

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| Brian Cupler    | Mike Alcodray      | Joan Glass          |
| John Cunningham | Eric Smith         | Mike Golembiewski   |
|                 |                    | Sam Naoum           |
|                 |                    | Mak Makky           |
|                 |                    | James Wawrzyniak    |
|                 |                    | John Karam          |
|                 |                    | Greg Hooper         |
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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      | JK0614A | 2017 | Jaguar        | XE          | 65            | Trade on New        | No   | \$ 22,000                       | \$ 22,000         | 101%  | \$2,683         | \$1,562       |
| 2      | J1658   | 2020 | Land Rover    | RANGE ROVER | 40            | Loaner/Rental Fleet | Yes  | \$ 85,000                       | \$ 85,000         | 105%  | \$1,582         | \$1,472       |
| 3      | J1631   | 2018 | Ford          | EXPLORER    | 20            | Trade on New        | No   | \$ 35,000                       | \$ 34,800         | 90%   | \$1,985         | \$0           |
| 4      | J1348A  | 2015 | Lexus         | 250         | 40            | Trade on Used       | No   | \$ 21,000                       | \$ 21,000         | 80%   | \$2,542         | \$0           |
| 5      | J1612   | 2020 | Jaguar        | XF          | 70            | Loaner/Rental Fleet | Yes  | \$ 33,000                       | \$ 33,000         | 99%   | \$2,842         | \$1,764       |
| 6      | J1515   | 2013 | Mercedes-Benz | 300         | 15            | Auction/Wholesale   | No   | \$ 27,500                       | \$ 2,750          | 75%   | \$3,658         | \$0           |
| 7      | J1652   | 2012 | Audi          | Q5          | 10            | Auction/Wholesale   | No   | \$ 17,500                       | \$ 17,500         | 60%   | \$4,125         | \$1,587       |
| 8      | JL0143  | 2017 | Dodge         | CHARGER     | 50            | Trade on New        | No   | \$ 21,000                       | \$ 21,000         | 85%   | \$2,582         | \$0           |
| 9      | J1618   | 2016 | BMW           | 3           | 10            | Auction/Wholesale   | No   | \$ 31,000                       | \$ 31,000         | 80%   | \$1,587         | \$1,530       |
| 10     | J1616   | 2020 | Jaguar        | XE          | 22            | Loaner/Rental Fleet | Yes  | \$ 32,000                       | \$ 31,750         | 100%  | \$1,982         | \$0           |
| 11     | J14833  | 2020 | Jaguar        | FPACE       | 35            | Loaner/Rental Fleet | Yes  | \$ 75,000                       | \$ 75,000         | 99%   | \$1,521         | \$750         |
| 12     | J1659   | 2020 | Jaguar        | EPACE       | 45            | Loaner/Rental Fleet | Yes  | \$ 58,000                       | \$ 58,000         | 102%  | \$1,852         | \$0           |
| 13     | J1664   | 2017 | Cadillac      | XTS         | 58            | Auction/Wholesale   | No   | \$ 29,000                       | \$ 29,000         | 98%   | \$1,325         | \$0           |
| 14     | J1590   | 2018 | Jaguar        | XE          | 65            | Trade on New        | Yes  | \$ 25,500                       | \$ 25,000         | 96%   | \$1,562         | \$1,384       |
| 15     | J1548   | 2019 | Jaguar        | FPACE       | 25            | Auction/Wholesale   | Yes  | \$ 65,000                       | \$ 65,000         | 97%   | \$2,589         | \$0           |
| 16     | J1639   | 2018 | Buick         | ENCLAVE     | 72            | Auction/Wholesale   | No   | \$ 30,000                       | \$ 30,000         | 92%   | \$1,598         | \$2,587       |
| 17     | J1657   | 2017 | Acura         | TSX         | 33            | Trade on New        | No   | \$ 27,500                       | \$ 27,500         | 85%   | \$1,784         | \$0           |
| 18     | J1666   | 2016 | Chrysler      | 300         | 82            | Auction/Wholesale   | No   | \$ 15,000                       | \$ 15,000         | 95%   | \$2,985         | \$1,400       |
| 19     | J1615   | 2019 | Jaguar        | EPACE       | 53            | Auction/Wholesale   | Yes  | \$ 30,000                       | \$ 30,000         | 96%   | \$1,857         | \$0           |
| 20     | J1608A  | 2020 | Land Rover    | RANGE ROVER | 91            | Loaner/Rental Fleet | Yes  | \$ 85,000                       | \$ 85,000         | 82%   | \$3,952         | \$1,472       |
| 21     | J1650   | 2020 | Jaguar        | XE          | 11            | Loaner/Rental Fleet | Yes  | \$ 38,000                       | \$ 37,000         | 84%   | \$2,852         | \$0           |
| 22     | J1609   | 2020 | Jaguar        | XE          | 61            | Loaner/Rental Fleet | Yes  | \$ 35,000                       | \$ 35,000         | 95%   | \$1,547         | \$1,274       |
| 23     | J1651   | 2018 | Genesis       | G80         | 24            | Auction/Wholesale   | No   | \$ 28,000                       | \$ 28,000         | 97%   | \$1,698         | \$1,857       |
| 24     | J1543   | 2015 | Hyundai       | SONATA      | 76            | Trade on New        | No   | \$ 15,000                       | \$ 15,000         | 91%   | \$2,547         | \$0           |
| 25     | J1605   | 2007 | Ford          | MUSTANG     | 34            | Trade on New        | No   | \$ 6,000                        | \$ 6,000          | 92%   | \$2,698         | \$387         |
| 26     | JL0190  | 2018 | Land Rover    | RANGE ROVER | 81            | Trade on New        | Yes  | \$ 75,000                       | \$ 74,500         | 98%   | \$2,587         | \$0           |
| 27     | J1572A  | 2019 | Land Rover    | RANGE ROVER | 42            | Auction/Wholesale   | Yes  | \$ 80,000                       | \$ 80,000         | 85%   | \$2,458         | \$0           |
| 28     | J1663   | 2016 | Jaguar        | XJ          | 92            | Auction/Wholesale   | Yes  | \$ 30,000                       | \$ 30,000         | 87%   | \$3,569         | \$200         |

