

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| Corey Gibson | George Frantz | David Schneider |
| Larry Wood | | Jacob Grimm |
| | | Don Maibach |
| | | Darlene Morrison |
| | | Devin McVicker |
| | | House |
| | | Will Hanan |
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| 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 | 21-160B | 2020 | Chevrolet | SILVERADO 1500 | 204 | Trade on Used | No | \$ 51,500 | \$ 51,500 | 91% | \$449 | \$0 |
| 2 | 21-330A | 2019 | FORD | F-150 | 16 | Trade on New | Yes | \$ 36,500 | \$ 36,500 | 97% | \$3,058 | \$0 |
| 3 | 22-038A | 2011 | FORD | F-350 | 28 | Trade on New | No | \$ 9,950 | \$ 8,128 | 57% | \$800 | \$0 |
| 4 | 21-310B | 2015 | Chevrolet | SONIC | 37 | Trade on Used | No | \$ 8,300 | \$ 8,300 | 88% | \$2,947 | \$741 |
| 5 | P0830B | 2017 | FORD | Fusion | 15 | Trade on Used | Yes | \$ 15,475 | \$ 15,475 | 94% | \$2,744 | \$924 |
| 6 | P0847 | 2017 | FORD | Fusion | 63 | Street/Curb Buy | Yes | \$ 21,100 | \$ 21,000 | 103% | \$1,582 | \$0 |
| 7 | 21-235A | 2018 | FORD | Ecosport | 3 | Trade on New | Yes | \$ 21,700 | \$ 21,500 | 101% | \$3,935 | \$0 |
| 8 | 22-053B | 2018 | FORD | Expedition | 6 | Trade on Used | Yes | \$ 48,950 | \$ 45,755 | 102% | \$1,859 | \$2,375 |
| 9 | 21-325A | 2013 | FORD | Fusion | 44 | Trade on New | No | \$ 9,976 | \$ 8,855 | 93% | \$673 | \$0 |
| 10 | 19-530 | 2019 | FORD | Ecosport | 49 | Loaner | No | \$ 22,575 | \$ 22,575 | 92% | \$3,025 | \$0 |
| 11 | P0864 | 2014 | Buick | Verano | 38 | Street/Curb Buy | Yes | \$ 11,000 | \$ 10,515 | 85% | \$1,638 | \$0 |
| 12 | 22-052A | 2017 | FORD | ESCAPE | 25 | Trade on New | Yes | \$ 22,186 | \$ 22,158 | 101% | \$802 | \$820 |
| 13 | 21-296B | 2012 | JEEP | Liberty | 70 | Trade on Used | No | \$ 10,195 | \$ 10,195 | 91% | \$3,342 | \$0 |
| 14 | P0858 | 2019 | FORD | RANGER | 56 | Street/Curb Buy | Yes | \$ 32,750 | \$ 32,750 | 98% | \$3,245 | \$1,400 |
| 15 | P0872 | 2020 | FORD | F-150 | 16 | Street/Curb Buy | Yes | \$ 40,950 | \$ 40,000 | 97% | \$3,515 | \$2,045 |
| 16 | 22-025A | 2015 | DODGE | DART | 75 | Trade on New | Yes | \$ 11,350 | \$ 11,350 | 102% | \$506 | \$1,099 |
| 17 | 21-260A | 2015 | FORD | FIESTA | 3 | Trade on New | Yes | \$ 11,400 | \$ 11,900 | 100% | \$2,829 | \$320 |
| 18 | P0821A | 2021 | JEEP | GRAND CHEROKE | 42 | Trade on Used | Yes | \$ 42,984 | \$ 42,984 | 97% | \$1,281 | \$838 |
| 19 | 21-296C | 2013 | CHEVROLET | MALIBU | 4 | Trade on Used | Yes | \$ 11,900 | \$ 11,900 | 110% | \$4,167 | \$950 |
| 20 | 21-263D | 2015 | FORD | C-MAX | 32 | Trade on Used | Yes | \$ 14,954 | \$ 14,700 | 98% | \$3,101 | \$2,278 |
| 21 | 22-042A | 2020 | FORD | EXPLORER | 35 | Trade on New | Yes | \$ 36,000 | \$ 36,000 | 96% | \$2,236 | \$3,620 |
| 22 | 21-160C | 2012 | FORD | F-150 | 16 | Trade on Used | No | \$ 1,536 | \$ 15,369 | 101% | \$2,338 | \$1,249 |
| 23 | 22-061A | 2016 | FORD | EDGE | 16 | Trade on New | Yes | \$ 23,900 | \$ 23,900 | 101% | \$2,611 | \$348 |
