

| 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 | PKA436086 | 2019 | Mercedes-Benz | S63 | 4 | Other | No | \$ 81,428 | \$ 81,428 | 100% | (\$225) | \$4,599 |
| 2 | PMA042581 | 2021 | Mercedes-Benz | S580 | 3 | Other | Yes | \$ 138,886 | \$ 135,000 | 97% | \$7,190 | \$0 |
| 3 | TJA370062 | 2018 | Mercedes-Benz | S560 | 82 | Trade on Used | Yes | \$ 75,897 | \$ 74,488 | 98% | \$6,545 | \$3,308 |
| 4 | TMN5955592 | 2021 | Dodge | RAM | 39 | Trade on Used | No | \$ 65,989 | \$ 65,369 | 99% | \$2,682 | \$622 |
| 5 | PLA213013 | 2020 | Mercedes-Benz | GLE350 | 12 | Other | Yes | \$ 63,896 | \$ 63,896 | 100% | \$2,756 | \$2,459 |
| 6 | PJV059146 | 2018 | Mercedes-Benz | GLC300 | 19 | Other | Yes | \$ 35,997 | \$ 35,997 | 100% | (\$685) | \$345 |
| 7 | TAC065449 | 2010 | Bentley | CGTS | 9 | Trade on Used | No | \$ 69,864 | \$ 67,926 | 97% | \$10,506 | \$0 |
| 8 | PKJ546950 | 2019 | Mercedes-Benz | GLA250 | 80 | Other | Yes | \$ 36,996 | \$ 36,996 | 100% | (\$1,488) | \$1,539 |
| 9 | TGR432117 | 2016 | Chevrolet | TAHOE | 11 | Trade on Used | No | \$ 31,654 | \$ 31,654 | 100% | \$2,853 | \$2,853 |
| 10 | TFA008307 | 2015 | Acura | TLX | 28 | Trade on Used | No | \$ 18,442 | \$ 18,442 | 100% | \$579 | \$1,716 |
| 11 | PLA091841 | 2020 | Mercedes-Benz | GLE350 | 10 | Other | Yes | \$ 63,887 | \$ 63,887 | 100% | \$1,129 | \$1,948 |
| 12 | PEA031958 | 2014 | Mercedes-Benz | CL63 | 32 | Other | No | \$ 89,889 | \$ 89,889 | 100% | \$30,968 | \$700 |
| 13 | TKA525087 | 2019 | Mercedes-Benz | E300 | 32 | Trade on Used | Yes | \$ 47,884 | \$ 47,884 | 100% | \$3,359 | \$1,926 |
| 14 | TJB179086 | 2018 | Mercedes-Benz | GLE350 | 16 | Trade on Used | Yes | \$ 46,887 | \$ 46,000 | 98% | \$4,570 | \$0 |
| 15 | PHR309432 | 2017 | Mercedes-Benz | C300 | 37 | Other | Yes | \$ 30,896 | \$ 29,968 | 97% | (\$1,518) | \$200 |
| 16 | PKF798894 | 2019 | Mercedes-Benz | C43 | 0 | Other | No | \$ 36,245 | \$ 36,245 | 100% | (\$225) | \$400 |
| 17 | LLF757842 | 2020 | Mercedes-Benz | GLC43 | 31 | Loaner | Yes | \$ 67,888 | \$ 67,000 | 98% | \$11,843 | \$2,224 |
| 18 | TF4034333 | 2015 | Toyota | LAND CRUISER | 9 | Trade on Used | No | \$ 52,764 | \$ 52,364 | 99% | \$5,962 | \$0 |
| 19 | TGA012356 | 2016 | Mercedes-Benz | GLE63 | 14 | Trade on Used | No | \$ 49,886 | \$ 49,886 | 100% | \$3,903 | \$0 |
| 20 | PMA330536 | 2021 | Mercedes-Benz | GLS450 | 1 | Other | Yes | \$ 93,989 | \$ 93,989 | 100% | \$5,614 | \$4,589 |
| 21 | THF178944 | 2017 | Mercedes-Benz | GLC300 | 24 | Trade on Used | Yes | \$ 47,899 | \$ 47,899 | 100% | \$3,413 | \$4,171 |
| 22 | TGA717826 | 2016 | Mercedes-Benz | GLE350 | 10 | Trade on Used | No | \$ 26,442 | \$ 26,442 | 100% | \$1,589 | \$1,668 |
| 23 | PJA345531 | 2018 | Mercedes-Benz | E300 | 0 | Other | No | \$ 34,870 | \$ 34,870 | 100% | (\$225) | \$1,777 |
