 29%         |
| 7            | 17             | 2               | 14          |
| 61.7         | 48.5           | 39.0            | 53.4        |
| \$ 18,138    | \$ 23,656      | \$ 19,592       | \$ 20,431   |
| \$ 17,682    | \$ 23,341      | \$ 18,629       | \$ 20,215   |
| \$ 17,144    | \$ 21,890      | \$ 18,449       | \$ 18,992   |
| 106%         | 108%           | 106%            | 108%        |
| 103%         | 107%           | 101%            | 106%        |
| \$ 456       | \$ 315         | \$ 963          | \$ 217      |
| \$ 3,099     | \$ 2,930       | \$ 3,019        | \$ 3,841    |
| \$ 1,275     | \$ 1,683       | \$ 851          | \$ 1,755    |
| \$ 4,374     | \$ 4,614       | \$ 3,869        | \$ 5,596    |
| \$ 30,620    | \$ 78,433      | \$ 7,738        | \$ 78,349   |
| 144%         | 147%           | 192%            | 187%        |
| 43%          | 18%            | 50%             | 50%         |
| 0            | -433           | 0               | -386        |

| Jody Robinson | Austin Rutledge | John Tenenbaum | John Voss |
|---------------|-----------------|----------------|-----------|
| 55%           | 43%             | 33%            | 30%       |
| 11            | 7               | 9              | 10        |
| 64.6          | 70.9            | 82.3           | 61.8      |
| \$ 20,752     | \$ 19,233       | \$ 18,249      | \$ 23,666 |
| \$ 19,973     | \$ 18,977       | \$ 17,971      | \$ 23,262 |
| \$ 20,037     | \$ 18,200       | \$ 17,465      | \$ 21,573 |
| 104%          | 106%            | 104%           | 110%      |
| 100%          | 104%            | 103%           | 108%      |
| \$ 779        | \$ 257          | \$ 278         | \$ 403    |
| \$ 2,923      | \$ 2,958        | \$ 2,530       | \$ 3,572  |
| \$ 889        | \$ 1,738        | \$ 1,424       | \$ 1,451  |
| \$ 3,812      | \$ 4,695        | \$ 3,954       | \$ 5,023  |
| \$ 41,931     | \$ 32,868       | \$ 35,583      | \$ 50,226 |
| 106%          | 126%            | 96%            | 126%      |
| 36%           | 43%             | 11%            | 60%       |
| -32           | -1,250          | 0              | -209      |

| Loren West |         |         |         |
|------------|---------|---------|---------|
| 0%         | #DIV/0! | #DIV/0! | #DIV/0! |
| 5          | 0       | 0       | 0       |
| 65.2       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 40,637  | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 40,585  | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 37,788  | #DIV/0! | #DIV/0! | #DIV/0! |
| 108%       | #DIV/0! | #DIV/0! | #DIV/0! |
| 107%       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 51      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,813   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,362   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 4,176   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 20,878  | #DIV/0! | #DIV/0! | #DIV/0! |
| 57%        | #DIV/0! | #DIV/0! | #DIV/0! |
| 80%        | #DIV/0! | #DIV/0! | #DIV/0! |
| -1,000     | #DIV/0! | #DIV/0! | #DIV/0! |























## Scoreboard

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| Finance Manager                       | Totals     | Eric Messamake |
|---------------------------------------|------------|----------------|
| % Retailed of Non-New Franchise       | 26%        | 23%            |
| Total # Retail Units                  | 116        | 39             |
| Avg. Days to Sale                     | 62.8       | 67.4           |
| Avg. Advertised Price (Time of Sale)  | \$ 22,559  | \$ 24,191      |
| Avg. Transaction Price                | \$ 22,176  | \$ 24,000      |
| Avg. Market Price at 100%             | \$ 20,999  | \$ 23,182      |
| Avg. Price to Market % (Time of Sale) | 107%       | 104%           |
| Avg. Transaction to Market            | 106%       | 104%           |
| Avg. Transactional Discount           | \$ 383     | \$ 191         |
| Avg. Front-End Gross                  | \$ 3,090   | \$ 3,112       |
| Avg. Finance Gross                    | \$ 1,490   | \$ 1,670       |
| PUVR                                  | \$ 4,580   | \$ 4,783       |
| Total Gross (Units & PUVR)            | \$ 531,258 | \$ 186,521     |
| GROI                                  | 118%       | 106%           |
| % with Trade                          | 38%        | 0%             |
| Avg. Over/Under Allowance             | -418       | -680           |



