

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 48% |
| Total # Retail Units | 123 |
| Avg. Days to Sale | 34.6 |
| Avg. Advertised Price (Time of Sale) | \$ 31,981 |
| Avg. Transaction Price | \$ 31,630 |
| Avg. Market Price at 100% | \$ 33,098 |
| Avg. Price to Market % (Time of Sale) | 97% |
| Avg. Transaction to Market | 96% |
| Avg. Transactional Discount | \$ 350 |
| Avg. Front-End Gross | \$ 1,749 |
| Avg. Finance Gross | \$ 1,974 |
| PUVR | \$ 3,723 |
| Total Gross (Units & PUVR) | \$ 457,871 |
| GROI | 122% |
| % with Trade | 41% |
| Avg. Over/Under Allowance | \$610 |



| 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 | DB37814 | 2018 | Ford | Explorer | 13 | Trade on New | No | \$ 48,898 | \$ 48,898 | 101% | \$3,496 | \$3,464 |
| 2 | HU37500 | 2018 | Ford | F-150 | 62 | Trade on New | No | \$ 19,998 | \$ 19,998 | 79% | (\$592) | \$0 |
| 3 | HU37762 | 2013 | Ford | Escape | 14 | Trade on New | No | \$ 13,598 | \$ 13,598 | 97% | \$1,199 | \$3,218 |
| 4 | HU37595 | 2019 | Mini | Countryman | 48 | Trade on Used | No | \$ 23,298 | \$ 21,878 | 90% | \$483 | \$1,592 |
| 5 | CA37643 | 2011 | Ford | F-150 | 38 | Trade on New | No | \$ 22,698 | \$ 22,000 | 98% | \$5,493 | \$690 |
| 6 | KBB37736 | 2012 | Ford | F-150 | 21 | Street/Curb Buy | No | \$ 24,998 | \$ 24,998 | 111% | \$2,477 | \$1,191 |
| 7 | HU37560 | 2016 | Ram | 1500 | 51 | Trade on Used | No | \$ 32,998 | \$ 32,998 | 95% | \$2,850 | \$802 |
| 8 | HUP37729 | 2015 | GMC | Sierra 1500 | 17 | Street/Curb Buy | No | \$ 38,698 | \$ 37,695 | 101% | (\$153) | \$989 |
| 9 | HU37703 | 2017 | Ford | F-150 | 28 | Trade on New | No | \$ 51,998 | \$ 51,098 | 102% | (\$203) | \$1,524 |
| 10 | CA37700 | 2014 | Ford | F-150 | 22 | Trade on New | No | \$ 30,798 | \$ 30,798 | 102% | \$1,246 | \$1,508 |
| 11 | HU37737 | 2017 | Nissan | Titan | 21 | Trade on New | No | \$ 37,998 | \$ 37,998 | 97% | \$7,279 | \$1,200 |
