

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|----------------------------|----------------------------|-----------------------------|
| Chris McDonald- New Car | Sara Conte- New Car | Tom Baskin- New |
| Kenneth Puryear- New Car | Gregory George- New Car | James Brooking- New |
| Whit Bryant- New Car | Cihan Kocer- New Car | Shane Callender- New |
| Josh Armentrout- Pre-Owned | Tom Zecevic- Pre-Owned | Murat Cevik- New |
| Drew Geisel- Pre-Owned | Clint Roberson- Pre-Owned | Timothy Ginstead- New |
| | Josh Armentrout- Pre-Owned | Iain Mayo- New |
| | | Mitch Pillsbury- New |
| | | Mike Secours- New |
| | | Michael Street- New |
| | | Steven Ta- New |
| | | Eric Thomas- New |
| | | Tavon Washington- New |
| | | John Waters- New |
| | | David Weimer- New |
| | | Dave White- New |
| | | Garland Willis- New |
| | | Carlos Aldecoa- Pre-Owned |
| | | Kevin Artice-Pre-Owned |
| | | William Barker-Pre-Owned |
| | | Chris Coleman- Pre-Owned |
| | | Richard Kimani-Pre-Owned |
| | | Terrence Lewis- Pre-Owned |
| | | Carlos Lopez-Pre-Owned |
| | | Abigail Osbourne-Pre-Owned |
| | | Jennifer Thompson-Pre-Owned |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |

| 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 | 30 | Trade on New | No | \$ 15,000 | \$ 13,800 | 95% | \$1,500 | \$500 |
| 1 | 239242B | 2020 | TOYOTA | SIENNA | 15 | TRADE ON NEW | Yes | \$ 32,388 | \$ 32,388 | 101% | \$879 | \$0 |
| 2 | 239674A | 2011 | Jeep | Grand Cherokee | 28 | Trade on New | No | \$ 12,488 | \$ 12,488 | 102% | \$3,068 | \$2,946 |
| 3 | 239377C | 2006 | Toyota | 4Runner | 15 | Trade on New | No | \$ 10,448 | \$ 10,448 | 98% | \$2,950 | \$0 |
| 4 | 239180C | 2017 | Subaru | SVX | 22 | Trade on Used | No | \$ 21,250 | \$ 21,250 | 99% | \$1,115 | \$4,867 |
| 5 | 239096C | 2016 | Toyota | 4Runner | 9 | Trade on Used | No | \$ 24,484 | \$ 24,184 | 104% | \$1,391 | |
| 6 | 105818 | 2018 | Toyota | Highlander | 16 | Street/Curb Buy | Yes | \$ 32,250 | \$ 32,000 | 101% | \$1,685 | \$2,935 |
| 7 | 239557A | 2021 | Toyota | 4Runner | 10 | Trade on New | Yes | \$ 41,488 | \$ 41,188 | 106% | \$3,577 | \$792 |
| 8 | 239709A | 2012 | Toyota | Camry | 37 | Trade on New | No | \$ 15,400 | \$ 15,100 | 102% | (\$216) | \$949 |
| 9 | T235698 | 2020 | Toyota | Camry | 37 | Loaner | Yes | \$ 26,295 | \$ 26,000 | 103% | \$2,282 | \$7,903 |
| 10 | 239234A | 2017 | Chevrolet | Silverado | 64 | Trade on New | No | \$ 35,877 | \$ 35,877 | 97% | \$517 | \$0 |
| 11 | 239193A | 2011 | Ford | F250 | 68 | Trade on New | No | \$ 42,488 | \$ 42,488 | 107% | \$1,798 | \$170 |
| 12 | 239547A | 2018 | Toyota | Camry | 37 | Trade on New | No | \$ 24,295 | \$ 24,295 | 99% | \$1,211 | \$2,866 |
| 13 | 105793 | 2018 | Honda | Odyssey | 32 | Street/Curb Buy | No | \$ 33,988 | \$ 33,988 | 98% | \$72 | \$4,915 |
| 14 | 239443A | 2016 | Volvo | S60 | 16 | Trade on New | No | \$ 16,988 | \$ 16,988 | 100% | \$1,830 | \$841 |
| 15 | 239706A | 2015 | Toyota | Prius | 4 | Trade on New | No | \$ 19,477 | \$ 19,477 | 102% | \$3,090 | \$2,045 |
