









| 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      | P4923   | 2018 | Ford      | Explorer   | 27            | Auction/Wholesale  | No   | \$ 40,999                       | \$ 42,499         | 97%   | \$4,510         | \$5,425       |
| 2      | 26454A  | 2019 | Ram       | 2500       | 28            | Trade on New       | No   | \$ 77,999                       | \$ 77,500         | 104%  | \$4,982         | \$5,184       |
| 3      | P4910A  | 2014 | Chevrolet | CRUZE      | 19            | Trade on Used      | No   | \$ 9,999                        | \$ 9,800          | 105%  | \$1,700         | \$154         |
| 4      | P4773   | 2020 | Chevrolet | EXPRESS    | 41            | Auction/Wholesale  | No   | \$ 31,499                       | \$ 31,499         | 95%   | \$3,371         | \$3,396       |
| 5      | P4936   | 2017 | GMC       | YUKON      | 28            | Auction/Wholesale  | Yes  | \$ 37,999                       | \$ 37,999         | 101%  | \$1,550         | \$689         |
| 6      | P5040   | 2019 | Chevrolet | COLORADO   | 1             | Other              | No   | \$ 28,999                       | \$ 28,800         | 103%  | \$1,235         | \$0           |
| 7      | P4943   | 2016 | Chevrolet | CORVETTE   | 20            | Auction/Wholesale  | No   | \$ 84,999                       | \$ 84,999         | 98%   | \$957           | \$1,000       |
| 8      | 26240B  | 2014 | Chevrolet | TRAVERSE   | 41            | Trade on Used      | No   | \$ 14,999                       | \$ 14,999         | 96%   | \$3,478         | \$880         |
| 9      | P4858A  | 2015 | Chevrolet | CORVETTE   | 46            | Trade on Used      | No   | \$ 50,999                       | \$ 51,999         | 100%  | \$7,522         | \$3,661       |
| 10     | P4969   | 2016 | Chevrolet | 3500HD     | 9             | Auction/Wholesale  | No   | \$ 65,999                       | \$ 65,999         | 109%  | \$2,357         | \$4,745       |
| 11     | P4883   | 2018 | Buick     | ENCLAVE    | 38            | Auction/Wholesale  | No   | \$ 35,999                       | \$ 35,999         | 102%  | \$1,781         | \$382         |
| 12     | 21103A  | 2021 | Chevrolet | SILVERADO  | 7             | Trade on New       | No   | \$ 37,999                       | \$ 37,999         | 100%  | \$2,492         | \$395         |
| 13     | P4803A  | 2015 | Ford      | F350       | 28            | Trade on Used      | No   | \$ 52,999                       | \$ 52,699         | 101%  | \$4,319         | \$1,075       |
| 14     | P4957   | 2015 | Chevrolet | SILVERADO  | 21            | Auction/Wholesale  | No   | \$ 34,999                       | \$ 34,999         | 115%  | \$2,751         | \$2,860       |
| 15     | 21092A  | 2019 | Ford      | F250       | 11            | Trade on New       | No   | \$ 46,999                       | \$ 46,999         | 99%   | \$3,798         | \$5,028       |
| 16     | P4901   | 2018 | GMC       | YUKON      | 31            | Auction/Wholesale  | Yes  | \$ 51,999                       | \$ 51,749         | 100%  | \$1,324         | \$0           |
| 17     | 26243B  | 2013 | GMC       | YUKON      | 9             | Trade on Used      | No   | \$ 23,999                       | \$ 23,999         | 98%   | \$2,671         | \$0           |
| 18     | 20237A  | 2015 | Chevrolet | COLORADO   | 13            | Trade on New       | No   | \$ 27,999                       | \$ 27,999         | 101%  | \$3,205         | \$0           |
| 19     | P4647A  | 2015 | Ford      | F150       | 35            | Trade on Used      | No   | \$ 34,999                       | \$ 34,999         | 98%   | \$3,289         | \$1,205       |
| 20     | P4750   | 2016 | Chevrolet | COLORADO   | 79            | Auction/Wholesale  | No   | \$ 26,499                       | \$ 25,200         | 101%  | \$1,701         | \$3,663       |
| 21     | 26443C  | 2018 | Toyota    | CAMRY      | 4             | Trade on Used      | No   | \$ 22,999                       | \$ 22,999         | 101%  | \$3,586         | \$4,096       |
| 22     | 26280BB | 2017 | Kia       | SORENTO    | 33            | Trade on Used      | No   | \$ 18,499                       | \$ 18,000         | 100%  | \$2,369         | \$609         |
| 23     | P4866   | 2017 | Ford      | F150       | 40            | Auction/Wholesale  | No   | \$ 55,999                       | \$ 53,000         | 100%  | \$2,083         | \$5,273       |
| 24     | P4836   | 2011 | Dodge     | CHALLENGER | 45            | Auction/Wholesale  | No   | \$ 32,999                       | \$ 32,999         | 97%   | \$2,108         | \$1,868       |
| 25     | 21095A  | 2017 | Chevrolet | SILVERADO  | 10            | Trade on New       | No   | \$ 37,999                       | \$ 38,999         | 99%   | \$4,333         | \$1,609       |
| 26     | P4862   | 2016 | Cadillac  | XTS        | 50            | Auction/Wholesale  | No   | \$ 28,499                       | \$ 28,499         | 105%  | \$6,965         | \$838         |
| 27     | 21066A  | 2019 | Kia       | OPTIMA     | 2             | Trade on New       | No   | \$ 19,999                       | \$ 19,699         | 103%  | \$2,850         | \$2,336       |