| 12 | HUP37501 | 2018 | Lexus | RX | 64 | Street/Curb Buy | No | \$ 38,898 | \$ 38,898 | 95% | \$6,384 | \$616 |
| 13 | HU37658 | 2015 | Jeep | Wrangler | 35 | Trade on Used | No | \$ 24,298 | \$ 24,298 | 99% | \$2,776 | \$613 |
| 14 | HU37549 | 2016 | Jeep | Renegade | 58 | Trade on Used | No | \$ 16,198 | \$ 16,198 | 97% | \$2,158 | \$2,208 |
| 15 | KBB37756 | 2009 | Ford | F-150 | 18 | Street/Curb Buy | No | \$ 15,998 | \$ 15,998 | 119% | \$570 | \$0 |
| 16 | DB37761 | 2012 | Volkswagen | Jetta | 18 | Trade on New | No | \$ 11,898 | \$ 11,898 | 104% | \$4,380 | \$3,642 |
| 17 | RA37784 | 2015 | Cadillac | Escalade | 17 | Trade on Used | No | \$ 40,948 | \$ 38,948 | 99% | \$5,085 | \$2,679 |
| 18 | KBB37613 | 2018 | Mitsubishi | Outlander | 48 | Street/Curb Buy | No | \$ 19,398 | \$ 19,398 | 92% | \$1,233 | \$0 |
| 19 | KBB37691 | 2019 | Ford | Expedition Max | 34 | Street/Curb Buy | No | \$ 59,998 | \$ 59,998 | 96% | \$4,500 | \$1,398 |
| 20 | CA37673 | 2015 | Honda | CR-V | 34 | Trade on Used | No | \$ 22,898 | \$ 20,706 | 97% | \$0 | \$0 |
| 21 | HU37612 | 2018 | Ford | Edge | 49 | Trade on New | No | \$ 25,697 | \$ 25,697 | 90% | \$3,148 | \$1,150 |
| 22 | HU37706 | 2013 | Ford | F-150 | 33 | Trade on Used | No | \$ 26,698 | \$ 26,698 | 104% | \$572 | \$1,989 |
| 23 | KBB37781 | 2016 | Mercedes-Benz | C-Class | 20 | Street/Curb Buy | No | \$ 23,998 | \$ 23,998 | 98% | \$2,478 | \$2,220 |
| 24 | HU37618 | 2017 | Ford | F-250 | 48 | Street/Curb Buy | No | \$ 52,798 | \$ 52,003 | 97% | \$3,210 | \$2,453 |
| 25 | HU37818 | 2010 | Jeep | Wrangler | 7 | Trade on Used | No | \$ 20,598 | \$ 20,598 | 101% | \$5,758 | \$2,886 |
| 26 | DB37739 | 2007 | Jeep | Wrangler | 26 | Trade on New | No | \$ 20,698 | \$ 19,500 | 102% | \$1,059 | \$3,977 |
| 27 | HUP37339 | 2019 | Ford | F-150 | 102 | Auction/Wholesale | No | \$ 53,398 | \$ 53,398 | 89% | (\$361) | \$1,345 |

