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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 | U6969 | 2018 | Volkswagen | Alltrack | 18 | Other | Yes | \$ 35,000 | \$ 33,600 | 104% | \$518 | \$598 |
| 2 | U6933A | 2011 | Subaru | Impreza | 63 | Trade on Used | No | \$ 14,000 | \$ 14,000 | 97% | (\$528) | \$598 |
| 3 | 20239A | 2013 | Ford | F150 | 25 | Trade on New | No | \$ 28,700 | \$ 28,700 | 100% | \$7,078 | \$3,299 |
| 4 | U6987 | 2022 | Volkswagen | Jetta | 11 | Auction/Wholesale | Yes | \$ 33,000 | \$ 31,200 | 98% | \$2,598 | \$2,079 |
| 5 | 20200B | 2016 | Volvo | S60 | 52 | Trade on Used | No | \$ 24,600 | \$ 24,600 | 92% | \$811 | \$1,483 |
| 6 | U6976 | 2021 | Tesla | Model Y | 30 | Auction/Wholesale | No | \$ 97,500 | \$ 94,633 | 106% | \$926 | \$598 |
| 7 | U6986 | 2017 | Volkswagen | GTI | 24 | Other | Yes | \$ 32,000 | \$ 31,500 | 98% | \$1,845 | \$598 |
| 8 | U6926 | 2019 | Volkswagen | Atlas | 95 | Street/Curb Buy | Yes | \$ 49,900 | \$ 44,900 | 94% | \$1,613 | \$2,098 |
| 9 | U6836A | 2018 | Dodge | Journey | 114 | Trade on Used | No | \$ 28,500 | \$ 28,500 | 84% | (\$176) | \$598 |
| 10 | U6874A | 2017 | Volkswagen | Jetta | 91 | Trade on Used | Yes | \$ 18,000 | \$ 18,000 | 95% | \$1,699 | \$598 |
| 11 | U6981 | 2012 | Volkswagen | Tiguan | 32 | Other | No | \$ 17,888 | \$ 17,888 | 96% | \$271 | \$3,169 |
| 12 | 20197A | 2018 | Chevrolet | Terrain | 82 | Trade on New | No | \$ 33,900 | \$ 33,000 | 98% | \$1,588 | \$5,740 |
| 13 | U6938 | 2021 | BMW | M440i | 95 | Street/Curb Buy | No | \$ 74,000 | \$ 73,402 | 86% | (\$233) | \$1,698 |
| 14 | U6994 | 2020 | Ford | F150 | 3 | Auction/Wholesale | No | \$ 47,990 | \$ 47,990 | 95% | \$1,303 | \$7,623 |
| 15 | U6900A | 2018 | Mercedes-Benz | GLA | 35 | Trade on Used | No | \$ 36,888 | \$ 34,100 | 100% | \$1,676 | \$598 |
| 16 | 20050 | 2022 | Volkswagen | Taos | 8 | Loaner | Yes | \$ 31,000 | \$ 30,349 | 101% | \$1,512 | \$2,560 |
| 17 | U7004 | 2016 | Jeep | Grand Cherokee | 6 | Auction/Wholesale | No | \$ 25,990 | \$ 25,990 | 98% | \$2,384 | \$4,727 |
| 18 | U6981A | 2013 | Volkswagen | Golf TDI | 4 | Trade on Used | No | \$ 17,000 | \$ 17,000 | 118% | \$5,978 | \$598 |
| 19 | U6982 | 2018 | Volkswagen | Atlas | 36 | Other | Yes | \$ 36,500 | \$ 36,500 | 98% | \$1,098 | \$598 |
| 20 | U6999 | 2017 | Nissan | Rogue | 13 | Auction/Wholesale | No | \$ 30,990 | \$ 30,990 | 98% | \$4,601 | \$951 |
| 21 | U6916 | 2021 | Volkswagen | Cross sport | 120 | Loaner | Yes | \$ 54,000 | \$ 53,750 | 94% | \$757 | \$2,698 |
| 22 | U6966A | 2017 | Mazda | CX5 | 32 | Trade on Used | No | \$ 23,750 | \$ 23,250 | 98% | \$3,952 | \$598 |
| 23 | 20265A | 2018 | Volkswagen | Tiguan | 14 | Trade on New | Yes | \$ 35,000 | \$ 35,000 | 101% | \$1,313 | \$5,516 |
| 24 | 20242A | 2018 | Volkswagen | Atlas | 48 | Trade on New | Yes | \$ 41,000 | \$ 41,000 | 98% | \$1,070 | \$2,877 |
| 25 | U6963A | 2019 | Volkswagen | Golf | 44 | Trade on Used | Yes | \$ 28,000 | \$ 25,000 | 123% | \$1,183 | \$1,095 |
| 26 | 20276A | 2016 | Honda | Civic | 8 | Trade on New | No | \$ 19,998 | \$ 17,491 | 98% | \$929 | \$598 |
| 27 | U7002 | 2018 | Audi | Q5 | 9 | Auction/Wholesale | No | \$ 38,998 | \$ 38,998 | 100% | \$848 | \$3,210 |
| 28 | U7008 | 2019 | Volkswagen | GTI | 10 | Auction/Wholesale | Yes | \$ 36,900 | \$ 35,600 | 100% | \$5,689 | \$598 |
| 29 | U6916A | 2017 | Honda | HR-V | 13 | Trade on Used | No | \$ 22,000 | \$ 22,000 | 98% | \$2,134 | \$598 |

| | | | | | | | | | | | | | | |
|----|--------|------|------------|-----------------|-----|-------------------|-----|----|--------|----|--------|------|-----------|---------|