|    |        |      |           |           |    |                   |    |    |        |    |        |      |         |         |
|----|--------|------|-----------|-----------|----|-------------------|----|----|--------|----|--------|------|---------|---------|
| 28 | 26367A | 2018 | Chevrolet | TRAVERSE  | 4  | Trade on New      | No | \$ | 30,499 | \$ | 30,499 | 99%  | \$3,784 | \$1,361 |
| 29 | 21013A | 2012 | GMC       | SIERRA    | 30 | Trade on New      | No | \$ | 18,499 | \$ | 18,499 | 104% | \$4,548 | \$143   |
| 30 | 21104A | 2017 | Chevrolet | SILVERADO | 6  | Trade on New      | No | \$ | 27,999 | \$ | 27,945 | 101% | \$4,210 | \$1,300 |
| 31 | P4890  | 2018 | Chevrolet | TAHOE     | 36 | Auction/Wholesale | No | \$ | 41,999 | \$ | 41,999 | 99%  | \$4,419 | \$1,903 |
| 32 | P4658  | 2018 | Honda     | ACCORD    | 88 | Street/Curb Buy   | No | \$ | 24,999 | \$ | 24,999 | 93%  | \$1,860 | \$1,870 |
| 33 | P4648B | 2017 | Chevrolet | CAMARO    | 15 | Trade on Used     | No | \$ | 37,999 | \$ | 37,999 | 99%  | \$3,418 | \$3,192 |
| 34 | P4976  | 2016 | Chevrolet | CORVETTE  | 10 | Auction/Wholesale | No | \$ | 80,999 | \$ | 80,699 | 98%  | \$3,201 | \$1,151 |
| 35 | P4993A | 2008 | Chevrolet | 3500HD    | 14 | Trade on Used     | No | \$ | 31,999 | \$ | 31,999 | 101% | \$5,942 | \$0     |
| 36 | P4998  | 2015 | Subaru    | WRX       | 12 | Street/Curb Buy   | No | \$ | 18,999 | \$ | 18,999 | 102% | \$2,964 | \$1,176 |
| 37 | P4642B | 2016 | Chevrolet | CAMARO    | 40 | Trade on Used     | No | \$ | 34,999 | \$ | 33,999 | 100% | \$5,044 | \$0     |
| 38 | 26402A | 2018 | Toyota    | TUNDRA    | 33 | Trade on New      | No | \$ | 46,999 | \$ | 46,999 | 100% | \$4,489 | \$980   |
| 39 | P4671A | 2001 | Chevrolet | CORVETTE  | 31 | Trade on Used     | No | \$ | 18,999 | \$ | 16,427 | 91%  | \$3,309 | \$0     |
| 40 | P4893  | 2019 | Chevrolet | CORVETTE  | 34 | Auction/Wholesale | No | \$ | 66,999 | \$ | 66,675 | 101% | \$3,592 | \$2,968 |
| 41 | 20211A | 2017 | Chevrolet | SILVERADO | 68 | Trade on New      | No | \$ | 31,999 | \$ | 31,699 | 99%  | \$2,833 | \$2,130 |
| 42 | P4934  | 2015 | Chevrolet | SILVERADO | 29 | Auction/Wholesale | No | \$ | 30,999 | \$ | 30,999 | 113% | \$4,383 | \$3,729 |
| 43 | P4908  | 2013 | Jeep      | WRANGLER  | 19 | Auction/Wholesale | No | \$ | 31,999 | \$ | 30,835 | 105% | \$3,527 | \$1,233 |
| 44 | 21048A | 2015 | Chevrolet | TAHOE     | 17 | Trade on New      | No | \$ | 34,999 | \$ | 34,598 | 111% | \$7,502 | \$1,750 |
| 45 | P4966  | 2015 | Chevrolet | SILVERADO | 21 | Street/Curb Buy   | No | \$ | 53,999 | \$ | 52,499 | 101% | \$3,370 | \$351   |
| 46 | 26443B | 2016 | Nissan    | ALTIMA    | 12 | Trade on Used     | No | \$ | 15,999 | \$ | 16,999 | 99%  | \$3,901 | \$1,526 |
| 47 | 26276B | 2013 | Audi      | A8        | 82 | Trade on Used     | No | \$ | 20,999 | \$ | 20,999 | 101% | \$3,660 | \$2,407 |
| 48 | 20296A | 2020 | Chevrolet | Equinox   | 96 | Trade on New      | No | \$ | 24,999 | \$ | 24,749 | 100% | \$1,274 | \$171   |
| 49 | 26481A | 2016 | Jeep      | WRANGLER  | 12 | Trade on New      | No | \$ | 33,999 | \$ | 33,999 | 104% | \$6,644 | \$2,132 |
| 50 | 26012A | 2010 | Nissan    | ALTIMA    | 28 | Trade on New      | No | \$ | 6,999  | \$ | 6,799  | 100% | \$2,064 | \$0     |
| 51 | 26414A | 2016 | Chevrolet | 3500HD    | 28 | Trade on New      | No | \$ | 54,999 | \$ | 54,999 | 95%  | \$2,293 | \$6,515 |
| 52 | 25851A | 2017 | Chevrolet | BOLT      | 28 | Trade on New      | No | \$ | 19,499 | \$ | 19,499 | 99%  | \$3,586 | \$1,953 |
| 53 | 26046A | 2019 | Chevrolet | SONIC     | 25 | Trade on New      | No | \$ | 12,999 | \$ | 12,999 | 101% | \$1,871 | \$2,241 |