| | | | | | | | | | | | | | | |
|----|----------|------|---------------|----------------|----|-------------------|----|----|--------|----|--------|------|-----------|---------|
| 28 | KBB37874 | 2016 | Ford | Explorer | 3 | Street/Curb Buy | No | \$ | 27,998 | \$ | 27,998 | 102% | \$1,712 | \$1,606 |
| 29 | KBB37775 | 2020 | Ford | F-450 | 19 | Street/Curb Buy | No | \$ | 87,998 | \$ | 87,398 | 97% | \$3,412 | \$8,802 |
| 30 | HU37531 | 2020 | Ford | Explorer | 64 | Trade on New | No | \$ | 50,298 | \$ | 50,298 | 92% | \$227 | \$4,749 |
| 31 | HU37617 | 2014 | Mercedes-Benz | CLS | 18 | Trade on New | No | \$ | 47,998 | \$ | 47,998 | 99% | \$2,677 | \$616 |
| 32 | HU37611 | 2011 | Ford | Ranger | 26 | Trade on New | No | \$ | 17,798 | \$ | 17,798 | 116% | \$3,754 | \$0 |
| 33 | HU37323 | 2016 | GMC | Yukon XL | 62 | Trade on New | No | \$ | 36,698 | \$ | 35,903 | 90% | \$1,843 | \$616 |
| 34 | CAP37624 | 2020 | Ford | F-250 | 25 | Street/Curb Buy | No | \$ | 67,025 | \$ | 67,025 | 99% | \$9,716 | \$0 |
| 35 | KBB37631 | 2007 | Nissan | Altima | 24 | Street/Curb Buy | No | \$ | 7,698 | \$ | 7,495 | 103% | (\$1,417) | \$0 |
| 36 | KBB37708 | 2020 | Ford | Transit | 9 | Street/Curb Buy | No | \$ | 59,998 | \$ | 59,897 | 100% | \$3,298 | \$0 |
| 37 | HUP37479 | 2020 | Ford | F-150 | 50 | Auction/Wholesale | No | \$ | 62,998 | \$ | 62,998 | 96% | (\$2,345) | \$1,493 |
| 38 | CA37669 | 2016 | Ford | Mustang | 16 | Trade on New | No | \$ | 36,798 | \$ | 36,798 | 97% | \$590 | \$2,741 |
| 39 | DB37725 | 2019 | Jeep | Grand Cherokee | 6 | Trade on New | No | \$ | 37,298 | \$ | 37,298 | 99% | \$2,025 | \$550 |
| 40 | HU37493 | 2004 | Toyota | Highlander | 50 | Trade on New | No | \$ | 7,798 | \$ | 7,798 | 83% | \$1,507 | \$123 |
| 41 | KBB37559 | 2013 | Kia | Sorento | 39 | Street/Curb Buy | No | \$ | 10,698 | \$ | 10,698 | 97% | \$1,126 | \$2,108 |
| 42 | CA37657 | 2016 | Ford | Explorer | 18 | Street/Curb Buy | No | \$ | 30,152 | \$ | 30,152 | 100% | \$1,428 | \$8,205 |
| 43 | HUP37413 | 2019 | Ford | F-150 | 66 | Auction/Wholesale | No | \$ | 41,598 | \$ | 41,598 | 92% | (\$1,045) | \$2,505 |
| 44 | HU37704 | 2016 | Ford | Escape | 13 | Trade on Used | No | \$ | 16,998 | \$ | 16,998 | 98% | \$2,763 | \$1,434 |
| 45 | HU37310 | 2013 | Ford | Explorer | 88 | Trade on New | No | \$ | 9,998 | \$ | 9,998 | 77% | \$946 | \$0 |
| 46 | PG37515 | 2018 | Ford | Expedition | 44 | Trade on New | No | \$ | 46,698 | \$ | 45,000 | 95% | \$1,343 | \$1,680 |
| 47 | HU37632 | 2015 | Ford | Escape | 22 | Trade on New | No | \$ | 18,998 | \$ | 18,998 | 99% | (\$1,176) | \$616 |
| 48 | HUP37475 | 2018 | Ford | Fusion | 53 | Auction/Wholesale | No | \$ | 21,398 | \$ | 21,398 | 102% | (\$2,223) | \$1,126 |
| 49 | HU37757 | 2017 | Ford | Focus ST | 3 | Trade on Used | No | \$ | 24,998 | \$ | 24,998 | 104% | \$2,779 | \$1,106 |
| 50 | KBB37525 | 2017 | Ford | Focus | 37 | Street/Curb Buy | No | \$ | 14,698 | \$ | 14,698 | 89% | \$2,396 | \$1,400 |
| 51 | HU37711 | 2016 | Honda | Fit | 12 | Trade on Used | No | \$ | 16,798 | \$ | 16,798 | 109% | \$2,311 | \$2,629 |
| 52 | CA37577 | 2018 | Subaru | Forester | 33 | Trade on New | No | \$ | 25,798 | \$ | 25,798 | 94% | \$2,690 | \$1,400 |
| 53 | HU37661 | 2016 | Ford | F-150 | 22 | Trade on Used | No | \$ | 41,998 | \$ | 41,998 | 96% | \$1,444 | \$4,098 |