| 16 | 239685 | 2018 | Toyota | Camry | 12 | Trade on New | Yes | \$ 21,040 | \$ 21,040 | 101% | \$1,830 | \$842 |
| 17 | 239376A | 2019 | Honda | Ridgeline | 61 | Trade on New | No | \$ 34,988 | \$ 34,988 | 97% | \$3,090 | \$2,045 |
| 18 | 239050A | 2019 | Toyota | Camry | 101 | Trade on New | No | \$ 26,877 | \$ 26,877 | 100% | \$2,846 | \$4,405 |
| 19 | 239420B | 2020 | Toyota | Corolla | 39 | Trade on Used | Yes | \$ 22,295 | \$ 22,295 | 108% | \$1,237 | \$0 |
| 20 | 239455A | 2013 | Toyota | Avalon | 15 | Trade on New | No | \$ 16,835 | \$ 16,835 | 95% | (\$1,991) | \$405 |
| 21 | T235689 | 2020 | Toyota | Camry | 17 | Loaner | Yes | \$ 26,488 | \$ 26,488 | 105% | \$1,000 | \$4,284 |
| 22 | 239227A | 2017 | Chevrolet | Silverado | 20 | Trade on New | No | \$ 33,877 | \$ 33,877 | 102% | \$1,185 | \$0 |
| 23 | 239597A | 2013 | Chevrolet | Equinox | 26 | Trade on New | No | \$ 11,488 | \$ 11,488 | 98% | \$2,064 | \$2,493 |
| 24 | 239652A | 2010 | Volkswagen | Golf | 16 | Trade on New | No | \$ 9,455 | \$ 9,455 | 95% | \$2,840 | \$0 |
| 25 | 239476A | 2019 | Toyota | Rav-4 | 45 | Trade on New | Yes | \$ 31,877 | \$ 31,877 | 102% | \$2,272 | \$2,732 |
| 26 | 239753A | 2019 | Toyota | Camry | 10 | Trade on New | Yes | \$ 29,877 | \$ 29,877 | 104% | \$1,448 | \$1,100 |
| 27 | 239299A | 2016 | Chevrolet | Silverado | 65 | Trade on New | No | \$ 35,488 | \$ 35,488 | 96% | \$2,228 | \$3,359 |
| 28 | T235361 | 2020 | Toyota | Corolla | 19 | Loaner | Yes | \$ 22,495 | \$ 22,495 | 112% | (\$789) | \$4,887 |
| 29 | 239667A | 2011 | Toyota | Rav4 | 13 | Trade on New | No | \$ 11,997 | \$ 11,997 | 101% | \$2,083 | \$220 |
| 30 | 239675A | 2019 | Toyota | Highlander | 5 | Trade on New | Yes | \$ 39,867 | \$ 39,867 | 104% | \$1,075 | \$3,315 |
| 31 | 105824 | 2013 | Fiat | 500 | 7 | Street/Curb Buy | No | \$ 9,877 | \$ 9,877 | 98% | \$2,297 | \$0 |
| 32 | 239347A | 2018 | Nissan | Rogue | 43 | Trade on New | No | \$ 17,795 | \$ 17,795 | 92% | \$2,293 | \$2,944 |
| 33 | 105823 | 2017 | Toyota | Highlander | 9 | Street/Curb Buy | No | \$ 34,255 | \$ 34,255 | 106% | (\$1,301) | \$175 |
| 34 | 239444A | 2017 | Toyota | Avalon Hyb | 23 | Trade on New | No | \$ 23,877 | \$ 23,877 | 101% | \$2,283 | \$675 |
| 35 | 239685B | 2015 | Honda | Accord | 7 | Trade on Used | No | \$ 16,495 | \$ 16,495 | 102% | \$2,615 | \$1,069 |
| 36 | 239694A | 2014 | Toyota | Corolla | 6 | Trade on New | No | \$ 12,495 | \$ 12,495 | 98% | \$2,090 | \$2,276 |
| 37 | 239619A | 2017 | Toyota | Camry | 23 | Trade on New | No | \$ 18,255 | \$ 18,255 | 102% | \$2,246 | \$2,164 |
| 38 | 105767A | 2017 | Jeep | Renegade | 21 | Trade on Used | No | \$ 21,877 | \$ 21,877 | 103% | \$3,367 | \$200 |
| 39 | 105815 | 2019 | Toyota | 4Runner | 17 | Street/Curb Buy | Yes | \$ 44,855 | \$ 44,855 | 100% | \$1,353 | \$2,741 |
| 40 | 239747A | 2007 | Toyota | Camry | 7 | Trade on New | No | \$ 9,477 | \$ 9,477 | 131% | \$1,619 | \$0 |