## Scoreboard Totals

|                                       |              |
|---------------------------------------|--------------|
| % Retailed of Non-Franchise Make      | 57%          |
| Total # Retail Units                  | 200          |
| Avg. Days to Sale                     | 29.9         |
| Avg. Advertised Price (Time of Sale)  | \$ 37,193    |
| Avg. Transaction Price                | \$ 36,963    |
| Avg. Market Price at 100%             | \$ 36,923    |
| Avg. Price to Market % (Time of Sale) | 101%         |
| Avg. Transaction to Market            | 100%         |
| Avg. Transactional Discount           | \$ 230       |
| Avg. Front-End Gross                  | \$ 3,267     |
| Avg. Finance Gross                    | \$ 1,827     |
| PUVR                                  | \$ 5,094     |
| Total Gross (Units & PUVR)            | \$ 1,018,736 |
| GROI                                  | 166%         |
| % with Trade                          | 38%          |
| Avg. Over/Under Allowance             | \$64         |



## Scoreboard

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| Desk Manager                          | Totals       | Sam Zaher  |
|---------------------------------------|--------------|------------|
| % Retailed of Non-New Franchise       | 57%          | 67%        |
| Total # Retail Units                  | 200          | 45         |
| Avg. Days to Sale                     | 29.9         | 30.2       |
| Avg. Advertised Price (Time of Sale)  | \$ 37,193    | \$ 39,410  |
| Avg. Transaction Price                | \$ 36,963    | \$ 39,099  |
| Avg. Market Price at 100%             | \$ 36,923    | \$ 39,327  |
| Avg. Price to Market % (Time of Sale) | 101%         | 100%       |
| Avg. Transaction to Market            | 100%         | 99%        |
| Avg. Transactional Discount           | \$ 230       | \$ 311     |
| Avg. Front-End Gross                  | \$ 3,267     | \$ 3,551   |
| Avg. Finance Gross                    | \$ 1,827     | \$ 1,730   |
| PUVR                                  | \$ 5,094     | \$ 5,281   |
| Total Gross (Units & PUVR)            | \$ 1,018,736 | \$ 237,652 |
| GROI                                  | 166%         | 161%       |
| % with Trade                          | 38%          | 42%        |
| Avg. Over/Under Allowance             | 64           | 93         |



*r to access the dropdown list, then scroll up to select your staff member for each column.)*

| Steve Carder | Ben Greer  | Brandon Gore | Brian McClain |
|--------------|------------|--------------|---------------|
| 51%          | 48%        | 61%          | 55%           |
| 35           | 65         | 28           | 11            |
| 28.2         | 28.7       | 29.2         | 38.6          |
| \$ 46,042    | \$ 34,014  | \$ 35,384    | \$ 34,999     |
| \$ 45,824    | \$ 33,824  | \$ 35,075    | \$ 34,728     |
| \$ 45,643    | \$ 33,825  | \$ 35,045    | \$ 34,764     |