Scoreboard

(Click on the blue head

| Desk Manager | Totals | Curt Abernatha |
|---------------------------------------|------------|----------------|
| % Retailed of Non-New Franchise | 48% | 22% |
| Total # Retail Units | 123 | 23 |
| Avg. Days to Sale | 34.6 | 34.6 |
| Avg. Advertised Price (Time of Sale) | \$ 31,981 | \$ 38,671 |
| Avg. Transaction Price | \$ 31,630 | \$ 38,193 |
| Avg. Market Price at 100% | \$ 33,098 | \$ 39,719 |
| Avg. Price to Market % (Time of Sale) | 97% | 97% |
| Avg. Transaction to Market | 96% | 96% |
| Avg. Transactional Discount | \$ 350 | \$ 478 |
| Avg. Front-End Gross | \$ 1,749 | \$ 1,325 |
| Avg. Finance Gross | \$ 1,974 | \$ 1,675 |
| PUVR | \$ 3,723 | \$ 3,000 |
| Total Gross (Units & PUVR) | \$ 457,871 | \$ 69,005 |
| GROI | 122% | 82% |
| % with Trade | 41% | 35% |
| Avg. Over/Under Allowance | 610 | 63 |



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

| Donovan Blash Lopez | Brad Rafter | Chris Hughes | PJ Grooms |
|---------------------|-------------|--------------|-----------|
| 60% | 32% | 67% | 0% |
| 42 | 19 | 30 | 1 |
| 30.8 | 41.6 | 35.5 | 17.0 |
| \$ 28,327 | \$ 37,111 | \$ 27,643 | \$ 15,898 |
| \$ 27,859 | \$ 36,685 | \$ 27,514 | \$ 15,898 |
| \$ 29,037 | \$ 38,921 | \$ 28,760 | \$ 16,735 |
| 98% | 95% | 96% | 95% |
| 96% | 94% | 96% | 95% |
| \$ 467 | \$ 426 | \$ 129 | \$ - |
| \$ 2,095 | \$ 2,473 | \$ 1,503 | \$ 1,111 |
| \$ 1,734 | \$ 2,936 | \$ 1,849 | \$ 1,472 |
| \$ 3,829 | \$ 5,409 | \$ 3,351 | \$ 2,583 |
| \$ 160,808 | \$ 102,777 | \$ 100,541 | \$ 2,583 |
| 161% | 128% | 123% | 344% |
| 43% | 53% | 50% | 0% |
| 606 | 735 | 879 | #DIV/0! |

Scoreboard

(Click on the blue head

| Sales Consultant | Totals | Anthony Nieto |
|---------------------------------------|------------|---------------|
| % Retailed of Non-New Franchise | 48% | 56% |
| Total # Retail Units | 123 | 16 |
| Avg. Days to Sale | 34.6 | 45.2 |
| Avg. Advertised Price (Time of Sale) | \$ 31,981 | \$ 31,351 |
| Avg. Transaction Price | \$ 31,630 | \$ 31,106 |
| Avg. Market Price at 100% | \$ 33,098 | \$ 33,377 |
| Avg. Price to Market % (Time of Sale) | 97% | 94% |
| Avg. Transaction to Market | 96% | 93% |
| Avg. Transactional Discount | \$ 350 | \$ 245 |
| Avg. Front-End Gross | \$ 1,749 | \$ 1,700 |
| Avg. Finance Gross | \$ 1,974 | \$ 1,955 |
| PUVR | \$ 3,723 | \$ 3,656 |
| Total Gross (Units & PUVR) | \$ 457,871 | \$ 58,490 |
| GROI | 122% | 94% |
| % with Trade | 41% | 56% |
| Avg. Over/Under Allowance | 610 | 622 |



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

| Sean Queen | Tom Berry | Brent Robbins | Aaron Baca |
|------------|-----------|---------------|------------|
| 67% | 90% | 40% | 20% |
| 9 | 10 | 15 | 10 |
| 22.7 | 37.0 | 30.3 | 35.7 |
| \$ 47,881 | \$ 26,376 | \$ 37,308 | \$ 37,327 |
| \$ 46,737 | \$ 26,214 | \$ 37,142 | \$ 37,237 |
| \$ 48,980 | \$ 27,044 | \$ 38,348 | \$ 38,676 |
| 98% | 98% | 97% | 97% |
| 95% | 97% | 97% | 96% |
| \$ 1,145 | \$ 162 | \$ 167 | \$ 90 |
| \$ 4,866 | \$ 1,106 | \$ 1,519 | \$ 543 |
| \$ 3,448 | \$ 1,512 | \$ 3,136 | \$ 2,150 |
| \$ 8,314 | \$ 2,619 | \$ 4,656 | \$ 2,692 |
| \$ 74,829 | \$ 26,185 | \$ 69,837 | \$ 26,923 |
| 283% | 97% | 149% | 73% |
| 56% | 40% | 47% | 30% |
| 1,600 | 900 | 457 | 0 |