| 41 | 239795A | 2013 | Hyundai | Accent | 8 | Trade on New | No | \$ 7,495 | \$ 7,495 | 98% | \$1,925 | \$0 |
| 42 | 105822 | 2011 | Toyota | Avalon | 11 | Street/Curb Buy | No | \$ 17,995 | \$ 17,995 | 115% | \$1,875 | \$2,389 |
| 43 | 105816 | 2018 | Toyota | Highlander | 16 | Street/Curb Buy | Yes | \$ 38,277 | \$ 38,000 | 106% | \$2,911 | \$229 |
| 44 | 239728A | 2014 | Acura | RDX | 28 | Trade on New | No | \$ 26,950 | \$ 26,650 | 108% | \$807 | \$885 |
| 45 | 105743A | 2016 | Toyota | Tundra | 53 | Street/Curb Buy | No | \$ 37,488 | \$ 37,488 | 103% | \$711 | \$3,156 |
| 46 | 239417A | 2019 | Toyota | Tundra | 48 | Trade on New | Yes | \$ 51,877 | \$ 51,877 | 104% | \$1,673 | \$8,165 |
| 47 | 105777 | 2019 | Toyota | Rav4 | 55 | Street/Curb Buy | Yes | \$ 31,877 | \$ 31,877 | 102% | \$6,779 | \$7,905 |
| 48 | 239675B | 2018 | Toyota | Highlander | 6 | Trade on Used | Yes | \$ 35,866 | \$ 35,866 | 100% | \$1,984 | \$3,593 |
| 49 | 239455B | 2017 | Nissan | Rogue | 8 | Trade on Used | No | \$ 19,277 | \$ 19,277 | 101% | \$2,805 | \$716 |
| 50 | 239589A | 2017 | Toyota | Sienna | 37 | Trade on New | No | \$ 24,288 | \$ 24,288 | 92% | \$2,583 | \$6,347 |
| 51 | 105749 | 2016 | Toyota | Tacoma | 89 | Street/Curb Buy | No | \$ 33,988 | \$ 33,988 | 103% | (\$568) | \$1,573 |
| 52 | 239688A | 2014 | Toyota | Sienna | 11 | Trade on New | No | \$ 22,495 | \$ 22,495 | 100% | \$2,821 | \$0 |
| 53 | 95781C | 2016 | Toyota | Sienna | 55 | Street/Curb Buy | No | \$ 21,777 | \$ 21,777 | 102% | \$1,857 | \$6,336 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 30% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 26.9 |
| Avg. Advertised Price (Time of Sale) | \$ 26,621 |
| Avg. Transaction Price | \$ 26,558 |
| Avg. Market Price at 100% | \$ 25,859 |
| Avg. Price to Market % (Time of Sale) | 103% |
| Avg. Transaction to Market | 103% |
| Avg. Transactional Discount | \$ 63 |
| Avg. Front-End Gross | \$ 1,936 |
| Avg. Finance Gross | \$ 2,468 |
| PUVR | \$ 4,391 |
| Total Gross (Units & PUVR) | \$ 878,226 |
| GROI | 221% |
| % with Trade | 23% |
| Avg. Over/Under Allowance | \$143 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | ew Geisel- Pre-Ow | Armentrout- Pre-O |
|---------------------------------------|---------------|--------------------------|--------------------------|
| % Retailed of Non-New Franchise | 30% | 31% | 28% |
| Total # Retail Units | 200 | 98 | 102 |
| Avg. Days to Sale | 26.9 | 26.1 | 27.6 |
| Avg. Advertised Price (Time of Sale) | \$ 26,621 | \$ 26,865 | \$ 26,387 |
| Avg. Transaction Price | \$ 26,558 | \$ 26,767 | \$ 26,358 |
| Avg. Market Price at 100% | \$ 25,859 | \$ 26,372 | \$ 25,657 |
| Avg. Price to Market % (Time of Sale) | 103% | 102% | 103% |
| Avg. Transaction to Market | 103% | 101% | 103% |
| Avg. Transactional Discount | \$ 63 | \$ 98 | \$ 28 |
| Avg. Front-End Gross | \$ 1,936 | \$ 1,923 | \$ 1,948 |
| Avg. Finance Gross | \$ 2,468 | \$ 2,276 | \$ 2,650 |
| PUVR | \$ 4,391 | \$ 4,175 | \$ 4,598 |
| Total Gross (Units & PUVR) | \$ 878,226 | \$ 409,189 | \$ 469,037 |