| 24 | TL5005692 | 2020 | Lexus | NX | 10 | Trade on Used | No | \$ 39,899 | \$ 39,899 | 100% | \$2,630 | \$0 |
| 25 | PCF168743 | 2012 | Mercedes-Benz | E350 | 23 | Other | No | \$ 29,899 | \$ 29,700 | 90% | \$3,654 | \$800 |
| 26 | THG355113 | 2017 | GMC | SIERRA | 13 | Trade on Used | No | \$ 37,642 | \$ 37,642 | 100% | \$3,562 | \$0 |
| 27 | LLR595619 | 2020 | Mercedes-Benz | C300 | 8 | Loaner | Yes | \$ 41,888 | \$ 41,888 | 100% | \$5,340 | \$0 |

| | | | | | | | | | | | | | | |
|----|------------|------|---------------|------------|----|---------------|-----|----|--------|----|--------|------|-----------|---------|
| 28 | TGF022122 | 2016 | Mercedes-Benz | GLC300 | 19 | Trade on Used | Yes | \$ | 32,896 | \$ | 32,017 | 97% | \$1,255 | \$4,801 |
| 29 | PHE010133 | 2017 | Honda | CIVIC | 22 | Other | No | \$ | 18,288 | \$ | 18,288 | 100% | (\$2,581) | \$0 |
| 30 | PKV128071 | 2019 | Mercedes-Benz | GLC300 | 11 | Other | Yes | \$ | 40,888 | \$ | 40,888 | 100% | \$2,830 | \$443 |
| 31 | PHF361214 | 2017 | Mercedes-Benz | E400 | 7 | Other | Yes | \$ | 55,663 | \$ | 55,663 | 100% | \$4,255 | \$0 |
| 32 | TC9716655 | 2012 | Infiniti | QX56 | 20 | Trade on Used | No | \$ | 19,874 | \$ | 19,874 | 100% | \$1,668 | \$1,392 |
| 33 | TJGV24175 | 2018 | BMW | 740XI | 63 | Trade on Used | No | \$ | 45,896 | \$ | 42,888 | 93% | \$992 | \$0 |
| 34 | TFW509473 | 2015 | Volkswagen | TIGUAN | 9 | Trade on Used | No | \$ | 14,766 | \$ | 14,766 | 100% | \$3,960 | \$159 |
| 35 | TF2176766 | 2015 | Lexus | ES350 | 20 | Trade on Used | No | \$ | 22,998 | \$ | 20,988 | 91% | \$1,299 | \$0 |
| 36 | LLR575670 | 2020 | Mercedes-Benz | C300 | 30 | Loaner | Yes | \$ | 40,388 | \$ | 40,388 | 100% | \$3,794 | \$0 |
| 37 | TLF694702 | 2020 | Mercedes-Benz | GLC300 | 18 | Trade on Used | Yes | \$ | 57,896 | \$ | 57,611 | 100% | \$1,030 | \$300 |
| 38 | TGF345777Z | 2016 | Mercedes-Benz | E400 | 15 | Trade on Used | Yes | \$ | 49,446 | \$ | 48,000 | 97% | \$6,702 | \$2,196 |
| 39 | PJB092648 | 2018 | Mercedes-Benz | GLE350 | 14 | Other | Yes | \$ | 47,422 | \$ | 47,422 | 100% | \$10,983 | \$4,522 |
| 40 | PJV087863 | 2018 | Mercedes-Benz | GLC300 | 0 | Other | No | \$ | 25,217 | \$ | 25,217 | 100% | (\$225) | \$0 |
| 41 | PKA451534 | 2019 | Mercedes-Benz | S560 | 23 | Other | Yes | \$ | 95,996 | \$ | 94,800 | 98% | \$1,016 | \$0 |
| 42 | PKV125022 | 2019 | Mercedes-Benz | GLC300 | 0 | Other | No | \$ | 27,718 | \$ | 27,718 | 100% | (\$225) | \$0 |
| 43 | TKU297816 | 2019 | Mercedes-Benz | C300 | 34 | Trade on Used | Yes | \$ | 39,989 | \$ | 38,950 | 97% | \$1,217 | \$2,782 |
| 44 | TFLB55133 | 2015 | Jaguar | XK | 40 | Trade on Used | No | \$ | 39,884 | \$ | 38,115 | 95% | \$3,600 | \$0 |
| 45 | PJB107311 | 2018 | Mercedes-Benz | GLE350 | 0 | Other | No | \$ | 27,709 | \$ | 27,709 | 100% | (\$225) | \$200 |