|    |         |      |            |             |    |                     |     |    |         |    |         |      |         |         |
|----|---------|------|------------|-------------|----|---------------------|-----|----|---------|----|---------|------|---------|---------|
| 29 | J1634   | 2015 | Cadillac   | XTS         | 51 | Trade on New        | No  | \$ | 33,000  | \$ | 33,000  | 89%  | \$3,547 | \$2,500 |
| 30 | J1667   | 2014 | Ford       | MUSTANG     | 8  | Auction/Wholesale   | No  | \$ | 15,000  | \$ | 15,000  | 92%  | \$4,587 | \$0     |
| 31 | J1673   | 2013 | GMC        | PU          | 21 | Trade on New        | No  | \$ | 28,000  | \$ | 28,000  | 98%  | \$1,200 | \$300   |
| 32 | J1383   | 2000 | GMC        | PU          | 6  | Trade on New        | No  | \$ | 35,000  | \$ | 35,000  | 97%  | \$1,247 | \$1,584 |
| 33 | J1596   | 2020 | Land Rover | RANGE ROVER | 9  | Loaner/Rental Fleet | Yes | \$ | 95,000  | \$ | 94,500  | 92%  | \$1,147 | \$1,852 |
| 34 | JL0125A | 2020 | Land Rover | RANGE ROVER | 4  | Loaner/Rental Fleet | Yes | \$ | 105,000 | \$ | 105,000 | 101% | \$1,258 | \$2,587 |
| 35 | J1678   | 2016 | Mini       | 2DR         | 30 | Auction/Wholesale   | No  | \$ | 18,000  | \$ | 18,000  | 105% | \$3,528 | \$0     |
| 36 | J1389   | 2015 | Cadillac   | CTS         | 52 | Auction/Wholesale   | No  | \$ | 20,000  | \$ | 20,000  | 90%  | \$3,252 | \$1,400 |
| 37 | J1676   | 2019 | Land Rover | RANGE ROVER | 64 | Auction/Wholesale   | Yes | \$ | 80,000  | \$ | 80,000  | 80%  | \$1,587 | \$0     |
| 38 | J1604   | 2018 | Cadillac   | CTS         | 71 | Auction/Wholesale   | No  | \$ | 32,000  | \$ | 32,000  | 99%  | \$4,500 | \$1,472 |
| 39 | J1615A  | 2020 | Land Rover | RANGE ROVER | 80 | Loaner/Rental Fleet | Yes | \$ | 85,000  | \$ | 85,000  | 75%  | \$2,458 | \$0     |
| 40 | J1677   | 2020 | Land Rover | RANGE ROVER | 11 | Loaner/Rental Fleet | Yes | \$ | 85,000  | \$ | 85,000  | 60%  | \$1,458 | \$1,500 |
| 41 | J1554   | 2018 | JEEP       | CHEROKEE    | 25 | Auction/Wholesale   | No  | \$ | 19,000  | \$ | 18,500  | 85%  | \$1,358 | \$1,850 |
| 42 | J1685   | 2019 | Jaguar     | FSPACE      | 35 | Trade on New        | Yes | \$ | 75,000  | \$ | 75,000  | 80%  | \$1,698 | \$0     |
| 43 | J1682   | 2017 | Jaguar     | FSPACE      | 42 | Auction/Wholesale   | Yes | \$ | 55,000  | \$ | 55,000  | 100% | \$1,598 | \$1,587 |
