

Chart Title

| 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 | P2413 | 2019 | RAM | 1500 | 49 | Street/Curb Buy | Yes | \$ 51,299 | \$ 55,981 | 99% | \$4,976 | \$0 |
| 2 | P2436 | 2021 | DODGE | CHALLENGER | 0 | Auction/Wholesale | Yes | \$ 31,702 | \$ 35,697 | 98% | (\$979) | \$3,445 |
| 3 | D9660A | 2019 | Ram | 1500 | 20 | Trade on New | Yes | \$ 40,899 | \$ 44,894 | 98% | \$3,094 | \$570 |
| 4 | P2383 | 2020 | Jeep | GRAND CHEROKE | 110 | Auction/Wholesale | Yes | \$ 35,999 | \$ 39,749 | 91% | \$2,468 | \$0 |
| 5 | P2367F | 2019 | Toyota | CAMRY | 19 | Trade on New | No | \$ 25,899 | \$ 26,316 | 104% | \$543 | \$1,628 |
| 6 | P2385 | 2018 | Ford | EDGE | 109 | Street/Curb Buy | No | \$ 27,299 | \$ 27,299 | 94% | (\$1,164) | \$988 |
| 7 | P2423 | 2020 | Jeep | WRANGLER | 32 | Street/Curb Buy | Yes | \$ 45,499 | \$ 44,872 | 97% | \$2,509 | \$1,511 |
| 8 | D9644A | 2015 | Dodge | CHALLENGER | 63 | Trade on New | No | \$ 29,999 | \$ 33,994 | 104% | \$90 | \$1,782 |
| 9 | J9718A | 2016 | Toyota | COROLLA | 9 | Trade on New | No | \$ 16,990 | \$ 16,190 | 98% | \$2,925 | \$2,484 |
| 10 | J9672A | 2021 | Toyota | 4RUNNER | 76 | Trade on New | No | \$ 48,999 | \$ 50,872 | 98% | \$1,849 | \$735 |
| 11 | D9662A | 2022 | Toyota | TACOMA | 24 | Trade on New | No | \$ 44,999 | \$ 44,421 | 94% | \$2,986 | \$662 |
| 12 | P2303B | 2017 | Toyota | RAV4 HYBRID | 74 | Trade on Used | No | \$ 24,899 | \$ 24,899 | 94% | \$508 | \$314 |
| 13 | D9632A | 2020 | Ford | MUSTANG | 91 | Trade on New | No | \$ 36,999 | \$ 36,999 | 94% | (\$4,013) | \$3,102 |
| 14 | J9726A | 2017 | Dodge | GRAND CARAVAN | 36 | Trade on New | Yes | \$ 21,399 | \$ 25,196 | 108% | \$3,023 | \$2,064 |
| 15 | P2432 | 2020 | DODGE | JOURNEY | 27 | Loaner | Yes | \$ 25,130 | \$ 24,590 | 97% | \$1,569 | \$3,263 |
| 16 | P2430 | 2020 | RAM | 1500 | 24 | Street/Curb Buy | Yes | \$ 46,795 | \$ 44,798 | 105% | \$6,234 | \$3,846 |
| 17 | J9690B | 2019 | Jeep | WRANGLER | 38 | Trade on Used | Yes | \$ 40,299 | \$ 44,298 | 103% | \$2,420 | \$4,444 |
| 18 | D9730A | 2018 | DODGE | CHALLENGER | 6 | Trade on New | Yes | \$ 29,499 | \$ 31,900 | 102% | \$1,711 | \$0 |
| 19 | P2384A | 2011 | Toyota | TACOMA | 53 | Trade on Used | No | \$ 16,499 | \$ 11,856 | 91% | (\$160) | \$0 |
| 20 | P2385A | 2019 | DODGE | DURANGO | 11 | Trade on Used | Yes | \$ 32,899 | \$ 36,894 | 103% | \$6,399 | \$3,299 |
| 21 | P2433 | 2020 | RAM | 1500 | 15 | Loaner | Yes | \$ 50,853 | \$ 56,843 | 103% | \$12,103 | \$2,139 |
| 22 | P2440 | 2018 | Jeep | WRANGLER | 11 | Street/Curb Buy | Yes | \$ 30,259 | \$ 31,862 | 95% | \$2,103 | \$1,511 |
| 23 | J9667B | 2018 | DODGE | JOURNEY | 46 | Trade on New | Yes | \$ 19,853 | \$ 17,868 | 98% | (\$1,939) | \$2,097 |