| 30 | U7006 | 2020 | Volkswagen | Tiguan | 1 | Auction/Wholesale | Yes | \$ | 40,900 | \$ | 39,400 | 106% | \$2,731 | \$598 |
| 31 | 20269A | 2010 | Volkswagen | Golf | 44 | Trade on New | No | \$ | 14,500 | \$ | 14,500 | 100% | \$4,430 | \$598 |
| 32 | U7000 | 2019 | Volkswagen | Golf | 33 | Auction/Wholesale | Yes | \$ | 26,000 | \$ | 26,000 | 98% | \$2,094 | \$598 |
| 33 | U7004A | 2016 | Volkswagen | Jetta | 29 | Trade on Used | No | \$ | 14,488 | \$ | 14,488 | 100% | \$3,764 | \$598 |
| 34 | U6956 | 2015 | Volkswagen | Tiguan | 83 | Auction/Wholesale | No | \$ | 17,967 | \$ | 17,967 | 92% | \$621 | \$598 |
| 35 | U6979 | 2021 | Volkswagen | Cross sport | 61 | Auction/Wholesale | Yes | \$ | 49,800 | \$ | 49,300 | 98% | \$2,065 | \$598 |
| 36 | U6996 | 2019 | Hyundai | Elantra | 37 | Auction/Wholesale | No | \$ | 24,000 | \$ | 24,000 | 98% | \$3,884 | \$8,828 |
| 37 | U6878 | 2018 | Audi | SQ5 | 149 | Auction/Wholesale | No | \$ | 48,000 | \$ | 47,241 | 89% | \$758 | \$598 |
| 38 | U6971 | 2019 | Volkswagen | Golf R | 63 | Auction/Wholesale | Yes | \$ | 50,000 | \$ | 48,670 | 106% | \$3,084 | \$3,953 |
| 39 | U7007 | 2019 | Volkswagen | GTI | 1 | Auction/Wholesale | Yes | \$ | 35,900 | \$ | 35,900 | 101% | \$3,685 | \$2,306 |
| 40 | U7020 | 2017 | Volkswagen | Tiguan | 11 | Auction/Wholesale | Yes | \$ | 26,000 | \$ | 26,000 | 98% | \$2,867 | \$4,657 |
| 41 | U7011 | 2018 | Volkswagen | Tiguan | 20 | Auction/Wholesale | Yes | \$ | 29,998 | \$ | 28,900 | 100% | \$3,865 | \$598 |
| 42 | U7006A | 2011 | Mitsubishi | Endeavor | 17 | Trade on Used | No | \$ | 8,888 | \$ | 8,300 | 108% | \$3,881 | \$2,409 |
| 43 | 20255A | 2017 | Volkswagen | Beetle | 58 | Trade on New | Yes | \$ | 33,000 | \$ | 32,400 | 94% | \$159 | \$8,268 |
| 44 | U6967 | 2019 | Dodge | Charger | 72 | Auction/Wholesale | No | \$ | 34,500 | \$ | 34,500 | 90% | \$82 | \$2,665 |
| 45 | U6911A | 2017 | Volkswagen | Touareg | 113 | Trade on Used | Yes | \$ | 35,998 | \$ | 35,400 | 102% | (\$1,004) | \$598 |
| 46 | 20301A | 2018 | Volkswagen | Golf R | 13 | Trade on New | Yes | \$ | 52,598 | \$ | 52,598 | 100% | \$4,166 | \$3,289 |
| 47 | U6998 | 2017 | Volkswagen | Alltrack | 35 | Auction/Wholesale | Yes | \$ | 31,000 | \$ | 30,300 | 102% | \$1,725 | \$4,686 |
| 48 | U6974 | 2015 | Volkswagen | Beetle | 58 | Auction/Wholesale | No | \$ | 25,000 | \$ | 23,600 | 96% | \$1,164 | \$598 |
| 49 | U7016 | 2019 | Volkswagen | Golf Sportwagen | 12 | Auction/Wholesale | Yes | \$ | 28,998 | \$ | 27,888 | 100% | \$5,653 | \$598 |
| 50 | 20311A | 2019 | Ford | F150 | 24 | Trade on New | No | \$ | 75,999 | \$ | 75,999 | 100% | \$2,083 | \$6,302 |
| 51 | U6896 | 2019 | Audi | Q8 | 172 | Auction/Wholesale | No | \$ | 62,000 | \$ | 62,000 | 88% | (\$1,898) | \$2,199 |
| 52 | U7018 | 2019 | Volkswagen | Tiguan | 15 | Auction/Wholesale | Yes | \$ | 36,888 | \$ | 36,888 | 100% | \$4,138 | \$598 |
| 53 | U6905A | 2016 | Dodge | Ram | 66 | Trade on Used | No | \$ | 34,999 | \$ | 32,750 | 96% | \$676 | \$598 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 41% |
| Total # Retail Units | 59 |
| Avg. Days to Sale | 42.3 |
| Avg. Advertised Price (Time of Sale) | \$ 34,340 |
| Avg. Transaction Price | \$ 33,704 |
| Avg. Market Price at 100% | \$ 34,812 |
| Avg. Price to Market % (Time of Sale) | 99% |
| Avg. Transaction to Market | 97% |
| Avg. Transactional Discount | \$ 635 |
| Avg. Front-End Gross | \$ 2,127 |
| Avg. Finance Gross | \$ 2,086 |
| PUVR | \$ 4,213 |
| Total Gross (Units & PUVR) | \$ 248,546 |
| GROI | 106% |
| % with Trade | 31% |
| Avg. Over/Under Allowance | \$433 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 41% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 59 | 0 | 0 |