| 44 | J1627   | 2015 | Land Rover | RANGE ROVER | 52 | Auction/Wholesale   | Yes | \$ | 45,000  | \$ | 45,000  | 99%  | \$2,582 | \$0     |
| 45 | J1546C  | 2014 | Cadillac   | CTS         | 60 | Auction/Wholesale   | No  | \$ | 25,000  | \$ | 25,000  | 102% | \$1,652 | \$2,530 |
| 46 | J1654   | 2013 | JEEP       | CHEROKEE    | 72 | Trade on Used       | No  | \$ | 18,000  | \$ | 18,000  | 98%  | \$1,258 | \$0     |
| 47 | J1670   | 2020 | Jaguar     | FSPACE      | 81 | Trade on New        | Yes | \$ | 75,000  | \$ | 75,000  | 96%  | \$2,582 | \$2,500 |
| 48 | J1686   | 2020 | Land Rover | RANGE ROVER | 92 | Loaner/Rental Fleet | Yes | \$ | 85,000  | \$ | 85,000  | 97%  | \$143   | \$0     |
| 49 | J1640   | 2020 | Land Rover | RANGE ROVER | 5  | Loaner/Rental Fleet | Yes | \$ | 80,000  | \$ | 79,800  | 92%  | \$2,698 | \$0     |
| 50 | J1693   | 2020 | Land Rover | RANGE ROVER | 21 | Loaner/Rental Fleet | Yes | \$ | 85,000  | \$ | 85,000  | 85%  | \$1,563 | \$1,584 |
| 51 | J1660   | 2015 | Ford       | F150        | 32 | Trade on Used       | No  | \$ | 20,000  | \$ | 20,000  | 95%  | \$1,547 | \$2,800 |
| 52 | J1699   | 2016 | Mini       | 2DR         | 48 | Trade on Used       | No  | \$ | 18,000  | \$ | 18,000  | 96%  | \$1,485 | \$2,587 |
| 53 | J1713   | 2018 | Jaguar     | FSPACE      | 59 | Trade on New        | Yes | \$ | 55,000  | \$ | 55,000  | 82%  | \$1,587 | \$2,450 |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 82%        |
| Total # Retail Units                  | 200        |
| Avg. Days to Sale                     | 42.3       |
| Avg. Advertised Price (Time of Sale)  | \$ 39,549  |
| Avg. Transaction Price                | \$ 39,400  |
| Avg. Market Price at 100%             | \$ 43,133  |
| Avg. Price to Market % (Time of Sale) | 92%        |
| Avg. Transaction to Market            | 91%        |
| Avg. Transactional Discount           | \$ 150     |
| Avg. Front-End Gross                  | \$ 2,045   |
| Avg. Finance Gross                    | \$ 1,363   |
| PUVR                                  | \$ 3,408   |
| Total Gross (Units & PUVR)            | \$ 681,551 |
| GROI                                  | 74%        |
| % with Trade                          | 26%        |
| Avg. Over/Under Allowance             | \$17       |