| 24 | P2437 | 2019 | DODGE | CHARGER | 13 | Auction/Wholesale | Yes | \$ 28,276 | \$ 31,355 | 102% | \$5,568 | \$3,937 |
| 25 | D9633A | 2018 | RAM | 1500 | 38 | Trade on New | No | \$ 26,926 | \$ 32,894 | 100% | \$5,442 | \$1,008 |
| 26 | D9691A | 2022 | RAM | 2500 | 17 | Trade on New | Yes | \$ 55,260 | \$ 60,611 | 95% | \$5,162 | \$1,343 |
| 27 | P2437A | 2017 | Ford | FUSION | 3 | Trade on Used | No | \$ 16,137 | \$ 18,132 | 94% | \$2,615 | \$259 |

| | | | | | | | | | | | | | | |
|----|--------|------|-----------|----------------|-----|-------------------|-----|----|--------|----|--------|------|-----------|---------|
| 28 | P2430A | 2018 | RAM | 1500 | 10 | Trade on Used | Yes | \$ | 25,678 | \$ | 26,999 | 104% | \$965 | \$3,395 |
| 29 | J9557A | 2015 | Jeep | WRANGLER | 124 | Trade on New | No | \$ | 30,428 | \$ | 30,428 | 92% | (\$1,571) | \$1,765 |
| 30 | D9673A | 2018 | Jeep | GRAND CHEROKEE | 62 | Trade on New | Yes | \$ | 32,769 | \$ | 36,764 | 100% | \$6,567 | \$3,094 |
| 31 | P2331 | 2020 | DODGE | JOURNEY | 50 | Loaner | Yes | \$ | 27,450 | \$ | 26,000 | 99% | \$1,051 | \$2,145 |
| 32 | P2413A | 2014 | RAM | 1500 | 26 | Trade on Used | No | \$ | 25,999 | \$ | 26,699 | 99% | \$5,303 | \$175 |
| 33 | P2435A | 2019 | RAM | 1500 | 30 | Trade on Used | Yes | \$ | 38,499 | \$ | 41,494 | 93% | \$1,987 | \$3,941 |
| 34 | D9695A | 2016 | Chevrolet | CAMARO | 8 | Trade on New | No | \$ | 33,999 | \$ | 37,189 | 103% | \$6,576 | \$3,501 |
| 35 | P2444 | 2016 | Jeep | RENEGADE | 22 | Auction/Wholesale | Yes | \$ | 16,855 | \$ | 20,850 | 102% | \$202 | \$1,354 |
| 36 | J9738A | 2017 | Jeep | GRAND CHEROKEE | 9 | Trade on New | No | \$ | 24,399 | \$ | 25,912 | 99% | \$2,680 | \$1,882 |
| 37 | D9673B | 2019 | Jeep | CHEROKEE | 5 | Trade on New | Yes | \$ | 23,399 | \$ | 19,915 | 103% | (\$830) | \$1,897 |
| 38 | J9690C | 2020 | JEEP | RENEGADE | 15 | Trade on Used | Yes | \$ | 25,112 | \$ | 24,594 | 99% | \$1,782 | \$1,301 |
| 39 | D9644B | 2019 | Toyota | TACOMA | 28 | Trade on Used | No | \$ | 32,299 | \$ | 35,294 | 97% | \$3,822 | \$1,980 |
| 40 | D9698A | 2018 | Jeep | CHEROKEE | 41 | Trade on New | Yes | \$ | 24,299 | \$ | 23,800 | 101% | \$979 | \$0 |
| 41 | J9731A | 2018 | FORD | EXPLORER | 43 | Trade on New | No | \$ | 39,999 | \$ | 43,294 | 98% | \$3,082 | \$3,305 |
| 42 | J9674B | 2020 | Chevrolet | MALIBU | 59 | Trade on Used | No | \$ | 23,299 | \$ | 26,588 | 94% | \$2,409 | \$2,169 |
| 43 | P2431 | 2020 | DODGE | JOURNEY | 53 | Loaner | Yes | \$ | 24,499 | \$ | 28,494 | 99% | \$3,547 | \$3,033 |
| 44 | D9691B | 2021 | Ford | F-150 | 34 | Trade on Used | No | \$ | 63,599 | \$ | 66,244 | 101% | \$1,636 | \$667 |
| 45 | D9664A | 2021 | RAM | 2500 | 17 | Trade on New | Yes | \$ | 59,799 | \$ | 63,544 | 97% | \$7,481 | \$2,958 |