| 46 | TDN051083 | 2013 | Audi | A4 | 13 | Trade on Used | No | \$ | 13,658 | \$ | 13,658 | 100% | \$2,808 | \$693 |
| 47 | TKL525266 | 2019 | Nissan | KICKS | 23 | Trade on Used | No | \$ | 20,786 | \$ | 20,436 | 98% | \$2,595 | \$0 |
| 48 | TLA213200Z | 2020 | Mercedes-Benz | GLE350 | 12 | Trade on Used | Yes | \$ | 64,887 | \$ | 63,500 | 97% | \$1,946 | \$604 |
| 49 | PGEF53419 | 2016 | Ford | EXPEDITION | 58 | Other | No | \$ | 25,969 | \$ | 24,898 | 96% | \$297 | \$0 |
| 50 | PJB158419 | 2018 | Volvo | S60 | 56 | Trade on Used | No | \$ | 24,784 | \$ | 24,221 | 98% | \$732 | \$0 |
| 51 | TGD680671 | 2016 | Dodge | DART | 28 | Trade on Used | No | \$ | 13,996 | \$ | 13,671 | 97% | (\$764) | \$430 |
| 52 | TCA043079 | 2012 | Mercedes-Benz | ML350 | 14 | Trade on Used | No | \$ | 13,974 | \$ | 13,974 | 100% | \$1,127 | \$0 |
| 53 | TL9C37962 | 2020 | BMW | X5 | 51 | Trade on Used | No | \$ | 62,488 | \$ | 59,964 | 96% | \$2,999 | \$3,740 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 34% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 21.2 |
| Avg. Advertised Price (Time of Sale) | \$ 46,823 |
| Avg. Transaction Price | \$ 46,355 |
| Avg. Market Price at 100% | \$ 47,361 |
| Avg. Price to Market % (Time of Sale) | 99% |
| Avg. Transaction to Market | 98% |
| Avg. Transactional Discount | \$ 469 |
| Avg. Front-End Gross | \$ 2,855 |
| Avg. Finance Gross | \$ 1,150 |
| PUVR | \$ 4,006 |
| Total Gross (Units & PUVR) | \$ 801,117 |
| GROI | 147% |
| % with Trade | 26% |
| Avg. Over/Under Allowance | (\$177) |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 34% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 21.2 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 46,823 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 46,355 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 47,361 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 98% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 469 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,855 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,150 | #DIV/0! | #DIV/0! |
| PUVR | \$ 4,006 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 801,117 | #DIV/0! | #DIV/0! |
| GROI | 147% | #DIV/0! | #DIV/0! |
| % with Trade | 26% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | -177 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 34% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 21.2 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 46,823 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 46,355 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 47,361 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 98% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 469 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,855 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,150 | #DIV/0! | #DIV/0! |