| 101%         | 101%       | 101%         | 101%          |
| 100%         | 100%       | 100%         | 100%          |
| \$ 218       | \$ 191     | \$ 309       | \$ 271        |
| \$ 3,402     | \$ 3,095   | \$ 3,403     | \$ 3,003      |
| \$ 2,557     | \$ 1,742   | \$ 1,658     | \$ 1,319      |
| \$ 5,959     | \$ 4,837   | \$ 5,061     | \$ 4,322      |
| \$ 208,556   | \$ 314,392 | \$ 141,714   | \$ 47,545     |
| 166%         | 180%       | 178%         | 116%          |
| 46%          | 34%        | 39%          | 27%           |
| 163          | -31        | 154          | 0             |

| David Wade |         |         |         |
|------------|---------|---------|---------|
| 69%        | #DIV/0! | #DIV/0! | #DIV/0! |
| 16         | 0       | 0       | 0       |
| 32.9       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 29,187  | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 29,163  | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 28,951  | #DIV/0! | #DIV/0! | #DIV/0! |
| 101%       | #DIV/0! | #DIV/0! | #DIV/0! |
| 101%       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 23      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,816   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,488   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 4,305   | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 68,877  | #DIV/0! | #DIV/0! | #DIV/0! |
| 162%       | #DIV/0! | #DIV/0! | #DIV/0! |
| 25%        | #DIV/0! | #DIV/0! | #DIV/0! |
| 31         | #DIV/0! | #DIV/0! | #DIV/0! |



## Scoreboard

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| Sales Consultant                      | Totals       | Greg Freeman |
|---------------------------------------|--------------|--------------|
| % Retailed of Non-New Franchise       | 57%          | 68%          |
| Total # Retail Units                  | 200          | 25           |
| Avg. Days to Sale                     | 29.9         | 33.3         |
| Avg. Advertised Price (Time of Sale)  | \$ 37,193    | \$ 38,319    |
| Avg. Transaction Price                | \$ 36,963    | \$ 37,833    |
| Avg. Market Price at 100%             | \$ 36,923    | \$ 38,345    |
| Avg. Price to Market % (Time of Sale) | 101%         | 100%         |
| Avg. Transaction to Market            | 100%         | 99%          |
| Avg. Transactional Discount           | \$ 230       | \$ 486       |
| Avg. Front-End Gross                  | \$ 3,267     | \$ 3,473     |
| Avg. Finance Gross                    | \$ 1,827     | \$ 2,258     |
| PUVR                                  | \$ 5,094     | \$ 5,731     |
| Total Gross (Units & PUVR)            | \$ 1,018,736 | \$ 143,282   |
| GROI                                  | 166%         | 164%         |
| % with Trade                          | 38%          | 52%          |
| Avg. Over/Under Allowance             | 64           | 112          |