| GROI | 221% | 215% | 227% |
| % with Trade | 23% | 26% | 20% |
| Avg. Over/Under Allowance | 143 | 79 | 205 |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | Jennifer Thompson- | Abigail Osbourne-P |
|---------------------------------------|------------|--------------------|--------------------|
| % Retailed of Non-New Franchise | 30% | 54% | 45% |
| Total # Retail Units | 200 | 13 | 29 |
| Avg. Days to Sale | 26.9 | 27.6 | 28.6 |
| Avg. Advertised Price (Time of Sale) | \$ 26,621 | \$ 27,871 | \$ 26,968 |
| Avg. Transaction Price | \$ 26,558 | \$ 27,871 | \$ 26,917 |
| Avg. Market Price at 100% | \$ 25,859 | \$ 27,444 | \$ 26,403 |
| Avg. Price to Market % (Time of Sale) | 103% | 102% | 102% |
| Avg. Transaction to Market | 103% | 102% | 102% |
| Avg. Transactional Discount | \$ 63 | \$ - | \$ 52 |
| Avg. Front-End Gross | \$ 1,936 | \$ 1,853 | \$ 2,131 |
| Avg. Finance Gross | \$ 2,468 | \$ 2,041 | \$ 2,378 |
| PUVR | \$ 4,391 | \$ 3,894 | \$ 4,510 |
| Total Gross (Units & PUVR) | \$ 878,226 | \$ 50,624 | \$ 130,782 |
| GROI | 221% | 182% | 211% |
| % with Trade | 23% | 46% | 28% |
| Avg. Over/Under Allowance | 143 | -52 | 357 |



n list, then scroll up to select your staff member for each column.)

| Carlos Lopez-Pre-O | Terrence Lewis- Pr | Richard Kimani-Pre | Chris Coleman- Pre |
|--------------------|--------------------|--------------------|--------------------|
| 21% | 15% | 44% | 33% |
| 19 | 27 | 27 | 27 |
| 25.3 | 20.6 | 23.3 | 30.5 |
| \$ 22,618 | \$ 24,886 | \$ 23,208 | \$ 28,925 |
| \$ 22,512 | \$ 24,846 | \$ 23,176 | \$ 28,873 |
| \$ 22,113 | \$ 23,980 | \$ 22,339 | \$ 28,413 |
| 102% | 104% | 104% | 102% |
| 102% | 104% | 104% | 102% |
| \$ 106 | \$ 41 | \$ 32 | \$ 52 |
| \$ 1,909 | \$ 1,783 | \$ 1,581 | \$ 1,938 |
| \$ 2,192 | \$ 2,576 | \$ 1,711 | \$ 3,155 |
| \$ 4,101 | \$ 4,359 | \$ 3,292 | \$ 5,093 |
| \$ 77,922 | \$ 117,685 | \$ 88,883 | \$ 137,505 |
| 259% | 306% | 219% | 208% |
| 11% | 7% | 19% | 26% |
| 83 | 118 | 123 | 238 |

| William Barker-Pre | Kevin Artice-Pre-Ow | Carlos Aldecoa- Pre | Owned |
|--------------------|---------------------|---------------------|---------|
| 29% | 7% | 14% | #DIV/0! |
| 14 | 14 | 28 | 0 |
| 25.3 | 31.6 | 30.0 | #DIV/0! |
| \$ 30,589 | \$ 30,151 | \$ 27,563 | #DIV/0! |
| \$ 30,525 | \$ 29,895 | \$ 27,522 | #DIV/0! |
| \$ 30,179 | \$ 29,161 | \$ 27,247 | #DIV/0! |
| 101% | 103% | 101% | #DIV/0! |
| 101% | 103% | 101% | #DIV/0! |
| \$ 64 | \$ 256 | \$ 41 | #DIV/0! |
| \$ 2,567 | \$ 1,522 | \$ 1,969 | #DIV/0! |
| \$ 3,443 | \$ 1,935 | \$ 2,580 | #DIV/0! |
| \$ 5,764 | \$ 3,457 | \$ 4,549 | #DIV/0! |
| \$ 80,697 | \$ 48,395 | \$ 127,365 | #DIV/0! |
| 269% | 132% | 199% | #DIV/0! |
| 14% | 14% | 36% | #DIV/0! |
| -62 | -44 | 129 | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Clint Roberson- | Tom Zecevic- P |
|---------------------------------------|------------|-----------------|----------------|
| % Retailed of Non-New Franchise | 30% | 30% | 29% |
| Total # Retail Units | 200 | 99 | 79 |