| PUVR | \$ 4,006 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 801,117 | #DIV/0! | #DIV/0! |
| GROI | 147% | #DIV/0! | #DIV/0! |
| % with Trade | 26% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | -177 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 34% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 21.2 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 46,823 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 46,355 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 47,361 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 98% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 469 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,855 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,150 | #DIV/0! | #DIV/0! |
| PUVR | \$ 4,006 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 801,117 | #DIV/0! | #DIV/0! |
| GROI | 147% | #DIV/0! | #DIV/0! |
| % with Trade | 26% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | -177 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 88 | 112 |
| Avg. Days to Sale | 21.2 | 23.5 | 19.4 |
| Avg. Advertised Price (Time of Sale) | \$ 46,823 | \$ 58,639 | \$ 37,183 |
| Avg. Transaction Price | \$ 46,355 | \$ 58,028 | \$ 37,183 |
| Avg. Market Price at 100% | \$ 47,361 | \$ 59,317 | \$ 37,958 |
| Avg. Price to Market % (Time of Sale) | 99% | 99% | 98% |
| Avg. Transaction to Market | 98% | 98% | 98% |
| Avg. Transactional Discount | \$ 469 | \$ 611 | \$ 357 |
| Avg. Front-End Gross | \$ 2,855 | \$ 3,670 | \$ 2,215 |
| Avg. Finance Gross | \$ 1,150 | \$ 1,737 | \$ 689 |
| PUVR | \$ 4,006 | \$ 5,407 | \$ 2,904 |
| Total Gross (Units & PUVR) | \$ 801,117 | \$ 475,844 | \$ 325,273 |
| GROI | 147% | 143% | 145% |
| % with Trade | 26% | 43% | 13% |
| Avg. Over/Under Allowance | -177 | -408 | 4 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 132 | 67 |
| Avg. Days to Sale | 21.2 | 19.1 | 25.6 |
| Avg. Advertised Price (Time of Sale) | \$ 46,823 | \$ 51,589 | \$ 37,358 |
| Avg. Transaction Price | \$ 46,355 | \$ 51,167 | \$ 37,358 |
| Avg. Market Price at 100% | \$ 47,361 | \$ 52,080 | \$ 38,548 |
| Avg. Price to Market % (Time of Sale) | 99% | 99% | 97% |
| Avg. Transaction to Market | 98% | 98% | 97% |
| Avg. Transactional Discount | \$ 469 | \$ 422 | \$ 568 |
| Avg. Front-End Gross | \$ 2,855 | \$ 2,944 | \$ 2,698 |
| Avg. Finance Gross | \$ 1,150 | \$ 1,416 | \$ 626 |
| PUVR | \$ 4,006 | \$ 4,361 | \$ 3,324 |
| Total Gross (Units & PUVR) | \$ 801,117 | \$ 575,616 | \$ 222,725 |
| GROI | 147% | 161% | 125% |
| % with Trade | 26% | 29% | 21% |
| Avg. Over/Under Allowance | -177 | -257 | -22 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 200 | 0 | 103 |
| % of Retail Units | 100% | 0% | 52% |
| % Retailed of Non-New Franchise | 34% | #DIV/0! | 60% |