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| Russ Brown | Steven Sennott | Stan Fry  | Steven Massey |
|------------|----------------|-----------|---------------|
| 75%        | 44%            | 100%      | 33%           |
| 20         | 9              | 3         | 12            |
| 30.0       | 30.4           | 15.7      | 31.8          |
| \$ 42,724  | \$ 48,443      | \$ 32,499 | \$ 28,832     |
| \$ 42,546  | \$ 47,903      | \$ 32,366 | \$ 28,673     |
| \$ 42,781  | \$ 48,615      | \$ 32,527 | \$ 28,528     |
| 100%       | 100%           | 100%      | 101%          |
| 99%        | 99%            | 100%      | 101%          |
| \$ 178     | \$ 541         | \$ 133    | \$ 160        |
| \$ 3,195   | \$ 3,553       | \$ 2,729  | \$ 3,220      |
| \$ 1,422   | \$ 2,853       | \$ 1,159  | \$ 1,603      |
| \$ 4,617   | \$ 6,406       | \$ 3,887  | \$ 4,823      |
| \$ 92,332  | \$ 57,657      | \$ 11,662 | \$ 57,877     |
| 130%       | 158%           | 276%      | 190%          |
| 45%        | 33%            | 33%       | 25%           |
| 75         | 56             | 0         | 0             |

| Neil Giles | Bobby Soutter | Darryl Fagen | Khaleb    |
|------------|---------------|--------------|-----------|
| 73%        | 43%           | 67%          | 50%       |
| 11         | 7             | 9            | 2         |
| 24.0       | 17.0          | 43.6         | 35.5      |
| \$ 33,888  | \$ 33,856     | \$ 50,055    | \$ 65,499 |
| \$ 33,852  | \$ 33,498     | \$ 49,677    | \$ 65,449 |
| \$ 33,771  | \$ 32,924     | \$ 48,162    | \$ 65,051 |
| 100%       | 103%          | 104%         | 101%      |
| 100%       | 102%          | 103%         | 101%      |
| \$ 36      | \$ 359        | \$ 378       | \$ 50     |
| \$ 4,248   | \$ 2,587      | \$ 4,264     | \$ 3,816  |
| \$ 1,626   | \$ 2,268      | \$ 2,825     | \$ 3,687  |
| \$ 5,875   | \$ 4,856      | \$ 7,089     | \$ 7,503  |
| \$ 64,621  | \$ 33,990     | \$ 63,804    | \$ 15,005 |
| 260%       | 307%          | 118%         | 116%      |
| 45%        | 43%           | 56%          | 0%        |
| 182        | 214           | 356          | 0         |

| Borys Palma | Kirk Hughes | Jacob Davis | JC Welch  |
|-------------|-------------|-------------|-----------|
| 40%         | 46%         | 36%         | 50%       |
| 15          | 13          | 11          | 12        |
| 30.6        | 22.9        | 31.9        | 36.2      |
| \$ 36,766   | \$ 35,384   | \$ 41,863   | \$ 37,541 |
| \$ 36,596   | \$ 35,107   | \$ 41,663   | \$ 37,406 |
| \$ 36,897   | \$ 34,981   | \$ 42,442   | \$ 36,871 |
| 100%        | 101%        | 99%         | 102%      |
| 99%         | 100%        | 98%         | 101%      |
| \$ 169      | \$ 277      | \$ 200      | \$ 135    |
| \$ 2,552    | \$ 3,601    | \$ 2,761    | \$ 2,778  |
| \$ 978      | \$ 1,863    | \$ 1,907    | \$ 1,942  |
| \$ 3,530    | \$ 5,464    | \$ 4,668    | \$ 4,720  |
| \$ 52,952   | \$ 71,026   | \$ 51,349   | \$ 56,635 |
| 113%        | 244%        | 126%        | 126%      |
| 33%         | 31%         | 45%         | 50%       |
| 133         | 15          | 0           | -42       |