| 46 | P2443 | 2021 | RAM | 1500 | 17 | Trade on New | Yes | \$ | 55,899 | \$ | 59,894 | 100% | \$7,202 | \$1,004 |
| 47 | P2418 | 2021 | RAM | 3500 | 76 | Street/Curb Buy | Yes | \$ | 64,599 | \$ | 64,599 | 95% | \$5,878 | \$3,240 |
| 48 | J9727A | 2018 | Jeep | RENEGADE | 6 | Trade on New | Yes | \$ | 22,499 | \$ | 23,699 | 102% | \$3,037 | \$3,426 |
| 49 | D9721A | 2020 | Ford | F-150 | 60 | Trade on New | No | \$ | 43,999 | \$ | 46,970 | 94% | \$1,744 | \$219 |
| 50 | D9661A | 2015 | GMC | SIERRA | 85 | Trade on New | No | \$ | 18,799 | \$ | 18,364 | 84% | \$320 | \$0 |
| 51 | P2455 | 2019 | FORD | MUSTANG | 3 | Auction/Wholesale | No | \$ | 26,999 | \$ | 29,994 | 98% | \$694 | \$709 |
| 52 | D9691C | 2014 | Ford | F-150 | 7 | Trade on Used | No | \$ | 24,499 | \$ | 30,146 | 94% | \$5,917 | \$2,841 |
| 53 | J9755A | 2014 | Jeep | CHEROKEE | 12 | Trade on New | No | \$ | 15,399 | \$ | 15,399 | 104% | \$2,296 | \$511 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 59% |
| Total # Retail Units | 100 |
| Avg. Days to Sale | 32.7 |
| Avg. Advertised Price (Time of Sale) | \$ 31,572 |
| Avg. Transaction Price | \$ 33,573 |
| Avg. Market Price at 100% | \$ 31,888 |
| Avg. Price to Market % (Time of Sale) | 99% |
| Avg. Transaction to Market | 105% |
| Avg. Transactional Discount | \$ (2,001) |
| Avg. Front-End Gross | \$ 2,730 |
| Avg. Finance Gross | \$ 1,676 |
| PUVR | \$ 4,406 |
| Total Gross (Units & PUVR) | \$ 440,624 |
| GROI | 145% |
| % with Trade | 49% |
| Avg. Over/Under Allowance | (\$346) |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | CASEY OLSON | CODY GRANTHAM |
|---------------------------------------|------------|-------------|---------------|
| % Retailed of Non-New Franchise | 59% | 53% | 55% |
| Total # Retail Units | 100 | 45 | 38 |
| Avg. Days to Sale | 32.7 | 36.9 | 29.7 |
| Avg. Advertised Price (Time of Sale) | \$ 31,572 | \$ 32,728 | \$ 32,081 |
| Avg. Transaction Price | \$ 33,573 | \$ 35,135 | \$ 33,863 |
| Avg. Market Price at 100% | \$ 31,888 | \$ 33,080 | \$ 32,404 |
| Avg. Price to Market % (Time of Sale) | 99% | 99% | 99% |
| Avg. Transaction to Market | 105% | 106% | 105% |
| Avg. Transactional Discount | \$ (2,001) | \$ (2,406) | \$ (1,782) |
| Avg. Front-End Gross | \$ 2,730 | \$ 3,541 | \$ 1,857 |
| Avg. Finance Gross | \$ 1,676 | \$ 2,002 | \$ 1,486 |
| PUVR | \$ 4,406 | \$ 5,543 | \$ 3,343 |
| Total Gross (Units & PUVR) | \$ 440,624 | \$ 249,435 | \$ 127,045 |
| GROI | 145% | 154% | 120% |
| % with Trade | 49% | 49% | 45% |
| Avg. Over/Under Allowance | -346 | 68 | -630 |



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

| CHAT HOPE | | | |
|------------|---------|---------|---------|
| 82% | #DIV/0! | #DIV/0! | #DIV/0! |
| 17 | 0 | 0 | 0 |