| Joey Trujillo | Steve Formby | Nick George | Julio Medina |
|---------------|--------------|-------------|--------------|
| 46% | 40% | 36% | 40% |
| 13 | 15 | 14 | 5 |
| 39.2 | 31.4 | 30.9 | 30.4 |
| \$ 24,552 | \$ 39,280 | \$ 24,548 | \$ 30,278 |
| \$ 24,413 | \$ 38,920 | \$ 24,395 | \$ 29,699 |
| \$ 25,076 | \$ 40,278 | \$ 25,216 | \$ 30,914 |
| 98% | 98% | 97% | 98% |
| 97% | 97% | 97% | 96% |
| \$ 139 | \$ 360 | \$ 153 | \$ 579 |
| \$ 2,139 | \$ 2,401 | \$ 1,382 | \$ 1,476 |
| \$ 1,503 | \$ 1,275 | \$ 1,923 | \$ 2,753 |
| \$ 3,642 | \$ 3,675 | \$ 3,305 | \$ 4,230 |
| \$ 47,343 | \$ 55,132 | \$ 46,263 | \$ 21,148 |
| 137% | 108% | 158% | 169% |
| 31% | 33% | 43% | 20% |
| 125 | 400 | 417 | -1,000 |

| Garrett Boden | Caitlin Steele | Mia Allen | Cody Lewis |
|---------------|----------------|-----------|------------|
| 70% | 50% | #DIV/0! | 0% |
| 10 | 2 | 0 | 2 |
| 34.2 | 64.0 | #DIV/0! | 38.0 |
| \$ 24,475 | \$ 22,033 | #DIV/0! | \$ 39,848 |
| \$ 23,313 | \$ 22,033 | #DIV/0! | \$ 39,848 |
| \$ 26,068 | \$ 23,888 | #DIV/0! | \$ 39,282 |
| 94% | 92% | #DIV/0! | 101% |
| 89% | 92% | #DIV/0! | 101% |
| \$ 1,162 | \$ - | #DIV/0! | \$ - |
| \$ 963 | \$ (1,267) | #DIV/0! | \$ 1,763 |
| \$ 1,257 | \$ 1,873 | #DIV/0! | \$ - |
| \$ 2,220 | \$ 607 | #DIV/0! | \$ 1,763 |
| \$ 22,198 | \$ 1,213 | #DIV/0! | \$ 3,525 |
| 100% | 15% | #DIV/0! | 42% |
| 60% | 0% | #DIV/0! | 50% |
| 950 | #DIV/0! | #DIV/0! | 1,000 |

Scoreboard

(Click on the blue head

| Finance Manager | Totals | Chas Cuzzoni |
|---------------------------------------|------------|--------------|
| % Retailed of Non-New Franchise | 48% | 56% |
| Total # Retail Units | 123 | 27 |
| Avg. Days to Sale | 34.6 | 37.7 |
| Avg. Advertised Price (Time of Sale) | \$ 31,981 | \$ 29,219 |
| Avg. Transaction Price | \$ 31,630 | \$ 29,134 |
| Avg. Market Price at 100% | \$ 33,098 | \$ 30,270 |
| Avg. Price to Market % (Time of Sale) | 97% | 97% |
| Avg. Transaction to Market | 96% | 96% |
| Avg. Transactional Discount | \$ 350 | \$ 84 |
| Avg. Front-End Gross | \$ 1,749 | \$ 1,469 |
| Avg. Finance Gross | \$ 1,974 | \$ 2,775 |
| PUVR | \$ 3,723 | \$ 4,244 |
| Total Gross (Units & PUVR) | \$ 457,871 | \$ 114,580 |
| GROI | 122% | 139% |
| % with Trade | 41% | 0% |
| Avg. Over/Under Allowance | 610 | 860 |