| Eddie Tahiree | Jonah Srun | Glenn Thomson |         |
|---------------|------------|---------------|---------|
| 58%           | 67%        | 58%           | #DIV/0! |
| 19            | 6          | 26            | 0       |
| 25.2          | 47.3       | 26.6          | #DIV/0! |
| \$ 36,999     | \$ 25,582  | \$ 29,864     | #DIV/0! |
| \$ 36,860     | \$ 25,366  | \$ 29,757     | #DIV/0! |
| \$ 36,626     | \$ 25,934  | \$ 29,479     | #DIV/0! |
| 101%          | 99%        | 101%          | #DIV/0! |
| 101%          | 98%        | 101%          | #DIV/0! |
| \$ 139        | \$ 217     | \$ 108        | #DIV/0! |
| \$ 3,363      | \$ 2,845   | \$ 3,203      | #DIV/0! |
| \$ 1,760      | \$ 1,323   | \$ 1,574      | #DIV/0! |
| \$ 5,123      | \$ 4,168   | \$ 4,777      | #DIV/0! |
| \$ 97,335     | \$ 25,006  | \$ 124,202    | #DIV/0! |
| 199%          | 125%       | 217%          | #DIV/0! |
| 32%           | 17%        | 23%           | #DIV/0! |
| -53           | 0          | 19            | #DIV/0! |























## Scoreboard

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| Finance Manager                       | Totals       | Luke Kersey |
|---------------------------------------|--------------|-------------|
| % Retailed of Non-New Franchise       | 57%          | 58%         |
| Total # Retail Units                  | 200          | 66          |
| Avg. Days to Sale                     | 29.9         | 26.3        |
| Avg. Advertised Price (Time of Sale)  | \$ 37,193    | \$ 37,931   |
| Avg. Transaction Price                | \$ 36,963    | \$ 37,667   |
| Avg. Market Price at 100%             | \$ 36,923    | \$ 37,704   |
| Avg. Price to Market % (Time of Sale) | 101%         | 101%        |
| Avg. Transaction to Market            | 100%         | 100%        |
| Avg. Transactional Discount           | \$ 230       | \$ 264      |
| Avg. Front-End Gross                  | \$ 3,267     | \$ 3,372    |
| Avg. Finance Gross                    | \$ 1,827     | \$ 1,970    |
| PUVR                                  | \$ 5,094     | \$ 5,343    |
| Total Gross (Units & PUVR)            | \$ 1,018,736 | \$ 352,606  |
| GROI                                  | 166%         | 194%        |
| % with Trade                          | 38%          | 0%          |
| Avg. Over/Under Allowance             | 64           | 152         |



r to access the dropdown list, then scroll up to select your staff member for each column.)

| Arch Randolph | Dustin Hott | David Wade | Brian McClain |
|---------------|-------------|------------|---------------|
| 66%           | 45%         | 58%        | 65%           |
| 32            | 49          | 33         | 20            |
| 34.3          | 29.3        | 30.8       | 34.7          |
| \$ 40,336     | \$ 36,060   | \$ 31,272  | \$ 42,274     |
| \$ 40,058     | \$ 35,872   | \$ 31,090  | \$ 42,052     |
| \$ 39,771     | \$ 36,083   | \$ 30,891  | \$ 42,203     |
| 101%          | 100%        | 101%       | 100%          |
| 101%          | 99%         | 101%       | 100%          |
| \$ 278        | \$ 188      | \$ 182     | \$ 223        |
| \$ 3,713      | \$ 2,973    | \$ 3,088   | \$ 3,223      |
| \$ 1,989      | \$ 1,869    | \$ 1,429   | \$ 1,646      |
| \$ 5,701      | \$ 4,842    | \$ 4,517   | \$ 4,868      |
| \$ 182,442    | \$ 237,268  | \$ 149,056 | \$ 97,364     |
| 149%          | 166%        | 170%       | 120%          |
| 0%            | 0%          | 0%         | 20%           |
| 109           | -37         | 15         | 25            |