| 24 | 22-027A | 2019 | FORD | EXPLORER | 31 | Trade on New | Yes | \$ 34,825 | \$ 34,525 | 102% | \$133 | \$1,730 |
| 25 | 21-289A | 2018 | FORD | ESCAPE | 111 | Trade on New | Yes | \$ 21,700 | \$ 21,700 | 96% | \$699 | \$1,380 |
| 26 | 22-044A | 2020 | FORD | F-150 | 32 | Trade on New | Yes | \$ 42,250 | \$ 41,306 | 96% | \$3,235 | \$0 |
| 27 | 22-045A | 2021 | FORD | F-150 | 38 | Trade on New | No | \$ 58,700 | \$ 58,600 | 117% | \$1,061 | \$2,122 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 31% |
| Total # Retail Units | 36 |
| Avg. Days to Sale | 41.3 |
| Avg. Advertised Price (Time of Sale) | \$ 26,140 |
| Avg. Transaction Price | \$ 26,229 |
| Avg. Market Price at 100% | \$ 27,103 |
| Avg. Price to Market % (Time of Sale) | 96% |
| Avg. Transaction to Market | 97% |
| Avg. Transactional Discount | \$ (89) |
| Avg. Front-End Gross | \$ 2,036 |
| Avg. Finance Gross | \$ 884 |
| PUVR | \$ 2,920 |
| Total Gross (Units & PUVR) | \$ 105,131 |
| GROI | 97% |
| % with Trade | 47% |
| Avg. Over/Under Allowance | \$44 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Corey Gibson | Larry Wood |
|---------------------------------------|------------|--------------|------------|
| % Retailed of Non-New Franchise | 31% | 24% | 57% |
| Total # Retail Units | 36 | 29 | 7 |
| Avg. Days to Sale | 41.3 | 36.7 | 60.4 |
| Avg. Advertised Price (Time of Sale) | \$ 26,140 | \$ 25,076 | \$ 30,548 |
| Avg. Transaction Price | \$ 26,229 | \$ 25,187 | \$ 30,548 |
| Avg. Market Price at 100% | \$ 27,103 | \$ 25,685 | \$ 31,739 |
| Avg. Price to Market % (Time of Sale) | 96% | 98% | 96% |
| Avg. Transaction to Market | 97% | 98% | 96% |
| Avg. Transactional Discount | \$ (89) | \$ (111) | \$ - |
| Avg. Front-End Gross | \$ 2,036 | \$ 2,142 | \$ 1,597 |
| Avg. Finance Gross | \$ 884 | \$ 1,001 | \$ 398 |
| PUVR | \$ 2,920 | \$ 3,144 | \$ 1,995 |
| Total Gross (Units & PUVR) | \$ 105,131 | \$ 91,165 | \$ 13,966 |
| GROI | 97% | 122% | 39% |
| % with Trade | 47% | 48% | 43% |
| Avg. Over/Under Allowance | 44 | 72 | -71 |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | David Schneider | Jacob Grimm |
|---------------------------------------|------------|-----------------|-------------|
| % Retailed of Non-New Franchise | 31% | 29% | 33% |
| Total # Retail Units | 36 | 7 | 6 |
| Avg. Days to Sale | 41.3 | 52.6 | 31.0 |
| Avg. Advertised Price (Time of Sale) | \$ 26,140 | \$ 26,543 | \$ 36,352 |
| Avg. Transaction Price | \$ 26,229 | \$ 26,408 | \$ 36,143 |
| Avg. Market Price at 100% | \$ 27,103 | \$ 27,353 | \$ 37,136 |
| Avg. Price to Market % (Time of Sale) | 96% | 97% | 98% |
| Avg. Transaction to Market | 97% | 97% | 97% |
| Avg. Transactional Discount | \$ (89) | \$ 135 | \$ 208 |
| Avg. Front-End Gross | \$ 2,036 | \$ 2,343 | \$ 1,897 |
| Avg. Finance Gross | \$ 884 | \$ 742 | \$ 1,200 |
| PUVR | \$ 2,920 | \$ 3,084 | \$ 3,097 |