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

| Andre Cruz Lop | | Dustin Sappington | | | |
|----------------|--|-------------------|--|---------|---------|
| 44% | | 43% | | #DIV/0! | #DIV/0! |
| 52 | | 35 | | 0 | 0 |
| 38.6 | | 27.4 | | #DIV/0! | #DIV/0! |
| \$ 31,671 | | \$ 36,050 | | #DIV/0! | #DIV/0! |
| \$ 31,463 | | \$ 35,509 | | #DIV/0! | #DIV/0! |
| \$ 33,168 | | \$ 36,768 | | #DIV/0! | #DIV/0! |
| 95% | | 98% | | #DIV/0! | #DIV/0! |
| 95% | | 97% | | #DIV/0! | #DIV/0! |
| \$ 208 | | \$ 541 | | #DIV/0! | #DIV/0! |
| \$ 1,556 | | \$ 2,492 | | #DIV/0! | #DIV/0! |
| \$ 1,936 | | \$ 1,880 | | #DIV/0! | #DIV/0! |
| \$ 3,492 | | \$ 4,372 | | #DIV/0! | #DIV/0! |
| \$ 181,605 | | \$ 153,016 | | #DIV/0! | #DIV/0! |
| 104% | | 162% | | #DIV/0! | #DIV/0! |
| 0% | | 0% | | #DIV/0! | #DIV/0! |
| 577 | | 500 | | #DIV/0! | #DIV/0! |

Scoreboard

| CPO | Totals | Yes |
|---------------------------------------|------------|---------|
| Total # Retail Units | 123 | 0 |
| Avg. Days to Sale | 34.6 | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 31,981 | #DIV/0! |
| Avg. Transaction Price | \$ 31,630 | #DIV/0! |
| Avg. Market Price at 100% | \$ 33,098 | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97% | #DIV/0! |
| Avg. Transaction to Market | 96% | #DIV/0! |
| Avg. Transactional Discount | \$ 350 | #DIV/0! |
| Avg. Front-End Gross | \$ 1,749 | #DIV/0! |
| Avg. Finance Gross | \$ 1,974 | #DIV/0! |
| PUVR | \$ 3,723 | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 457,871 | #DIV/0! |
| GROI | 122% | #DIV/0! |
| % with Trade | 41% | #DIV/0! |
| Avg. Over/Under Allowance | 610 | #DIV/0! |



| No | |
|----|---------|
| | 123 |
| | 34.6 |
| \$ | 31,630 |
| \$ | 31,630 |
| \$ | 33,061 |
| | 96% |
| | 96% |
| \$ | 350 |
| \$ | 1,749 |
| \$ | 1,974 |
| \$ | 3,723 |
| \$ | 457,871 |
| | 122% |
| | 147% |
| | 610 |

Scoreboard

| Same Brand as New | Totals | Yes |
|---------------------------------------|------------|------------|
| Total # Retail Units | 123 | 64 |
| Avg. Days to Sale | 34.6 | 34.8 |
| Avg. Advertised Price (Time of Sale) | \$ 31,981 | \$ 36,319 |
| Avg. Transaction Price | \$ 31,630 | \$ 36,142 |
| Avg. Market Price at 100% | \$ 33,098 | \$ 37,521 |
| Avg. Price to Market % (Time of Sale) | 97% | 97% |
| Avg. Transaction to Market | 96% | 96% |
| Avg. Transactional Discount | \$ 350 | \$ 177 |
| Avg. Front-End Gross | \$ 1,749 | \$ 1,300 |
| Avg. Finance Gross | \$ 1,974 | \$ 2,106 |
| PUVR | \$ 3,723 | \$ 3,406 |
| Total Gross (Units & PUVR) | \$ 457,871 | \$ 217,962 |
| GROI | 122% | 97% |
| % with Trade | 41% | 0% |
| Avg. Over/Under Allowance | 610 | 241 |

| No | |
|----|---------|
| | 59 |
| | 34.5 |
| \$ | 26,737 |
| \$ | 26,737 |
| \$ | 28,223 |
| | 95% |
| | 95% |
| \$ | 538 |
| \$ | 2,236 |
| \$ | 1,830 |
| \$ | 4,066 |
| \$ | 239,909 |
| | 159% |
| | 86% |
| | 950 |

Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 123 | 48 | 30 |
| % of Retail Units | 100% | 39% | 24% |
| % Retailed of Non-New Franchise | 48% | 48% | 77% |
| Avg. Days to Sale | 34.6 | 32.1 | 31.5 |
| Avg. Transaction Price | \$ 31,630 | \$ 28,273 | \$ 25,961 |
| Avg. Transaction to Market % | 96% | 94% | 94% |
| Avg. Transactional Discount | \$ 350 | \$ 333 | \$ 761 |
| Avg. Front End Gross | \$ 1,749 | \$ 1,934 | \$ 2,280 |
| Avg. Finance Gross | \$ 1,974 | \$ 1,700 | \$ 1,982 |
| PUVR | \$ 3,723 | \$ 3,634 | \$ 4,262 |
| Total Gross (Units & PUVR) | \$ 457,871 | \$ 174,421 | \$ 127,869 |
| GROI | 122% | 144% | 188% |
| % with Trade | 41% | 42% | 40% |
| Avg. Over/Under Allowance | 610 | 421 | 555 |



| Street/Curb buy | Auction/wholesale | Loaner/rental fleet | LBO customer |
|-----------------|-------------------|---------------------|--------------|
| 35 | 10 | 0 | 0 |
| 28% | 8% | 0% | 0% |
| 37% | 0% | #DIV/0! | #DIV/0! |
| 33.9 | 61.4 | #DIV/0! | #DIV/0! |
| \$ 37,247 | \$ 45,095 | #DIV/0! | #DIV/0! |
| 98% | 95% | #DIV/0! | #DIV/0! |
| \$ 123 | \$ - | #DIV/0! | #DIV/0! |
| \$ 1,853 | \$ (1,099) | #DIV/0! | #DIV/0! |
| \$ 2,184 | \$ 2,524 | #DIV/0! | #DIV/0! |
| \$ 4,038 | \$ 1,426 | #DIV/0! | #DIV/0! |
| \$ 141,326 | \$ 14,255 | #DIV/0! | #DIV/0! |
| 115% | 19% | #DIV/0! | #DIV/0! |
| 46% | 30% | #DIV/0! | #DIV/0! |
| 980 | 167 | #DIV/0! | #DIV/0! |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 123 | 60 | 24 |
| % of Retail Units | 100% | 49% | 20% |
| % Retailed of Non-New Franchise | 48% | 45% | 58% |
| Avg. Days to Sale | 34.6 | 15.6 | 36.6 |
| Avg. Transaction Price | \$ 31,630 | \$ 33,769 | \$ 27,755 |
| Avg. Transaction to Market % | 96% | 99% | 94% |
| Avg. Transactional Discount | \$ 350 | \$ 411 | \$ 585 |
| Avg. Front End Gross | \$ 1,749 | \$ 2,622 | \$ 1,723 |
| Avg. Finance Gross | \$ 1,974 | \$ 2,348 | \$ 1,467 |
| PUVR | \$ 3,723 | \$ 4,971 | \$ 3,190 |
| Total Gross (Units & PUVR) | \$ 457,871 | \$ 298,232 | \$ 76,557 |
| GROI | 122% | 339% | 113% |
| % with Trade | 41% | 42% | 42% |
| Avg. Over/Under Allowance | 610 | 846 | 250 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 17 | 18 | 3 |
| 14% | 15% | 2% |
| 47% | 56% | 0% |
| 50.6 | 69.8 | 97.7 |
| \$ 30,239 | \$ 27,008 | \$ 45,798 |
| 93% | 88% | 89% |
| \$ 177 | \$ 78 | \$ - |
| \$ 737 | \$ 345 | \$ (455) |
| \$ 1,697 | \$ 1,656 | \$ 2,663 |
| \$ 2,434 | \$ 2,000 | \$ 2,208 |
| \$ 41,382 | \$ 36,007 | \$ 6,625 |
| 57% | 38% | 18% |
| 35% | 39% | 100% |
| 700 | 271 | 250 |