| Avg. Days to Sale | 21.2 | #DIV/0! | 24.0 |
| Avg. Transaction Price | \$ 46,355 | #DIV/0! | \$ 42,014 |
| Avg. Transaction to Market % | 98% | #DIV/0! | 98% |
| Avg. Transactional Discount | \$ 469 | #DIV/0! | \$ 454 |
| Avg. Front End Gross | \$ 2,855 | #DIV/0! | \$ 2,841 |
| Avg. Finance Gross | \$ 1,150 | #DIV/0! | \$ 1,156 |
| PUVR | \$ 4,006 | #DIV/0! | \$ 3,997 |
| Total Gross (Units & PUVR) | \$ 801,117 | #DIV/0! | \$ 411,698 |
| GROI | 147% | #DIV/0! | 143% |
| % with Trade | 26% | #DIV/0! | 22% |
| Avg. Over/Under Allowance | -177 | #DIV/0! | -311 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|------------|--------------|
| 0 | 0 | 21 | 0 |
| 0% | 0% | 11% | 0% |
| #DIV/0! | #DIV/0! | 0% | #DIV/0! |
| #DIV/0! | #DIV/0! | 14.7 | #DIV/0! |
| #DIV/0! | #DIV/0! | \$ 46,530 | #DIV/0! |
| #DIV/0! | #DIV/0! | 96% | #DIV/0! |
| #DIV/0! | #DIV/0! | \$ 1,025 | #DIV/0! |
| #DIV/0! | #DIV/0! | \$ 5,881 | #DIV/0! |
| #DIV/0! | #DIV/0! | \$ 1,065 | #DIV/0! |
| #DIV/0! | #DIV/0! | \$ 6,946 | #DIV/0! |
| #DIV/0! | #DIV/0! | \$ 145,870 | #DIV/0! |
| #DIV/0! | #DIV/0! | 365% | #DIV/0! |
| #DIV/0! | #DIV/0! | 52% | #DIV/0! |
| #DIV/0! | #DIV/0! | 0 | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|------------|
| 0 | 0 | 76 |
| 0% | 0% | 38% |
| #DIV/0! | #DIV/0! | 7% |
| #DIV/0! | #DIV/0! | 19.3 |
| #DIV/0! | #DIV/0! | \$ 52,189 |
| #DIV/0! | #DIV/0! | 99% |
| #DIV/0! | #DIV/0! | \$ 335 |
| #DIV/0! | #DIV/0! | \$ 2,039 |
| #DIV/0! | #DIV/0! | \$ 1,165 |
| #DIV/0! | #DIV/0! | \$ 3,205 |
| #DIV/0! | #DIV/0! | \$ 243,548 |
| #DIV/0! | #DIV/0! | 115% |
| #DIV/0! | #DIV/0! | 24% |
| #DIV/0! | #DIV/0! | -45 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 135 | 22 |
| % of Retail Units | 100% | 68% | 11% |
| % Retailed of Non-New Franchise | 34% | 37% | 36% |
| Avg. Days to Sale | 21.2 | 15.3 | 38.2 |
| Avg. Transaction Price | \$ 46,355 | \$ 46,233 | \$ 52,266 |
| Avg. Transaction to Market % | 98% | 98% | 97% |
| Avg. Transactional Discount | \$ 469 | \$ 486 | \$ 654 |
| Avg. Front End Gross | \$ 2,855 | \$ 3,066 | \$ 4,373 |
| Avg. Finance Gross | \$ 1,150 | \$ 1,127 | \$ 1,323 |
| PUVR | \$ 4,006 | \$ 4,193 | \$ 5,696 |
| Total Gross (Units & PUVR) | \$ 801,117 | \$ 566,012 | \$ 125,311 |
| GROI | 147% | 213% | 103% |
| % with Trade | 26% | 26% | 41% |
| Avg. Over/Under Allowance | -177 | -296 | 68 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|----------|
| 14 | 8 | 0 |
| 7% | 4% | 0% |
| 50% | 25% | #DIV/0! |
| 51.8 | 76.0 | #DIV/0! |
| \$ 52,597 | \$ 49,014 | #DIV/0! |
| 98% | 97% | #DIV/0! |
| \$ 499 | \$ 843 | #DIV/0! |
| \$ 3,250 | \$ 2,048 | #DIV/0! |
| \$ 1,657 | \$ 1,212 | #DIV/0! |
| \$ 4,907 | \$ 3,260 | #DIV/0! |
| \$ 68,699 | \$ 26,081 | #DIV/0! |
| 65% | 32% | #DIV/0! |
| 14% | 63% | #DIV/0! |
| 0 | 375 | #DIV/0! |