

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| Tim Schebeck    | Casey Downey       | Adam Bock           |
|                 | Jorel Davis        | Earl Thomas         |
|                 |                    | Jorel Davis         |
|                 |                    | Matt Sunderlin      |
|                 |                    | Olivia Shute        |
|                 |                    | Steve Galloway      |
|                 |                    | Trevor Bloom        |
|                 |                    | Tyler Ray           |
|                 |                    | LBO                 |
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| Unit # | Stock#   | Year | Make      | Model      | Days in Stock | Acquisition Source  | CPO | 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      | HS881710 | 2017 | Toyota    | SIENNA     | 67            | Trade on New        | Yes | \$ 30,973                       | \$ 30,973         | 104%  | (\$350)         | \$1,438       |
| 2      | GH320386 | 2016 | Hyundai   | SONATA     | 17            | Trade on Used       | No  | \$ 17,428                       | \$ 16,980         | 101%  | \$2,658         | \$1,312       |
| 3      | LX886436 | 2020 | Toyota    | TUNDRA     | 78            | Street/Curb Buy     | Yes | \$ 50,677                       | \$ 49,773         | 98%   | \$321           | \$812         |
| 4      | GUJ11939 | 2016 | Lincoln   | MKZ        | 26            | Trade on Used       | No  | \$ 19,986                       | \$ 19,986         | 101%  | \$4,330         | \$200         |
| 5      | LS043162 | 2020 | Toyota    | HIGHLANDER | 14            | Trade on New        | Yes | \$ 41,678                       | \$ 41,678         | 102%  | \$4,277         | \$2,223       |
| 6      | KM198434 | 2019 | Toyota    | TACOMA     | 0             | LBO Customer        | No  | \$ 26,280                       | \$ 2,628          | 67%   | \$0             | \$994         |
| 7      | JD244050 | 2018 | Toyota    | RAV4       | 10            | Trade on New        | Yes | \$ 29,500                       | \$ 29,500         | 98%   | \$5,579         | \$2,051       |
| 8      | KS940483 | 2019 | Toyota    | HIGHLANDER | 26            | Trade on New        | Yes | \$ 39,998                       | \$ 39,746         | 104%  | \$3,541         | \$374         |
| 9      | KC026212 | 2019 | Toyota    | RAV4       | 65            | Trade on New        | Yes | \$ 31,498                       | \$ 31,050         | 104%  | (\$200)         | \$2,569       |
| 10     | GLO94699 | 2016 | Honda     | CRV        | 20            | Trade on Used       | No  | \$ 23,986                       | \$ 23,986         | 101%  | \$2,291         | \$1,565       |
| 11     | MJ021438 | 2021 | Toyota    | VENZA      | 3             | Loaner              | Yes | \$ 38,967                       | \$ 38,967         | 98%   | \$5,994         | \$2,154       |
| 12     | LU048205 | 2020 | Toyota    | AVALON     | 39            | Trade on New        | Yes | \$ 40,983                       | \$ 40,983         | 97%   | \$1,650         | \$1,861       |
| 13     | JU601097 | 2018 | Toyota    | CAMRY      | 18            | Trade on New        | Yes | \$ 23,986                       | \$ 23,986         | 100%  | \$4,319         | \$0           |
| 14     | HD075220 | 2017 | Toyota    | RAV4       | 37            | Trade on Used       | Yes | \$ 26,498                       | \$ 25,987         | 101%  | \$1,654         | \$248         |
| 15     | JU625224 | 2018 | Toyota    | CAMRY      | 0             | LBO Customer        | No  | \$ 12,925                       | \$ 12,925         | 78%   | \$0             | \$1,100       |
| 16     | KJ003236 | 2019 | Toyota    | RAV4       | 11            | LBO OEM/Leasing Co. | Yes | \$ 33,960                       | \$ 33,960         | 100%  | \$4,153         | \$1,300       |
| 17     | JU627348 | 2018 | Toyota    | CAMRY      | 41            | Trade on New        | Yes | \$ 24,347                       | \$ 23,976         | 98%   | \$2,955         | \$0           |
| 18     | KS711649 | 2019 | Toyota    | HIGHLANDER | 17            | Trade on New        | Yes | \$ 38,986                       | \$ 38,986         | 101%  | \$2,352         | \$739         |
| 19     | J3547060 | 2018 | Toyota    | PRIUS      | 68            | Auction/Wholesale   | Yes | \$ 27,978                       | \$ 26,976         | 99%   | \$5,598         | \$1,538       |
| 20     | 9W007566 | 2009 | Toyota    | RAV4       | 14            | Trade on Used       | No  | \$ 9,996                        | \$ 9,996          | 100%  | \$3,613         | \$100         |
| 21     | KM203856 | 2019 | Toyota    | TACOMA     | 41            | Trade on New        | Yes | \$ 36,998                       | \$ 36,200         | 100%  | \$2,325         | \$0           |
| 22     | K5637870 | 2019 | Toyota    | 4RUNNER    | 0             | LBO Customer        | No  | \$ 28,865                       | \$ 28,865         | 74%   | \$0             | \$0           |
| 23     | FD156618 | 2015 | Toyota    | RAV4       | 13            | Trade on New        | No  | \$ 23,997                       | \$ 23,375         | 98%   | \$4,500         | \$2,427       |
| 24     | FU040661 | 2015 | Toyota    | AVALON     | 0             | LBO Customer        | No  | \$ 14,568                       | \$ 14,568         | 79%   | \$0             | \$0           |
| 25     | 9L722537 | 2009 | Jeep      | WRANGLER   | 42            | Trade on New        | No  | \$ 21,467                       | \$ 21,467         | 110%  | \$2,867         | \$193         |
| 26     | KD043713 | 2019 | Toyota    | RAV4       | 21            | Trade on New        | Yes | \$ 30,964                       | \$ 30,964         | 100%  | \$3,888         | \$1,768       |
| 27     | EL424558 | 2014 | Ford      | FOCUS      | 15            | Trade on Used       | No  | \$ 9,986                        | \$ 9,986          | 97%   | \$3,376         | \$0           |
| 28     | JS926961 | 2018 | Toyota    | SIENNA     | 76            | Trade on New        | Yes | \$ 37,588                       | \$ 36,787         | 97%   | \$3,667         | \$1,036       |
| 29     | J3064092 | 2018 | Toyota    | PRIUS      | 22            | Trade on New        | Yes | \$ 22,998                       | \$ 22,434         | 99%   | \$1,363         | \$1,989       |
| 30     | JS875887 | 2018 | Toyota    | HIGHLANDER | 12            | Trade on New        | Yes | \$ 39,486                       | \$ 38,886         | 100%  | \$2,288         | \$2,820       |



## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 17%        |
| Total # Retail Units                  | 41         |
| Avg. Days to Sale                     | 26.9       |
| Avg. Advertised Price (Time of Sale)  | \$ 28,031  |
| Avg. Transaction Price                | \$ 27,261  |
| Avg. Market Price at 100%             | \$ 28,804  |
| Avg. Price to Market % (Time of Sale) | 97%        |
| Avg. Transaction to Market            | 95%        |
| Avg. Transactional Discount           | \$ 770     |
| Avg. Front-End Gross                  | \$ 2,805   |
| Avg. Finance Gross                    | \$ 1,171   |
| PUVR                                  | \$ 3,976   |
| Total Gross (Units & PUVR)            | \$ 163,001 |
| GROI                                  | 195%       |
| % with Trade                          | 34%        |
| Avg. Over/Under Allowance             | (\$500)    |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals     | Tim Schebeck |         |
|---------------------------------------|------------|--------------|---------|
| % Retailed of Non-New Franchise       | 17%        | 17%          | #DIV/0! |
| Total # Retail Units                  | 41         | 41           | 0       |
| Avg. Days to Sale                     | 26.9       | 26.9         | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 28,031  | \$ 28,031    | #DIV/0! |
| Avg. Transaction Price                | \$ 27,261  | \$ 27,261    | #DIV/0! |
| Avg. Market Price at 100%             | \$ 28,804  | \$ 28,801    | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97%        | 97%          | #DIV/0! |
| Avg. Transaction to Market            | 95%        | 95%          | #DIV/0! |
| Avg. Transactional Discount           | \$ 770     | \$ 770       | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,805   | \$ 2,805     | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,171   | \$ 1,171     | #DIV/0! |
| PUVR                                  | \$ 3,976   | \$ 3,976     | #DIV/0! |
| Total Gross (Units & PUVR)            | \$ 163,001 | \$ 163,001   | #DIV/0! |
| GROI                                  | 195%       | 195%         | #DIV/0! |
| % with Trade                          | 34%        | 34%          | #DIV/0! |
| Avg. Over/Under Allowance             | -500       | -500         | #DIV/0! |









## Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant                      | Totals     | Adam Bock | Earl Thomas |
|---------------------------------------|------------|-----------|-------------|
| % Retailed of Non-New Franchise       | 17%        | 0%        | 0%          |
| Total # Retail Units                  | 41         | 6         | 6           |
| Avg. Days to Sale                     | 26.9       | 35.8      | 25.8        |
| Avg. Advertised Price (Time of Sale)  | \$ 28,031  | \$ 34,157 | \$ 29,857   |
| Avg. Transaction Price                | \$ 27,261  | \$ 33,912 | \$ 29,774   |
| Avg. Market Price at 100%             | \$ 28,804  | \$ 34,586 | \$ 29,699   |
| Avg. Price to Market % (Time of Sale) | 97%        | 99%       | 101%        |
| Avg. Transaction to Market            | 95%        | 98%       | 100%        |
| Avg. Transactional Discount           | \$ 770     | \$ 245    | \$ 83       |
| Avg. Front-End Gross                  | \$ 2,805   | \$ 2,720  | \$ 3,824    |
| Avg. Finance Gross                    | \$ 1,171   | \$ 1,497  | \$ 1,019    |
| PUVR                                  | \$ 3,976   | \$ 4,218  | \$ 4,842    |
| Total Gross (Units & PUVR)            | \$ 163,001 | \$ 25,305 | \$ 29,052   |
| GROI                                  | 195%       | 125%      | 227%        |
| % with Trade                          | 34%        | 33%       | 50%         |
| Avg. Over/Under Allowance             | -500       | #DIV/0!   | -500        |



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

| Jorel Davis | Matt Sunderlin | Olivia Shute | Steve Galloway |
|-------------|----------------|--------------|----------------|
| 33%         | 43%            | 25%          | 33%            |
| 3           | 7              | 8            | 3              |
| 21.7        | 26.4           | 40.4         | 20.7           |
| \$ 23,941   | \$ 23,791      | \$ 31,619    | \$ 26,983      |
| \$ 23,621   | \$ 23,702      | \$ 31,250    | \$ 26,899      |
| \$ 23,985   | \$ 23,657      | \$ 31,626    | \$ 26,573      |
| 100%        | 101%           | 100%         | 102%           |
| 98%         | 100%           | 99%          | 101%           |
| \$ 320      | \$ 89          | \$ 369       | \$ 84          |
| \$ 2,479    | \$ 2,820       | \$ 2,859     | \$ 3,602       |
| \$ 520      | \$ 1,459       | \$ 1,830     | \$ 714         |
| \$ 2,999    | \$ 4,279       | \$ 4,689     | \$ 4,316       |
| \$ 8,998    | \$ 29,950      | \$ 37,514    | \$ 12,947      |
| 211%        | 246%           | 134%         | 279%           |
| 33%         | 43%            | 50%          | 0%             |
| #DIV/0!     | #DIV/0!        | #DIV/0!      | #DIV/0!        |

| Trevor Bloom | Tyler Ray |         |         |
|--------------|-----------|---------|---------|
| 0%           | 0%        | #DIV/0! | #DIV/0! |
| 1            | 3         | 0       | 0       |
| 14.0         | 28.3      | #DIV/0! | #DIV/0! |
| \$ 9,996     | \$ 33,437 | #DIV/0! | #DIV/0! |
| \$ 9,996     | \$ 33,048 | #DIV/0! | #DIV/0! |
| \$ 9,996     | \$ 33,868 | #DIV/0! | #DIV/0! |
| 100%         | 99%       | #DIV/0! | #DIV/0! |
| 100%         | 98%       | #DIV/0! | #DIV/0! |
| \$ -         | \$ 390    | #DIV/0! | #DIV/0! |
| \$ 3,613     | \$ 3,758  | #DIV/0! | #DIV/0! |
| \$ 100       | \$ 718    | #DIV/0! | #DIV/0! |
| \$ 3,713     | \$ 4,476  | #DIV/0! | #DIV/0! |
| \$ 3,713     | \$ 13,428 | #DIV/0! | #DIV/0! |
| 955%         | 172%      | #DIV/0! | #DIV/0! |
| 0%           | 33%       | #DIV/0! | #DIV/0! |
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## Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager                       | Totals     | Casey Downey | Jorel Davis |
|---------------------------------------|------------|--------------|-------------|
| % Retailed of Non-New Franchise       | 17%        | 18%          | 14%         |
| Total # Retail Units                  | 41         | 34           | 7           |
| Avg. Days to Sale                     | 26.9       | 25.7         | 33.0        |
| Avg. Advertised Price (Time of Sale)  | \$ 28,031  | \$ 27,683    | \$ 29,723   |
| Avg. Transaction Price                | \$ 27,261  | \$ 26,843    | \$ 29,290   |
| Avg. Market Price at 100%             | \$ 28,804  | \$ 28,672    | \$ 29,427   |
| Avg. Price to Market % (Time of Sale) | 97%        | 97%          | 101%        |
| Avg. Transaction to Market            | 95%        | 94%          | 100%        |
| Avg. Transactional Discount           | \$ 770     | \$ 840       | \$ 433      |
| Avg. Front-End Gross                  | \$ 2,805   | \$ 2,770     | \$ 2,977    |
| Avg. Finance Gross                    | \$ 1,171   | \$ 1,086     | \$ 1,579    |
| PUVR                                  | \$ 3,976   | \$ 3,856     | \$ 4,556    |
| Total Gross (Units & PUVR)            | \$ 163,001 | \$ 131,106   | \$ 31,895   |
| GROI                                  | 195%       | 201%         | 170%        |
| % with Trade                          | 34%        | 0%           | 0%          |
| Avg. Over/Under Allowance             | -500       | #DIV/0!      | -500        |