| 28.2 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 27,374 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 28,791 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 27,614 | #DIV/0! | #DIV/0! | #DIV/0! |
| 99% | #DIV/0! | #DIV/0! | #DIV/0! |
| 104% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ (1,417) | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,536 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,237 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 3,773 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 64,144 | #DIV/0! | #DIV/0! | #DIV/0! |
| 167% | #DIV/0! | #DIV/0! | #DIV/0! |
| 59% | #DIV/0! | #DIV/0! | #DIV/0! |
| -804 | #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | STEVE GRANDON | JONATHAN TONEY |
|---------------------------------------|------------|---------------|----------------|
| % Retailed of Non-New Franchise | 59% | 60% | 65% |
| Total # Retail Units | 100 | 20 | 23 |
| Avg. Days to Sale | 32.7 | 36.2 | 34.8 |
| Avg. Advertised Price (Time of Sale) | \$ 31,572 | \$ 30,774 | \$ 32,080 |
| Avg. Transaction Price | \$ 33,573 | \$ 32,763 | \$ 34,812 |
| Avg. Market Price at 100% | \$ 31,888 | \$ 31,065 | \$ 32,426 |
| Avg. Price to Market % (Time of Sale) | 99% | 99% | 99% |
| Avg. Transaction to Market | 105% | 105% | 107% |
| Avg. Transactional Discount | \$ (2,001) | \$ (1,989) | \$ (2,732) |
| Avg. Front-End Gross | \$ 2,730 | \$ 1,881 | \$ 3,253 |
| Avg. Finance Gross | \$ 1,676 | \$ 1,354 | \$ 1,775 |
| PUVR | \$ 4,406 | \$ 3,235 | \$ 5,028 |
| Total Gross (Units & PUVR) | \$ 440,624 | \$ 64,705 | \$ 115,645 |
| GROI | 145% | 98% | 149% |
| % with Trade | 49% | 40% | 65% |
| Avg. Over/Under Allowance | -346 | -656 | -525 |



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

| DEONDRE FLOYD-B | LIZ ARD | ROSETTA MITCHELL | KETURAH CAUGHMAN |
|-----------------|-----------|------------------|------------------|
| 57% | 56% | 43% | 78% |
| 14 | 9 | 14 | 9 |
| 37.5 | 26.4 | 25.1 | 38.6 |
| \$ 33,861 | \$ 30,078 | \$ 29,966 | \$ 28,699 |
| \$ 36,293 | \$ 29,851 | \$ 31,965 | \$ 30,403 |
| \$ 34,887 | \$ 30,749 | \$ 30,014 | \$ 28,770 |
| 97% | 98% | 100% | 100% |
| 104% | 97% | 107% | 106% |
| \$ (2,432) | \$ 227 | \$ (2,000) | \$ (1,704) |
| \$ 2,706 | \$ 2,458 | \$ 3,150 | \$ 2,804 |
| \$ 2,003 | \$ 1,291 | \$ 2,117 | \$ 1,623 |
| \$ 4,708 | \$ 3,748 | \$ 5,267 | \$ 4,427 |
| \$ 65,918 | \$ 33,735 | \$ 73,732 | \$ 39,839 |
| 125% | 171% | 237% | 136% |
| 43% | 22% | 57% | 56% |
| -593 | 189 | 55 | -224 |

| JESSICA STACEY | JEFF WINN | | |
|----------------|------------|---------|---------|
| 33% | 80% | #DIV/0! | #DIV/0! |
| 6 | 5 | 0 | 0 |
| 21.8 | 30.4 | #DIV/0! | #DIV/0! |
| \$ 28,820 | \$ 41,684 | #DIV/0! | #DIV/0! |
| \$ 30,728 | \$ 43,821 | #DIV/0! | #DIV/0! |
| \$ 28,732 | \$ 41,126 | #DIV/0! | #DIV/0! |
| 100% | 101% | #DIV/0! | #DIV/0! |