## Scoreboard

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| Desk Manager                          | Totals     | Brian Cupler |
|---------------------------------------|------------|--------------|
| % Retailed of Non-New Franchise       | 82%        | 75%          |
| Total # Retail Units                  | 200        | 8            |
| Avg. Days to Sale                     | 42.3       | 36.8         |
| Avg. Advertised Price (Time of Sale)  | \$ 39,549  | \$ 43,875    |
| Avg. Transaction Price                | \$ 39,400  | \$ 43,844    |
| Avg. Market Price at 100%             | \$ 43,133  | \$ 49,333    |
| Avg. Price to Market % (Time of Sale) | 92%        | 89%          |
| Avg. Transaction to Market            | 91%        | 89%          |
| Avg. Transactional Discount           | \$ 150     | \$ 31        |
| Avg. Front-End Gross                  | \$ 2,045   | \$ 1,336     |
| Avg. Finance Gross                    | \$ 1,363   | \$ 1,566     |
| PUVR                                  | \$ 3,408   | \$ 2,903     |
| Total Gross (Units & PUVR)            | \$ 681,551 | \$ 23,220    |
| GROI                                  | 74%        | 65%          |
| % with Trade                          | 26%        | 25%          |
| Avg. Over/Under Allowance             | 17         | 0            |



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| John Cunningham |         |         |         |
|-----------------|---------|---------|---------|
| 82%             | #DIV/0! | #DIV/0! | #DIV/0! |
| 192             | 0       | 0       | 0       |
| 42.5            | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 39,369       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 39,214       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 43,488       | #DIV/0! | #DIV/0! | #DIV/0! |
| 91%             | #DIV/0! | #DIV/0! | #DIV/0! |
| 90%             | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 154          | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,075        | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,354        | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 3,429        | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 658,331      | #DIV/0! | #DIV/0! | #DIV/0! |
| 74%             | #DIV/0! | #DIV/0! | #DIV/0! |
| 26%             | #DIV/0! | #DIV/0! | #DIV/0! |
| 17              | #DIV/0! | #DIV/0! | #DIV/0! |





## Scoreboard

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| Sales Consultant                      | Totals     | Joan Glass |
|---------------------------------------|------------|------------|
| % Retailed of Non-New Franchise       | 82%        | 56%        |
| Total # Retail Units                  | 200        | 16         |
| Avg. Days to Sale                     | 42.3       | 45.1       |
| Avg. Advertised Price (Time of Sale)  | \$ 39,549  | \$ 57,563  |
| Avg. Transaction Price                | \$ 39,400  | \$ 57,563  |
| Avg. Market Price at 100%             | \$ 43,133  | \$ 62,286  |
| Avg. Price to Market % (Time of Sale) | 92%        | 92%        |
| Avg. Transaction to Market            | 91%        | 92%        |
| Avg. Transactional Discount           | \$ 150     | \$ -       |
| Avg. Front-End Gross                  | \$ 2,045   | \$ 2,320   |
| Avg. Finance Gross                    | \$ 1,363   | \$ 1,453   |
| PUVR                                  | \$ 3,408   | \$ 3,773   |
| Total Gross (Units & PUVR)            | \$ 681,551 | \$ 60,365  |
| GROI                                  | 74%        | 52%        |
| % with Trade                          | 26%        | 38%        |
| Avg. Over/Under Allowance             | 17         | 6          |