## Scoreboard

| CPO                                   | Totals     | Yes        | No        |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units                  | 41         | 28         | 13        |
| Avg. Days to Sale                     | 26.9       | 32.3       | 15.5      |
| Avg. Advertised Price (Time of Sale)  | \$ 28,031  | \$ 32,569  | \$ 16,356 |
| Avg. Transaction Price                | \$ 27,261  | \$ 32,324  | \$ 16,356 |
| Avg. Market Price at 100%             | \$ 28,804  | \$ 32,612  | \$ 20,591 |
| Avg. Price to Market % (Time of Sale) | 97%        | 100%       | 79%       |
| Avg. Transaction to Market            | 95%        | 99%        | 79%       |
| Avg. Transactional Discount           | \$ 770     | \$ 245     | \$ 1,902  |
| Avg. Front-End Gross                  | \$ 2,805   | \$ 3,089   | \$ 2,195  |
| Avg. Finance Gross                    | \$ 1,171   | \$ 1,360   | \$ 762    |
| PUVR                                  | \$ 3,976   | \$ 4,449   | \$ 2,957  |
| Total Gross (Units & PUVR)            | \$ 163,001 | \$ 124,564 | \$ 38,437 |
| GROI                                  | 195%       | 154%       | 421%      |
| % with Trade                          | 34%        | 32%        | 38%       |
| Avg. Over/Under Allowance             | -500       | -500       | #DIV/0!   |



## Scoreboard

| Same Brand as New                     | Totals     | Yes        | No        |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units                  | 41         | 34         | 7         |
| Avg. Days to Sale                     | 26.9       | 27.4       | 24.9      |
| Avg. Advertised Price (Time of Sale)  | \$ 28,031  | \$ 30,252  | \$ 17,181 |
| Avg. Transaction Price                | \$ 27,261  | \$ 29,336  | \$ 17,181 |
| Avg. Market Price at 100%             | \$ 28,804  | \$ 31,202  | \$ 17,137 |
| Avg. Price to Market % (Time of Sale) | 97%        | 97%        | 100%      |
| Avg. Transaction to Market            | 95%        | 94%        | 100%      |
| Avg. Transactional Discount           | \$ 770     | \$ 916     | \$ 64     |
| Avg. Front-End Gross                  | \$ 2,805   | \$ 2,782   | \$ 2,917  |
| Avg. Finance Gross                    | \$ 1,171   | \$ 1,256   | \$ 755    |
| PUVR                                  | \$ 3,976   | \$ 4,038   | \$ 3,672  |
| Total Gross (Units & PUVR)            | \$ 163,001 | \$ 137,298 | \$ 25,703 |
| GROI                                  | 195%       | 181%       | 310%      |
| % with Trade                          | 34%        | 26%        | 71%       |
| Avg. Over/Under Allowance             | -500       | -500       | #DIV/0!   |



## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 41         | 21           | 8             |
| % of Retail Units               | 100%       | 51%          | 20%           |
| % Retailed of Non-New Franchise | 17%        | 5%           | 75%           |
| Avg. Days to Sale               | 26.9       | 30.6         | 22.9          |
| Avg. Transaction Price          | \$ 27,261  | \$ 30,710    | \$ 16,848     |
| Avg. Transaction to Market %    | 95%        | 100%         | 98%           |
| Avg. Transactional Discount     | \$ 770     | \$ 212       | \$ 120        |
| Avg. Front End Gross            | \$ 2,805   | \$ 2,887     | \$ 2,852      |
| Avg. Finance Gross              | \$ 1,171   | \$ 1,372     | \$ 680        |
| PUVR                            | \$ 3,976   | \$ 4,259     | \$ 3,532      |
| Total Gross (Units & PUVR)      | \$ 163,001 | \$ 89,447    | \$ 28,258     |
| GROI                            | 195%       | 163%         | 330%          |
| % with Trade                    | 34%        | 24%          | 50%           |
| Avg. Over/Under Allowance       | -500       | -500         | #DIV/0!       |