| Avg. Days to Sale | 26.9 | 29.7 | 23.4 |
| Avg. Advertised Price (Time of Sale) | \$ 26,621 | \$ 26,283 | \$ 27,592 |
| Avg. Transaction Price | \$ 26,558 | \$ 26,241 | \$ 27,502 |
| Avg. Market Price at 100% | \$ 25,859 | \$ 25,723 | \$ 26,936 |
| Avg. Price to Market % (Time of Sale) | 103% | 102% | 102% |
| Avg. Transaction to Market | 103% | 102% | 102% |
| Avg. Transactional Discount | \$ 63 | \$ 42 | \$ 91 |
| Avg. Front-End Gross | \$ 1,936 | \$ 1,855 | \$ 2,187 |
| Avg. Finance Gross | \$ 2,468 | \$ 2,365 | \$ 2,923 |
| PUVR | \$ 4,391 | \$ 4,220 | \$ 5,110 |
| Total Gross (Units & PUVR) | \$ 878,226 | \$ 417,809 | \$ 403,671 |
| GROI | 221% | 195% | 286% |
| % with Trade | 23% | 0% | 5% |
| Avg. Over/Under Allowance | 143 | 83 | 307 |



n list, then scroll up to select your staff member for each column.)

| Josh Armentrout- Pre-Owned | | | | |
|----------------------------|---------|---------|---------|---------|
| 27% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| 22 | 0 | 0 | 0 | 0 |
| 26.9 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 24,652 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 24,597 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 23,953 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| 103% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| 103% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 55 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,396 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,240 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,579 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 56,746 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| 140% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| 0% | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| -175 | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 88 | 112 |
| Avg. Days to Sale | 26.9 | 25.9 | 27.6 |
| Avg. Advertised Price (Time of Sale) | \$ 26,621 | \$ 33,081 | \$ 21,506 |
| Avg. Transaction Price | \$ 26,558 | \$ 32,988 | \$ 21,506 |
| Avg. Market Price at 100% | \$ 25,859 | \$ 32,234 | \$ 21,115 |
| Avg. Price to Market % (Time of Sale) | 103% | 103% | 102% |
| Avg. Transaction to Market | 103% | 102% | 102% |
| Avg. Transactional Discount | \$ 63 | \$ 93 | \$ 39 |
| Avg. Front-End Gross | \$ 1,936 | \$ 2,026 | \$ 1,864 |
| Avg. Finance Gross | \$ 2,468 | \$ 3,433 | \$ 1,703 |
| PUVR | \$ 4,391 | \$ 5,459 | \$ 3,552 |
| Total Gross (Units & PUVR) | \$ 878,226 | \$ 480,385 | \$ 397,842 |
| GROI | 221% | 230% | 215% |
| % with Trade | 23% | 89% | 80% |
| Avg. Over/Under Allowance | 143 | 32 | 231 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 141 | 59 |
| Avg. Days to Sale | 26.9 | 26.0 | 29.1 |
| Avg. Advertised Price (Time of Sale) | \$ 26,621 | \$ 28,564 | \$ 21,944 |
| Avg. Transaction Price | \$ 26,558 | \$ 28,489 | \$ 21,944 |
| Avg. Market Price at 100% | \$ 25,859 | \$ 27,770 | \$ 21,795 |
| Avg. Price to Market % (Time of Sale) | 103% | 103% | 101% |