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| Mike Golembiewski | Sam Naoum | Mak Makky  | James Wawrzyniak |
|-------------------|-----------|------------|------------------|
| 86%               | 79%       | 81%        | 75%              |
| 21                | 19        | 69         | 4                |
| 48.5              | 47.4      | 38.9       | 50.8             |
| \$ 31,524         | \$ 41,868 | \$ 37,725  | \$ 39,500        |
| \$ 31,524         | \$ 40,513 | \$ 37,690  | \$ 39,500        |
| \$ 34,522         | \$ 45,179 | \$ 42,187  | \$ 41,026        |
| 91%               | 93%       | 89%        | 96%              |
| 91%               | 90%       | 89%        | 96%              |
| \$ -              | \$ 1,355  | \$ 35      | \$ -             |
| \$ 2,087          | \$ 1,821  | \$ 1,830   | \$ 1,877         |
| \$ 1,292          | \$ 1,374  | \$ 1,384   | \$ 1,352         |
| \$ 3,379          | \$ 3,195  | \$ 3,215   | \$ 3,229         |
| \$ 70,969         | \$ 60,706 | \$ 221,826 | \$ 12,914        |
| 80%               | 60%       | 79%        | 58%              |
| 29%               | 32%       | 26%        | 25%              |
| 0                 | 26        | 23         | 125              |

| Greg Hooper | John Karam |         |         |
|-------------|------------|---------|---------|
| 89%         | 88%        | #DIV/0! | #DIV/0! |
| 54          | 17         | 0       | 0       |
| 42.7        | 36.4       | #DIV/0! | #DIV/0! |
| \$ 37,246   | \$ 44,647  | #DIV/0! | #DIV/0! |
| \$ 37,228   | \$ 44,603  | #DIV/0! | #DIV/0! |
| \$ 41,623   | \$ 49,515  | #DIV/0! | #DIV/0! |
| 89%         | 90%        | #DIV/0! | #DIV/0! |
| 89%         | 90%        | #DIV/0! | #DIV/0! |
| \$ 19       | \$ 44      | #DIV/0! | #DIV/0! |
| \$ 2,312    | \$ 2,046   | #DIV/0! | #DIV/0! |
| \$ 1,270    | \$ 1,562   | #DIV/0! | #DIV/0! |
| \$ 3,582    | \$ 3,608   | #DIV/0! | #DIV/0! |
| \$ 193,429  | \$ 61,342  | #DIV/0! | #DIV/0! |
| 81%         | 80%        | #DIV/0! | #DIV/0! |
| 13%         | 41%        | #DIV/0! | #DIV/0! |
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## Scoreboard

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| Finance Manager                       | Totals     | Eric Smith |
|---------------------------------------|------------|------------|
| % Retailed of Non-New Franchise       | 82%        | 78%        |
| Total # Retail Units                  | 200        | 9          |
| Avg. Days to Sale                     | 42.3       | 40.2       |
| Avg. Advertised Price (Time of Sale)  | \$ 39,549  | \$ 39,667  |
| Avg. Transaction Price                | \$ 39,400  | \$ 39,667  |
| Avg. Market Price at 100%             | \$ 43,133  | \$ 44,646  |
| Avg. Price to Market % (Time of Sale) | 92%        | 89%        |
| Avg. Transaction to Market            | 91%        | 89%        |
| Avg. Transactional Discount           | \$ 150     | \$ -       |
| Avg. Front-End Gross                  | \$ 2,045   | \$ 2,173   |
| Avg. Finance Gross                    | \$ 1,363   | \$ 1,538   |
| PUVR                                  | \$ 3,408   | \$ 3,711   |
| Total Gross (Units & PUVR)            | \$ 681,551 | \$ 33,400  |
| GROI                                  | 74%        | 84%        |
| % with Trade                          | 26%        | 0%         |
| Avg. Over/Under Allowance             | 17         | 11         |