| Total Gross (Units & PUVR) | \$ 105,131 | \$ 21,591 | \$ 18,581 |
| GROI | 97% | 80% | 100% |
| % with Trade | 47% | 71% | 67% |
| Avg. Over/Under Allowance | 44 | 86 | -250 |



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

| Don Maibach | Darlene Morrison | Devin McVicker | House |
|-------------|------------------|----------------|-----------|
| 0% | 22% | 40% | 0% |
| 2 | 9 | 10 | 1 |
| 24.5 | 58.9 | 28.8 | 6.0 |
| \$ 20,156 | \$ 21,502 | \$ 23,461 | \$ 48,950 |
| \$ 20,029 | \$ 22,878 | \$ 23,138 | \$ 45,755 |
| \$ 20,183 | \$ 22,438 | \$ 24,294 | \$ 47,990 |
| 100% | 96% | 97% | 102% |
| 99% | 102% | 95% | 95% |
| \$ 127 | \$ (1,376) | \$ 323 | \$ 3,195 |
| \$ 3,268 | \$ 2,155 | \$ 1,761 | \$ 1,859 |
| \$ 1,271 | \$ 385 | \$ 1,105 | \$ 2,375 |
| \$ 4,539 | \$ 2,540 | \$ 2,866 | \$ 4,234 |
| \$ 9,077 | \$ 22,860 | \$ 28,658 | \$ 4,234 |
| 333% | 68% | 155% | 555% |
| 0% | 33% | 40% | 0% |
| 0 | 278 | 0 | 0 |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 31% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 36 | 0 | 0 |
| Avg. Days to Sale | 41.3 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 26,140 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 26,229 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 27,103 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 96% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 97% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ (89) | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,036 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 884 | #DIV/0! | #DIV/0! |
| PUVR | \$ 2,920 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 105,131 | #DIV/0! | #DIV/0! |
| GROI | 97% | #DIV/0! | #DIV/0! |
| % with Trade | 47% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 44 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|-----------|------------|
| Total # Retail Units | 36 | 26 | 10 |
| Avg. Days to Sale | 41.3 | 34.8 | 58.2 |
| Avg. Advertised Price (Time of Sale) | \$ 26,140 | \$ 27,706 | \$ 23,130 |
| Avg. Transaction Price | \$ 26,229 | \$ 27,421 | \$ 23,130 |
| Avg. Market Price at 100% | \$ 27,103 | \$ 28,262 | \$ 23,224 |
| Avg. Price to Market % (Time of Sale) | 96% | 98% | 100% |
| Avg. Transaction to Market | 97% | 97% | 100% |
| Avg. Transactional Discount | \$ (89) | \$ 285 | \$ (1,063) |
| Avg. Front-End Gross | \$ 2,036 | \$ 2,093 | \$ 1,888 |
| Avg. Finance Gross | \$ 884 | \$ 903 | \$ 836 |
| PUVR | \$ 2,920 | \$ 2,996 | \$ 2,724 |
| Total Gross (Units & PUVR) | \$ 105,131 | \$ 77,888 | \$ 27,243 |
| GROI | 97% | 113% | 73% |
| % with Trade | 47% | 46% | 50% |
| Avg. Over/Under Allowance | 44 | -15 | 200 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|-----------|-----------|
| Total # Retail Units | 36 | 25 | 11 |
| Avg. Days to Sale | 41.3 | 33.6 | 58.7 |
| Avg. Advertised Price (Time of Sale) | \$ 26,140 | \$ 27,485 | \$ 22,960 |
| Avg. Transaction Price | \$ 26,229 | \$ 27,667 | \$ 22,960 |
