

First Time Fill Rate

| DEALERSHIP NAME | | First time fill rate | | | |
|-----------------|-----------|-----------------------------------|-----------------------------------|--------------------------|-----------------------------|
| DATE | # OF RO'S | RO's Filled 1st Time (Right Away) | RO's Filled the same day Same Day | RO's Not Filled Same Day | Actual 1st Time Fill Rate % |
| 6/26/2021 | 31 | 25 | 3 | 3 | 80.65% |
| 6/28/2021 | 40 | 36 | 1 | 3 | 90.00% |
| 6/29/2021 | 39 | 37 | 2 | 0 | 94.87% |
| 6/30/2021 | 30 | 24 | 2 | 4 | 80.00% |
| 7/6/2021 | 30 | 22 | 1 | 7 | 73.33% |
| 7/7/2021 | 44 | 42 | 0 | 2 | 95.45% |
| 7/8/2021 | 38 | 36 | 0 | 2 | 94.74% |
| 7/9/2021 | 34 | 32 | 1 | 1 | 94.12% |
| 7/10/2021 | 38 | 25 | 3 | 10 | 65.79% |
| 7/12/2021 | 65 | 49 | 2 | 14 | 75.38% |
| 7/13/2021 | 46 | 41 | 0 | 5 | 89.13% |
| Totals | 435 | 369 | | | 84.83% |