| Avg. Transaction to Market | 103% | 103% | 101% |
| Avg. Transactional Discount | \$ 63 | \$ 74 | \$ 34 |
| Avg. Front-End Gross | \$ 1,936 | \$ 1,966 | \$ 1,864 |
| Avg. Finance Gross | \$ 2,468 | \$ 2,922 | \$ 1,389 |
| PUVR | \$ 4,391 | \$ 4,867 | \$ 3,253 |
| Total Gross (Units & PUVR) | \$ 878,226 | \$ 686,304 | \$ 191,923 |
| GROI | 221% | 237% | 184% |
| % with Trade | 23% | 16% | 37% |
| Avg. Over/Under Allowance | 143 | 145 | 140 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 200 | 129 | 17 |
| % of Retail Units | 100% | 65% | 9% |
| % Retailed of Non-New Franchise | 30% | 34% | 35% |
| Avg. Days to Sale | 26.9 | 27.2 | 17.8 |
| Avg. Transaction Price | \$ 26,558 | \$ 25,510 | \$ 26,472 |
| Avg. Transaction to Market % | 103% | 103% | 102% |
| Avg. Transactional Discount | \$ 63 | \$ 60 | \$ 35 |
| Avg. Front End Gross | \$ 1,936 | \$ 2,082 | \$ 2,143 |
| Avg. Finance Gross | \$ 2,468 | \$ 2,153 | \$ 2,953 |
| PUVR | \$ 4,391 | \$ 4,235 | \$ 4,922 |
| Total Gross (Units & PUVR) | \$ 878,226 | \$ 546,301 | \$ 83,672 |
| GROI | 221% | 220% | 376% |
| % with Trade | 23% | 24% | 6% |
| Avg. Over/Under Allowance | 143 | 163 | 88 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 49 | 0 | 5 | 0 |
| 25% | 0% | 3% | 0% |
| 18% | #DIV/0! | 0% | #DIV/0! |
| 28.6 | #DIV/0! | 32.2 | #DIV/0! |
| \$ 29,397 | #DIV/0! | \$ 26,083 | #DIV/0! |
| 103% | #DIV/0! | 103% | #DIV/0! |
| \$ 74 | #DIV/0! | \$ 119 | #DIV/0! |
| \$ 1,523 | #DIV/0! | \$ 1,486 | #DIV/0! |
| \$ 2,900 | #DIV/0! | \$ 4,820 | #DIV/0! |
| \$ 4,423 | #DIV/0! | \$ 6,306 | #DIV/0! |
| \$ 216,724 | #DIV/0! | \$ 31,529 | #DIV/0! |
| 189% | #DIV/0! | 270% | #DIV/0! |
| 20% | #DIV/0! | 60% | #DIV/0! |
| 87 | #DIV/0! | 365 | #DIV/0! |

| BO OEM/Leasing | Central Fleet (Enterprise, etc) | Other |
|----------------|---------------------------------|---------|
| 0 | 0 | 0 |
| 0% | 0% | 0% |
| #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 139 | 26 |
| % of Retail Units | 100% | 70% | 13% |
| % Retailed of Non-New Franchise | 30% | 29% | 31% |
| Avg. Days to Sale | 26.9 | 14.8 | 38.0 |
| Avg. Transaction Price | \$ 26,558 | \$ 25,520 | \$ 25,941 |
| Avg. Transaction to Market % | 103% | 103% | 102% |
| Avg. Transactional Discount | \$ 63 | \$ 69 | \$ 46 |
| Avg. Front End Gross | \$ 1,936 | \$ 1,967 | \$ 2,128 |
| Avg. Finance Gross | \$ 2,468 | \$ 2,329 | \$ 2,266 |
| PUVR | \$ 4,391 | \$ 4,296 | \$ 4,394 |
| Total Gross (Units & PUVR) | \$ 878,226 | \$ 597,091 | \$ 114,243 |
| GROI | 221% | 409% | 161% |
| % with Trade | 23% | 23% | 15% |
| Avg. Over/Under Allowance | 143 | 133 | 188 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 16 | 15 | 4 |
| 8% | 8% | 2% |
| 13% | 53% | 25% |
| 52.4 | 72.2 | 102.8 |
| \$ 31,994 | \$ 30,269 | \$ 30,983 |
| 101% | 100% | 98% |
| \$ 38 | \$ 40 | \$ 139 |
| \$ 2,367 | \$ 1,254 | \$ 436 |
| \$ 3,641 | \$ 2,360 | \$ 4,291 |
| \$ 6,007 | \$ 3,613 | \$ 4,727 |
| \$ 96,116 | \$ 54,198 | \$ 18,907 |
| 129% | 60% | 53% |
| 13% | 40% | 25% |
| -79 | 433 | 0 |