| Avg. Market Price at 100% | \$ 27,103 | \$ 27,995 | \$ 24,290 |
| Avg. Price to Market % (Time of Sale) | 96% | 98% | 95% |
| Avg. Transaction to Market | 97% | 99% | 95% |
| Avg. Transactional Discount | \$ (89) | \$ (182) | \$ 122 |
| Avg. Front-End Gross | \$ 2,036 | \$ 2,125 | \$ 1,835 |
| Avg. Finance Gross | \$ 884 | \$ 937 | \$ 764 |
| PUVR | \$ 2,920 | \$ 3,062 | \$ 2,599 |
| Total Gross (Units & PUVR) | \$ 105,131 | \$ 76,543 | \$ 28,588 |
| GROI | 97% | 118% | 69% |
| % with Trade | 47% | 48% | 45% |
| Avg. Over/Under Allowance | 44 | 4 | 136 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 36 | 17 | 12 |
| % of Retail Units | 100% | 47% | 33% |
| % Retailed of Non-New Franchise | 31% | 18% | 58% |
| Avg. Days to Sale | 41.3 | 33.4 | 44.2 |
| Avg. Transaction Price | \$ 26,229 | \$ 26,820 | \$ 23,643 |
| Avg. Transaction to Market % | 97% | 96% | 171% |
| Avg. Transactional Discount | \$ (89) | \$ 263 | \$ (768) |
| Avg. Front End Gross | \$ 2,036 | \$ 1,834 | \$ 2,199 |
| Avg. Finance Gross | \$ 884 | \$ 877 | \$ 975 |
| PUVR | \$ 2,920 | \$ 2,710 | \$ 3,174 |
| Total Gross (Units & PUVR) | \$ 105,131 | \$ 46,078 | \$ 38,090 |
| GROI | 97% | 109% | 109% |
| % with Trade | 47% | 59% | 33% |
| Avg. Over/Under Allowance | 44 | -82 | 125 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 5 | 1 | 1 | 0 |
| 14% | 3% | 3% | 0% |
| 20% | 0% | 0% | #DIV/0! |
| 38.6 | 148.0 | 49.0 | #DIV/0! |
| \$ 29,003 | \$ 37,000 | \$ 22,575 | #DIV/0! |
| 95% | 94% | 92% | #DIV/0! |
| \$ 307 | \$ - | \$ - | #DIV/0! |
| \$ 2,606 | \$ (311) | \$ 3,025 | #DIV/0! |
| \$ 1,043 | \$ - | \$ - | #DIV/0! |
| \$ 3,650 | \$ (311) | \$ 3,025 | #DIV/0! |
| \$ 18,249 | \$ (311) | \$ 3,025 | #DIV/0! |
| 117% | -2% | 98% | #DIV/0! |
| 40% | 100% | 0% | #DIV/0! |
| 300 | 0 | 0 | #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 | 36 | 17 | 9 |
| % of Retail Units | 100% | 47% | 25% |
| % Retailed of Non-New Franchise | 31% | 18% | 33% |
| Avg. Days to Sale | 41.3 | 14.7 | 36.6 |
| Avg. Transaction Price | \$ 26,229 | \$ 26,059 | \$ 28,421 |
| Avg. Transaction to Market % | 97% | 148% | 95% |
| Avg. Transactional Discount | \$ (89) | \$ (401) | \$ 356 |
| Avg. Front End Gross | \$ 2,036 | \$ 2,531 | \$ 1,812 |
| Avg. Finance Gross | \$ 884 | \$ 871 | \$ 1,259 |
| PUVR | \$ 2,920 | \$ 3,402 | \$ 3,070 |
| Total Gross (Units & PUVR) | \$ 105,131 | \$ 57,829 | \$ 27,634 |
| GROI | 97% | 320% | 106% |
| % with Trade | 47% | 24% | 56% |
| Avg. Over/Under Allowance | 44 | 6 | -111 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 3 | 4 | 3 |
| 8% | 11% | 8% |
| 33% | 75% | 33% |
| 55.0 | 70.0 | 154.3 |
| \$ 24,920 | \$ 15,124 | \$ 36,733 |
| 96% | 98% | 94% |
| \$ 98 | \$ 25 | \$ - |
| \$ 2,133 | \$ 1,684 | \$ 279 |
| \$ 467 | \$ 729 | \$ 460 |
| \$ 2,600 | \$ 2,413 | \$ 739 |
| \$ 7,800 | \$ 9,651 | \$ 2,217 |
| 68% | 82% | 5% |
| 67% | 75% | 100% |
| 167 | 500 | 0 |