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| Kevin Mehaffy | Tyrell Bell |         |         |
|---------------|-------------|---------|---------|
| 26%           | 29%         | #DIV/0! | #DIV/0! |
| 53            | 24          | 0       | 0       |
| 56.4          | 69.7        | #DIV/0! | #DIV/0! |
| \$ 20,695     | \$ 24,024   | #DIV/0! | #DIV/0! |
| \$ 20,158     | \$ 23,667   | #DIV/0! | #DIV/0! |
| \$ 19,115     | \$ 22,412   | #DIV/0! | #DIV/0! |
| 108%          | 107%        | #DIV/0! | #DIV/0! |
| 105%          | 106%        | #DIV/0! | #DIV/0! |
| \$ 536        | \$ 357      | #DIV/0! | #DIV/0! |
| \$ 3,130      | \$ 2,967    | #DIV/0! | #DIV/0! |
| \$ 1,438      | \$ 1,310    | #DIV/0! | #DIV/0! |
| \$ 4,568      | \$ 4,277    | #DIV/0! | #DIV/0! |
| \$ 242,090    | \$ 102,647  | #DIV/0! | #DIV/0! |
| 145%          | 93%         | #DIV/0! | #DIV/0! |
| 0%            | 38%         | #DIV/0! | #DIV/0! |
| -233          | -391        | #DIV/0! | #DIV/0! |





## Scoreboard

| CPO                                   | Totals     | Yes        |
|---------------------------------------|------------|------------|
| Total # Retail Units                  | 116        | 58         |
| Avg. Days to Sale                     | 62.8       | 67.8       |
| Avg. Advertised Price (Time of Sale)  | \$ 22,559  | \$ 26,795  |
| Avg. Transaction Price                | \$ 22,176  | \$ 26,405  |
| Avg. Market Price at 100%             | \$ 20,999  | \$ 24,947  |
| Avg. Price to Market % (Time of Sale) | 107%       | 107%       |
| Avg. Transaction to Market            | 106%       | 106%       |
| Avg. Transactional Discount           | \$ 383     | \$ 390     |
| Avg. Front-End Gross                  | \$ 3,090   | \$ 2,629   |
| Avg. Finance Gross                    | \$ 1,490   | \$ 1,901   |
| PUVR                                  | \$ 4,580   | \$ 4,530   |
| Total Gross (Units & PUVR)            | \$ 531,258 | \$ 262,749 |
| GROI                                  | 118%       | 91%        |
| % with Trade                          | 38%        | 43%        |
| Avg. Over/Under Allowance             | -418       | -359       |



| No |         |
|----|---------|
|    | 58      |
|    | 57.9    |
| \$ | 17,947  |
| \$ | 17,947  |
| \$ | 17,382  |
|    | 103%    |
|    | 103%    |
| \$ | 377     |
| \$ | 3,551   |
| \$ | 1,078   |
| \$ | 4,629   |
| \$ | 268,509 |
|    | 160%    |
|    | 26%     |
|    | -541    |

## Scoreboard

| Same Brand as New                     | Totals     | Yes        |
|---------------------------------------|------------|------------|
| Total # Retail Units                  | 116        | 86         |
| Avg. Days to Sale                     | 62.8       | 60.7       |
| Avg. Advertised Price (Time of Sale)  | \$ 22,559  | \$ 24,229  |
| Avg. Transaction Price                | \$ 22,176  | \$ 23,886  |
| Avg. Market Price at 100%             | \$ 20,999  | \$ 22,553  |
| Avg. Price to Market % (Time of Sale) | 107%       | 107%       |
| Avg. Transaction to Market            | 106%       | 106%       |
| Avg. Transactional Discount           | \$ 383     | \$ 343     |
| Avg. Front-End Gross                  | \$ 3,090   | \$ 3,118   |
| Avg. Finance Gross                    | \$ 1,490   | \$ 1,708   |
| PUVR                                  | \$ 4,580   | \$ 4,827   |
| Total Gross (Units & PUVR)            | \$ 531,258 | \$ 415,085 |
| GROI                                  | 118%       | 120%       |
| % with Trade                          | 38%        | 34%        |
| Avg. Over/Under Allowance             | -418       | -500       |



| No |         |
|----|---------|
|    | 30      |
|    | 68.8    |
| \$ | 17,273  |
| \$ | 17,273  |
| \$ | 17,182  |
|    | 101%    |
|    | 101%    |
| \$ | 499     |
| \$ | 3,010   |
| \$ | 863     |
| \$ | 3,872   |
| \$ | 116,173 |
|    | 117%    |
|    | 50%     |
|    | -147    |

## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 116        | 39           | 32            |
| % of Retail Units               | 100%       | 34%          | 28%           |
| % Retailed of Non-New Franchise | 26%        | 18%          | 38%           |
| Avg. Days to Sale               | 62.8       | 56.6         | 45.3          |
| Avg. Transaction Price          | \$ 22,176  | \$ 25,526    | \$ 13,494     |
| Avg. Transaction to Market %    | 106%       | 105%         | 106%          |
| Avg. Transactional Discount     | \$ 383     | \$ 215       | \$ 479        |
| Avg. Front End Gross            | \$ 3,090   | \$ 4,138     | \$ 3,496      |
| Avg. Finance Gross              | \$ 1,490   | \$ 1,657     | \$ 1,007      |
| PUVR                            | \$ 4,580   | \$ 5,795     | \$ 4,504      |
| Total Gross (Units & PUVR)      | \$ 531,258 | \$ 225,989   | \$ 144,121    |
| GROI                            | 118%       | 144%         | 265%          |
| % with Trade                    | 38%        | 49%          | 13%           |
| Avg. Over/Under Allowance       | -418       | -706         | -250          |



| Street/Curb buy | Auction/wholesale | Loaner/rental fleet | LBO customer |
|-----------------|-------------------|---------------------|--------------|
| 5               | 40                | 0                   | 0            |
| 4%              | 34%               | 0%                  | 0%           |
| 60%             | 20%               | #DIV/0!             | #DIV/0!      |
| 70.0            | 82.0              | #DIV/0!             | #DIV/0!      |
| \$ 18,336       | \$ 26,335         | #DIV/0!             | #DIV/0!      |
| 99%             | 104%              | #DIV/0!             | #DIV/0!      |
| \$ 1,544        | \$ 326            | #DIV/0!             | #DIV/0!      |
| \$ 1,596        | \$ 1,931          | #DIV/0!             | #DIV/0!      |
| \$ 438          | \$ 1,844          | #DIV/0!             | #DIV/0!      |
| \$ 2,034        | \$ 3,774          | #DIV/0!             | #DIV/0!      |
| \$ 10,169       | \$ 150,979        | #DIV/0!             | #DIV/0!      |
| 57%             | 63%               | #DIV/0!             | #DIV/0!      |
| 40%             | 48%               | #DIV/0!             | #DIV/0!      |
| -81             | -192              | #DIV/0!             | #DIV/0!      |



## Scoreboard

| Age                             | Totals     | 0-30 days  | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units            | 116        | 28         | 26         |
| % of Retail Units               | 100%       | 24%        | 22%        |
| % Retailed of Non-New Franchise | 26%        | 25%        | 19%        |
| Avg. Days to Sale               | 62.8       | 17.8       | 37.1       |
| Avg. Transaction Price          | \$ 22,176  | \$ 23,180  | \$ 24,965  |
| Avg. Transaction to Market %    | 106%       | 114%       | 103%       |
| Avg. Transactional Discount     | \$ 383     | \$ 423     | \$ 440     |
| Avg. Front End Gross            | \$ 3,090   | \$ 4,402   | \$ 3,796   |
| Avg. Finance Gross              | \$ 1,490   | \$ 1,251   | \$ 1,542   |
| PUVR                            | \$ 4,580   | \$ 5,653   | \$ 5,338   |
| Total Gross (Units & PUVR)      | \$ 531,258 | \$ 158,279 | \$ 138,790 |
| GROI                            | 118%       | 494%       | 207%       |
| % with Trade                    | 38%        | 43%        | 35%        |
| Avg. Over/Under Allowance       | -418       | -320       | -506       |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 16         | 21         | 25        |
| 14%        | 18%        | 22%       |
| 31%        | 24%        | 32%       |
| 53.8       | 75.5       | 135.2     |
| \$ 22,621  | \$ 23,523  | \$ 16,733 |
| 105%       | 105%       | 97%       |
| \$ 494     | \$ 272     | \$ 302    |
| \$ 2,893   | \$ 2,601   | \$ 1,423  |
| \$ 2,121   | \$ 1,698   | \$ 1,124  |
| \$ 5,014   | \$ 4,300   | \$ 2,547  |
| \$ 80,219  | \$ 90,295  | \$ 63,675 |
| 148%       | 87%        | 41%       |
| 38%        | 38%        | 36%       |
| -381       | -356       | -530      |