| 107% | 107% | #DIV/0! | #DIV/0! |
| \$ (1,908) | \$ (2,137) | #DIV/0! | #DIV/0! |
| \$ 2,081 | \$ 3,756 | #DIV/0! | #DIV/0! |
| \$ 1,456 | \$ 1,410 | #DIV/0! | #DIV/0! |
| \$ 3,537 | \$ 5,165 | #DIV/0! | #DIV/0! |
| \$ 21,223 | \$ 25,827 | #DIV/0! | #DIV/0! |
| 190% | 140% | #DIV/0! | #DIV/0! |
| 17% | 80% | #DIV/0! | #DIV/0! |
| 0 | -300 | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | DAVID NUDELMAN | CODY GRANTHA |
|---------------------------------------|------------|----------------|--------------|
| % Retailed of Non-New Franchise | 59% | 63% | 33% |
| Total # Retail Units | 100 | 88 | 12 |
| Avg. Days to Sale | 32.7 | 31.0 | 44.7 |
| Avg. Advertised Price (Time of Sale) | \$ 31,572 | \$ 32,044 | \$ 28,112 |
| Avg. Transaction Price | \$ 33,573 | \$ 34,020 | \$ 30,301 |
| Avg. Market Price at 100% | \$ 31,888 | \$ 32,357 | \$ 28,496 |
| Avg. Price to Market % (Time of Sale) | 99% | 99% | 99% |
| Avg. Transaction to Market | 105% | 105% | 106% |
| Avg. Transactional Discount | \$ (2,001) | \$ (1,975) | \$ (2,188) |
| Avg. Front-End Gross | \$ 2,730 | \$ 2,812 | \$ 2,132 |
| Avg. Finance Gross | \$ 1,676 | \$ 1,734 | \$ 1,248 |
| PUVR | \$ 4,406 | \$ 4,546 | \$ 3,380 |
| Total Gross (Units & PUVR) | \$ 440,624 | \$ 400,065 | \$ 40,559 |
| GROI | 145% | 155% | 90% |
| % with Trade | 49% | 0% | 42% |
| Avg. Over/Under Allowance | -346 | -366 | -194 |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 100 | 43 | 57 |
| Avg. Days to Sale | 32.7 | 31.0 | 33.9 |
| Avg. Advertised Price (Time of Sale) | \$ 31,572 | \$ 36,308 | \$ 29,615 |
| Avg. Transaction Price | \$ 33,573 | \$ 38,820 | \$ 29,615 |
| Avg. Market Price at 100% | \$ 31,888 | \$ 36,686 | \$ 28,279 |
| Avg. Price to Market % (Time of Sale) | 99% | 99% | 105% |
| Avg. Transaction to Market | 105% | 106% | 105% |
| Avg. Transactional Discount | \$ (2,001) | \$ (2,512) | \$ (1,615) |
| Avg. Front-End Gross | \$ 2,730 | \$ 3,308 | \$ 2,294 |
| Avg. Finance Gross | \$ 1,676 | \$ 2,082 | \$ 1,369 |
| PUVR | \$ 4,406 | \$ 5,391 | \$ 3,664 |
| Total Gross (Units & PUVR) | \$ 440,624 | \$ 231,801 | \$ 208,823 |
| GROI | 145% | 161% | 131% |
| % with Trade | 49% | 56% | 44% |
| Avg. Over/Under Allowance | -346 | -245 | -421 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 100 | 41 | 59 |
| Avg. Days to Sale | 32.7 | 35.0 | 31.1 |
| Avg. Advertised Price (Time of Sale) | \$ 31,572 | \$ 27,797 | \$ 36,316 |
| Avg. Transaction Price | \$ 33,573 | \$ 29,627 | \$ 36,316 |
| Avg. Market Price at 100% | \$ 31,888 | \$ 28,029 | \$ 34,579 |
| Avg. Price to Market % (Time of Sale) | 99% | 99% | 105% |
| Avg. Transaction to Market | 105% | 106% | 105% |
| Avg. Transactional Discount | \$ (2,001) | \$ (1,830) | \$ (2,120) |
| Avg. Front-End Gross | \$ 2,730 | \$ 2,231 | \$ 3,077 |