## Scoreboard

| CPO                                   | Totals       | Yes       |
|---------------------------------------|--------------|-----------|
| Total # Retail Units                  | 200          | 3         |
| Avg. Days to Sale                     | 29.9         | 40.7      |
| Avg. Advertised Price (Time of Sale)  | \$ 37,193    | \$ 50,666 |
| Avg. Transaction Price                | \$ 36,963    | \$ 50,449 |
| Avg. Market Price at 100%             | \$ 36,923    | \$ 50,749 |
| Avg. Price to Market % (Time of Sale) | 101%         | 100%      |
| Avg. Transaction to Market            | 100%         | 99%       |
| Avg. Transactional Discount           | \$ 230       | \$ 216    |
| Avg. Front-End Gross                  | \$ 3,267     | \$ 1,857  |
| Avg. Finance Gross                    | \$ 1,827     | \$ 1,814  |
| PUVR                                  | \$ 5,094     | \$ 3,671  |
| Total Gross (Units & PUVR)            | \$ 1,018,736 | \$ 11,014 |
| GROI                                  | 166%         | 64%       |
| % with Trade                          | 38%          | 2%        |
| Avg. Over/Under Allowance             | 64           | 0         |



| No |           |
|----|-----------|
|    | 196       |
|    | 29.7      |
| \$ | 36,639    |
| \$ | 36,639    |
| \$ | 36,632    |
|    | 100%      |
|    | 100%      |
| \$ | 231       |
| \$ | 3,287     |
| \$ | 1,836     |
| \$ | 5,123     |
| \$ | 1,004,176 |
|    | 169%      |
|    | 249%      |
|    | 65        |

## Scoreboard

| Same Brand as New                     | Totals       | Yes        |
|---------------------------------------|--------------|------------|
| Total # Retail Units                  | 200          | 87         |
| Avg. Days to Sale                     | 29.9         | 29.0       |
| Avg. Advertised Price (Time of Sale)  | \$ 37,193    | \$ 38,534  |
| Avg. Transaction Price                | \$ 36,963    | \$ 38,191  |
| Avg. Market Price at 100%             | \$ 36,923    | \$ 38,200  |
| Avg. Price to Market % (Time of Sale) | 101%         | 101%       |
| Avg. Transaction to Market            | 100%         | 100%       |
| Avg. Transactional Discount           | \$ 230       | \$ 342     |
| Avg. Front-End Gross                  | \$ 3,267     | \$ 3,278   |
| Avg. Finance Gross                    | \$ 1,827     | \$ 2,082   |
| PUVR                                  | \$ 5,094     | \$ 5,360   |
| Total Gross (Units & PUVR)            | \$ 1,018,736 | \$ 466,349 |
| GROI                                  | 166%         | 174%       |
| % with Trade                          | 38%          | 1%         |
| Avg. Over/Under Allowance             | 64           | 31         |

| No         |
|------------|
| 113        |
| 30.5       |
| \$ 36,017  |
| \$ 36,017  |
| \$ 36,011  |
| 100%       |
| 100%       |
| \$ 144     |
| \$ 3,259   |
| \$ 1,630   |
| \$ 4,888   |
| \$ 552,387 |
| 160%       |
| 65%        |
| 88         |

## Scoreboard

| Source                          | Totals       | Trade on New | Trade on Used |
|---------------------------------|--------------|--------------|---------------|
| Total # Retail Units            | 200          | 55           | 41            |
| % of Retail Units               | 100%         | 28%          | 21%           |
| % Retailed of Non-New Franchise | 57%          | 51%          | 68%           |
| Avg. Days to Sale               | 29.9         | 27.4         | 28.3          |
| Avg. Transaction Price          | \$ 36,963    | \$ 34,273    | \$ 27,263     |
| Avg. Transaction to Market %    | 100%         | 99%          | 99%           |
| Avg. Transactional Discount     | \$ 230       | \$ 245       | \$ 212        |
| Avg. Front End Gross            | \$ 3,267     | \$ 3,427     | \$ 3,711      |
| Avg. Finance Gross              | \$ 1,827     | \$ 1,744     | \$ 1,579      |
| PUVR                            | \$ 5,094     | \$ 5,171     | \$ 5,290      |
| Total Gross (Units & PUVR)      | \$ 1,018,736 | \$ 284,432   | \$ 216,895    |
| GROI                            | 166%         | 198%         | 247%          |
| % with Trade                    | 38%          | 40%          | 37%           |
| Avg. Over/Under Allowance       | 64           | 18           | 68            |