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| Mike Alcodray |         |         |         |
|---------------|---------|---------|---------|
| 82%           | #DIV/0! | #DIV/0! | #DIV/0! |
| 191           | 0       | 0       | 0       |
| 42.4          | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 39,543     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 39,387     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 43,678     | #DIV/0! | #DIV/0! | #DIV/0! |
| 91%           | #DIV/0! | #DIV/0! | #DIV/0! |
| 90%           | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 157        | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,039      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,355      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 3,393      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 648,151    | #DIV/0! | #DIV/0! | #DIV/0! |
| 73%           | #DIV/0! | #DIV/0! | #DIV/0! |
| 0%            | #DIV/0! | #DIV/0! | #DIV/0! |
| 17            | #DIV/0! | #DIV/0! | #DIV/0! |





## Scoreboard

| CPO                                   | Totals     | Yes        |
|---------------------------------------|------------|------------|
| Total # Retail Units                  | 200        | 80         |
| Avg. Days to Sale                     | 42.3       | 42.3       |
| Avg. Advertised Price (Time of Sale)  | \$ 39,549  | \$ 62,294  |
| Avg. Transaction Price                | \$ 39,400  | \$ 62,251  |
| Avg. Market Price at 100%             | \$ 43,133  | \$ 69,206  |
| Avg. Price to Market % (Time of Sale) | 92%        | 90%        |
| Avg. Transaction to Market            | 91%        | 90%        |
| Avg. Transactional Discount           | \$ 150     | \$ 43      |
| Avg. Front-End Gross                  | \$ 2,045   | \$ 1,973   |
| Avg. Finance Gross                    | \$ 1,363   | \$ 1,346   |
| PUVR                                  | \$ 3,408   | \$ 3,319   |
| Total Gross (Units & PUVR)            | \$ 681,551 | \$ 265,511 |
| GROI                                  | 74%        | 45%        |
| % with Trade                          | 26%        | 54%        |
| Avg. Over/Under Allowance             | 17         | 20         |



| No |         |
|----|---------|
|    | 120     |
|    | 42.2    |
| \$ | 24,165  |
| \$ | 24,165  |
| \$ | 26,732  |
|    | 90%     |
|    | 90%     |
| \$ | 220     |
| \$ | 2,093   |
| \$ | 1,374   |
| \$ | 3,467   |
| \$ | 416,040 |
|    | 122%    |
|    | 66%     |
|    | 14      |

## Scoreboard

| Same Brand as New                     | Totals     | Yes        |
|---------------------------------------|------------|------------|
| Total # Retail Units                  | 200        | 36         |
| Avg. Days to Sale                     | 42.3       | 39.5       |
| Avg. Advertised Price (Time of Sale)  | \$ 39,549  | \$ 72,528  |
| Avg. Transaction Price                | \$ 39,400  | \$ 72,494  |
| Avg. Market Price at 100%             | \$ 43,133  | \$ 81,748  |
| Avg. Price to Market % (Time of Sale) | 92%        | 89%        |
| Avg. Transaction to Market            | 91%        | 89%        |
| Avg. Transactional Discount           | \$ 150     | \$ 33      |
| Avg. Front-End Gross                  | \$ 2,045   | \$ 1,821   |
| Avg. Finance Gross                    | \$ 1,363   | \$ 1,399   |
| PUVR                                  | \$ 3,408   | \$ 3,220   |
| Total Gross (Units & PUVR)            | \$ 681,551 | \$ 115,930 |
| GROI                                  | 74%        | 41%        |
| % with Trade                          | 26%        | 64%        |
| Avg. Over/Under Allowance             | 17         | 31         |



| No |         |
|----|---------|
|    | 164     |
|    | 42.9    |
| \$ | 32,135  |
| \$ | 32,135  |
| \$ | 35,375  |
|    | 91%     |
|    | 91%     |
| \$ | 175     |
| \$ | 2,094   |
| \$ | 1,355   |
| \$ | 3,449   |
| \$ | 565,621 |
|    | 90%     |
|    | 17%     |
|    | 13      |

## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 200        | 60           | 15            |
| % of Retail Units               | 100%       | 30%          | 8%            |
| % Retailed of Non-New Franchise | 82%        | 95%          | 100%          |
| Avg. Days to Sale               | 42.3       | 40.4         | 41.5          |
| Avg. Transaction Price          | \$ 39,400  | \$ 33,385    | \$ 26,000     |
| Avg. Transaction to Market %    | 91%        | 92%          | 92%           |
| Avg. Transactional Discount     | \$ 150     | \$ 37        | \$ -          |
| Avg. Front End Gross            | \$ 2,045   | \$ 2,190     | \$ 1,467      |
| Avg. Finance Gross              | \$ 1,363   | \$ 1,476     | \$ 1,339      |
| PUVR                            | \$ 3,408   | \$ 3,666     | \$ 2,806      |
| Total Gross (Units & PUVR)      | \$ 681,551 | \$ 219,967   | \$ 42,094     |
| GROI                            | 74%        | 98%          | 94%           |
| % with Trade                    | 26%        | 30%          | 20%           |
| Avg. Over/Under Allowance       | 17         | 17           | 0             |



| Street/Curb buy | Auction/wholesale | Loaner/rental fleet | LBO customer |
|-----------------|-------------------|---------------------|--------------|
| 4               | 77                | 44                  | 0            |
| 2%              | 39%               | 22%                 | 0%           |
| 75%             | 83%               | 57%                 | #DIV/0!      |
| 46.0            | 42.3              | 44.6                | #DIV/0!      |
| \$ 39,125       | \$ 31,289         | \$ 66,388           | #DIV/0!      |
| 95%             | 90%               | 91%                 | #DIV/0!      |
| \$ -            | \$ 334            | \$ 44               | #DIV/0!      |
| \$ 3,010        | \$ 1,954          | \$ 2,116            | #DIV/0!      |
| \$ 2,209        | \$ 1,133          | \$ 1,542            | #DIV/0!      |
| \$ 5,219        | \$ 3,087          | \$ 3,658            | #DIV/0!      |
| \$ 20,875       | \$ 237,670        | \$ 160,945          | #DIV/0!      |
| 104%            | 84%               | 44%                 | #DIV/0!      |
| 25%             | 21%               | 30%                 | #DIV/0!      |
| 0               | 9                 | 36                  | #DIV/0!      |



## Scoreboard

| Age                             | Totals     | 0-30 days  | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units            | 200        | 74         | 51         |
| % of Retail Units               | 100%       | 37%        | 26%        |
| % Retailed of Non-New Franchise | 82%        | 80%        | 84%        |
| Avg. Days to Sale               | 42.3       | 17.9       | 39.9       |
| Avg. Transaction Price          | \$ 39,400  | \$ 37,745  | \$ 39,588  |
| Avg. Transaction to Market %    | 91%        | 89%        | 93%        |
| Avg. Transactional Discount     | \$ 150     | \$ 377     | \$ 10      |
| Avg. Front End Gross            | \$ 2,045   | \$ 2,050   | \$ 1,824   |
| Avg. Finance Gross              | \$ 1,363   | \$ 1,360   | \$ 1,221   |
| PUVR                            | \$ 3,408   | \$ 3,410   | \$ 3,045   |
| Total Gross (Units & PUVR)      | \$ 681,551 | \$ 252,348 | \$ 155,280 |
| GROI                            | 74%        | 181%       | 69%        |
| % with Trade                    | 26%        | 24%        | 29%        |
| Avg. Over/Under Allowance       | 17         | 16         | 12         |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 26         | 43         | 6         |
| 13%        | 22%        | 3%        |
| 85%        | 84%        | 67%       |
| 51.8       | 74.0       | 93.3      |
| \$ 41,673  | \$ 40,030  | \$ 43,833 |
| 93%        | 92%        | 91%       |
| \$ -       | \$ 35      | \$ -      |
| \$ 2,332   | \$ 2,113   | \$ 2,122  |
| \$ 1,284   | \$ 1,588   | \$ 1,333  |
| \$ 3,616   | \$ 3,702   | \$ 3,455  |
| \$ 94,015  | \$ 159,179 | \$ 20,729 |
| 60%        | 45%        | 30%       |
| 31%        | 19%        | 33%       |
| 19         | 0          | 167       |