| Avg. Finance Gross | \$ 1,676 | \$ 1,772 | \$ 1,609 |
| PUVR | \$ 4,406 | \$ 4,003 | \$ 4,687 |
| Total Gross (Units & PUVR) | \$ 440,624 | \$ 164,108 | \$ 276,516 |
| GROI | 145% | 139% | 150% |
| % with Trade | 49% | 59% | 42% |
| Avg. Over/Under Allowance | -346 | -221 | -432 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 100 | 44 | 23 |
| % of Retail Units | 100% | 44% | 23% |
| % Retailed of Non-New Franchise | 59% | 57% | 78% |
| Avg. Days to Sale | 32.7 | 33.0 | 27.6 |
| Avg. Transaction Price | \$ 33,573 | \$ 33,508 | \$ 30,582 |
| Avg. Transaction to Market % | 105% | 104% | 103% |
| Avg. Transactional Discount | \$ (2,001) | \$ (1,689) | \$ (1,603) |
| Avg. Front End Gross | \$ 2,730 | \$ 2,901 | \$ 2,450 |
| Avg. Finance Gross | \$ 1,676 | \$ 1,572 | \$ 1,729 |
| PUVR | \$ 4,406 | \$ 4,473 | \$ 4,179 |
| Total Gross (Units & PUVR) | \$ 440,624 | \$ 196,820 | \$ 96,114 |
| GROI | 145% | 146% | 178% |
| % with Trade | 49% | 57% | 26% |
| Avg. Over/Under Allowance | -346 | -523 | -445 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|------------|--------------|
| 15 | 14 | 4 | 0 |
| 15% | 14% | 4% | 0% |
| 60% | 43% | 25% | #DIV/0! |
| 37.7 | 33.7 | 36.3 | #DIV/0! |
| \$ 38,215 | \$ 33,603 | \$ 33,982 | #DIV/0! |
| 103% | 115% | 105% | #DIV/0! |
| \$ (1,606) | \$ (4,059) | \$ (1,999) | #DIV/0! |
| \$ 3,147 | \$ 1,684 | \$ 4,568 | #DIV/0! |
| \$ 1,563 | \$ 1,759 | \$ 2,645 | #DIV/0! |
| \$ 4,710 | \$ 3,443 | \$ 7,213 | #DIV/0! |
| \$ 70,644 | \$ 48,196 | \$ 28,850 | #DIV/0! |
| 118% | 109% | 211% | #DIV/0! |
| 67% | 50% | 25% | #DIV/0! |
| -413 | 423 | -250 | #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 | 100 | 58 | 15 |
| % of Retail Units | 100% | 58% | 15% |
| % Retailed of Non-New Franchise | 59% | 64% | 47% |
| Avg. Days to Sale | 32.7 | 14.4 | 38.3 |
| Avg. Transaction Price | \$ 33,573 | \$ 32,035 | \$ 33,598 |
| Avg. Transaction to Market % | 105% | 106% | 109% |
| Avg. Transactional Discount | \$ (2,001) | \$ (1,918) | \$ (2,415) |
| Avg. Front End Gross | \$ 2,730 | \$ 3,221 | \$ 2,811 |
| Avg. Finance Gross | \$ 1,676 | \$ 1,641 | \$ 1,598 |
| PUVR | \$ 4,406 | \$ 4,862 | \$ 4,408 |
| Total Gross (Units & PUVR) | \$ 440,624 | \$ 281,987 | \$ 66,123 |
| GROI | 145% | 379% | 123% |
| % with Trade | 49% | 45% | 47% |
| Avg. Over/Under Allowance | -346 | -381 | -423 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|------------|
| 11 | 10 | 5 |
| 11% | 10% | 5% |
| 64% | 60% | 40% |
| 51.7 | 74.3 | 108.8 |
| \$ 35,237 | \$ 39,904 | \$ 34,594 |
| 101% | 103% | 97% |
| \$ (1,720) | \$ (2,198) | \$ (1,549) |
| \$ 2,289 | \$ 1,982 | \$ 4 |
| \$ 1,986 | \$ 1,572 | \$ 1,492 |
| \$ 4,276 | \$ 3,553 | \$ 1,496 |
| \$ 47,034 | \$ 35,532 | \$ 7,482 |
| 84% | 43% | 14% |
| 45% | 80% | 60% |
| -172 | -273 | -298 |