| Street/Curb buy | Auction/wholesale | Loaner/rental fleet | LBO customer |
|-----------------|-------------------|---------------------|--------------|
| 23              | 72                | 0                   | 0            |
| 12%             | 36%               | 0%                  | 0%           |
| 61%             | 53%               | #DIV/0!             | #DIV/0!      |
| 32.8            | 33.8              | #DIV/0!             | #DIV/0!      |
| \$ 38,698       | \$ 45,328         | #DIV/0!             | #DIV/0!      |
| 101%            | 101%              | #DIV/0!             | #DIV/0!      |
| \$ 161          | \$ 213            | #DIV/0!             | #DIV/0!      |
| \$ 3,243        | \$ 2,961          | #DIV/0!             | #DIV/0!      |
| \$ 1,232        | \$ 2,295          | #DIV/0!             | #DIV/0!      |
| \$ 4,475        | \$ 5,257          | #DIV/0!             | #DIV/0!      |
| \$ 102,918      | \$ 378,474        | #DIV/0!             | #DIV/0!      |
| 127%            | 123%              | #DIV/0!             | #DIV/0!      |
| 30%             | 39%               | #DIV/0!             | #DIV/0!      |
| 152             | 68                | #DIV/0!             | #DIV/0!      |

| BO OEM/Leasing co | Other     |
|-------------------|-----------|
| 2                 | 7         |
| 1%                | 4%        |
| 0%                | 71%       |
| 2.0               | 16.3      |
| \$ 36,133         | \$ 23,412 |
| 98%               | 100%      |
| \$ 1,116          | \$ 373    |
| \$ 3,129          | \$ 2,667  |
| \$ 2,198          | \$ 957    |
| \$ 5,326          | \$ 3,624  |
| \$ 10,652         | \$ 25,365 |
| 2653%             | 342%      |
| 50%               | 29%       |
| 0                 | 71        |

## Scoreboard

| Age                             | Totals       | 0-30 days  | 31-45 days |
|---------------------------------|--------------|------------|------------|
| Total # Retail Units            | 200          | 124        | 38         |
| % of Retail Units               | 100%         | 62%        | 19%        |
| % Retailed of Non-New Franchise | 57%          | 53%        | 74%        |
| Avg. Days to Sale               | 29.9         | 16.6       | 37.5       |
| Avg. Transaction Price          | \$ 36,963    | \$ 37,068  | \$ 36,271  |
| Avg. Transaction to Market %    | 100%         | 101%       | 99%        |
| Avg. Transactional Discount     | \$ 230       | \$ 171     | \$ 452     |
| Avg. Front End Gross            | \$ 3,267     | \$ 3,335   | \$ 3,261   |
| Avg. Finance Gross              | \$ 1,827     | \$ 1,797   | \$ 1,618   |
| PUVR                            | \$ 5,094     | \$ 5,133   | \$ 4,878   |
| Total Gross (Units & PUVR)      | \$ 1,018,736 | \$ 636,445 | \$ 185,374 |
| GROI                            | 166%         | 300%       | 129%       |
| % with Trade                    | 38%          | 39%        | 29%        |
| Avg. Over/Under Allowance       | 64           | 82         | 0          |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 18         | 18         | 2         |
| 9%         | 9%         | 1%        |
| 50%        | 56%        | 0%        |
| 54.4       | 73.1       | 97.5      |
| \$ 39,340  | \$ 36,661  | \$ 24,910 |
| 99%        | 98%        | 93%       |
| \$ (8)     | \$ 311     | \$ 1,090  |
| \$ 3,486   | \$ 2,815   | \$ 1,248  |
| \$ 2,180   | \$ 1,836   | \$ 4,353  |
| \$ 5,666   | \$ 4,651   | \$ 5,600  |
| \$ 101,996 | \$ 83,720  | \$ 11,200 |
| 95%        | 63%        | 83%       |
| 33%        | 56%        | 0%        |
| 56         | 83         | 0         |