| Street/Curb buy | Auction/wholesale | Loaner    | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 2               | 1                 | 1         | 4            |
| 5%              | 2%                | 2%        | 10%          |
| 0%              | 0%                | 0%        | 0%           |
| 45.0            | 68.0              | 3.0       | 0.0          |
| \$ 38,880       | \$ 26,976         | \$ 38,967 | \$ 14,747    |
| 100%            | 95%               | 98%       | 59%          |
| \$ 452          | \$ 1,002          | \$ -      | \$ 5,913     |
| \$ 2,104        | \$ 5,598          | \$ 5,994  | \$ -         |
| \$ 1,010        | \$ 1,538          | \$ 2,154  | \$ 524       |
| \$ 3,114        | \$ 7,136          | \$ 8,148  | \$ 524       |
| \$ 6,227        | \$ 7,136          | \$ 8,148  | \$ 2,094     |
| 64%             | 140%              | 2509%     | #DIV/0!      |
| 50%             | 0%                | 100%      | 0%           |
| #DIV/0!         | #DIV/0!           | #DIV/0!   | #DIV/0!      |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other   |
|----------------|--------------------------------|---------|
| 4              | 0                              | 0       |
| 10%            | 0%                             | 0%      |
| 0%             | #DIV/0!                        | #DIV/0! |
| 29.5           | #DIV/0!                        | #DIV/0! |
| \$ 33,830      | #DIV/0!                        | #DIV/0! |
| 98%            | #DIV/0!                        | #DIV/0! |
| \$ 152         | #DIV/0!                        | #DIV/0! |
| \$ 3,939       | #DIV/0!                        | #DIV/0! |
| \$ 1,484       | #DIV/0!                        | #DIV/0! |
| \$ 5,423       | #DIV/0!                        | #DIV/0! |
| \$ 21,691      | #DIV/0!                        | #DIV/0! |
| 196%           | #DIV/0!                        | #DIV/0! |
| 75%            | #DIV/0!                        | #DIV/0! |
| #DIV/0!        | #DIV/0!                        | #DIV/0! |

## Scoreboard

| Age                             | Totals     | 0-30 days  | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units            | 41         | 23         | 7          |
| % of Retail Units               | 100%       | 56%        | 17%        |
| % Retailed of Non-New Franchise | 17%        | 22%        | 29%        |
| Avg. Days to Sale               | 26.9       | 15.2       | 39.3       |
| Avg. Transaction Price          | \$ 27,261  | \$ 27,824  | \$ 27,209  |
| Avg. Transaction to Market %    | 95%        | 99%        | 99%        |
| Avg. Transactional Discount     | \$ 770     | \$ 113     | \$ 240     |
| Avg. Front End Gross            | \$ 2,805   | \$ 3,577   | \$ 2,237   |
| Avg. Finance Gross              | \$ 1,171   | \$ 1,193   | \$ 954     |
| PUVR                            | \$ 3,976   | \$ 4,770   | \$ 3,190   |
| Total Gross (Units & PUVR)      | \$ 163,001 | \$ 109,711 | \$ 22,331  |
| GROI                            | 195%       | 406%       | 107%       |
| % with Trade                    | 34%        | 35%        | 43%        |
| Avg. Over/Under Allowance       | -500       | -500       | #DIV/0!    |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|----------|
| 1          | 6          | 0        |
| 2%         | 15%        | 0%       |
| 0%         | 0%         | #DIV/0!  |
| 47.0       | 72.0       | #DIV/0!  |
| \$ 27,962  | \$ 33,391  | #DIV/0!  |
| 100%       | 98%        | #DIV/0!  |
| \$ -       | \$ 609     | #DIV/0!  |
| \$ 4,852   | \$ 2,038   | #DIV/0!  |
| \$ 2,327   | \$ 1,576   | #DIV/0!  |
| \$ 7,179   | \$ 3,614   | #DIV/0!  |
| \$ 7,179   | \$ 21,686  | #DIV/0!  |
| 197%       | 54%        | #DIV/0!  |
| 0%         | 50%        | #DIV/0!  |
| #DIV/0!    | #DIV/0!    | #DIV/0!  |