| Avg. Days to Sale | 42.3 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 34,340 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 33,704 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 34,812 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 97% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 635 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,127 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 2,086 | #DIV/0! | #DIV/0! |
| PUVR | \$ 4,213 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 248,546 | #DIV/0! | #DIV/0! |
| GROI | 106% | #DIV/0! | #DIV/0! |
| % with Trade | 31% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 433 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 41% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 59 | 0 | 0 |
| Avg. Days to Sale | 42.3 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 34,340 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 33,704 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 34,812 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 97% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 635 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,127 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 2,086 | #DIV/0! | #DIV/0! |
| PUVR | \$ 4,213 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 248,546 | #DIV/0! | #DIV/0! |
| GROI | 106% | #DIV/0! | #DIV/0! |
| % with Trade | 31% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 433 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | | |
|---------------------------------------|------------|---------|---------|
| % Retailed of Non-New Franchise | 41% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 59 | 0 | 0 |
| Avg. Days to Sale | 42.3 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 34,340 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 33,704 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 34,812 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 99% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 97% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 635 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,127 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 2,086 | #DIV/0! | #DIV/0! |
| PUVR | \$ 4,213 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 248,546 | #DIV/0! | #DIV/0! |
| GROI | 106% | #DIV/0! | #DIV/0! |
| % with Trade | 31% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 433 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 59 | 27 | 32 |
| Avg. Days to Sale | 42.3 | 36.2 | 47.4 |
| Avg. Advertised Price (Time of Sale) | \$ 34,340 | \$ 36,233 | \$ 32,238 |
| Avg. Transaction Price | \$ 33,704 | \$ 35,442 | \$ 32,238 |
| Avg. Market Price at 100% | \$ 34,812 | \$ 36,256 | \$ 34,081 |
| Avg. Price to Market % (Time of Sale) | 99% | 100% | 95% |
| Avg. Transaction to Market | 97% | 98% | 95% |
| Avg. Transactional Discount | \$ 635 | \$ 790 | \$ 505 |
| Avg. Front-End Gross | \$ 2,127 | \$ 2,383 | \$ 1,910 |
| Avg. Finance Gross | \$ 2,086 | \$ 2,149 | \$ 2,033 |
| PUVR | \$ 4,213 | \$ 4,532 | \$ 3,943 |
| Total Gross (Units & PUVR) | \$ 248,546 | \$ 122,359 | \$ 126,187 |
| GROI | 106% | 127% | 93% |
| % with Trade | 31% | 30% | 31% |
| Avg. Over/Under Allowance | 433 | 600 | 300 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units | 59 | 35 | 24 |
| Avg. Days to Sale | 42.3 | 38.0 | 48.5 |
| Avg. Advertised Price (Time of Sale) | \$ 34,340 | \$ 32,589 | \$ 36,309 |
| Avg. Transaction Price | \$ 33,704 | \$ 31,918 | \$ 36,309 |
| Avg. Market Price at 100% | \$ 34,812 | \$ 32,694 | \$ 38,550 |
| Avg. Price to Market % (Time of Sale) | 99% | 100% | 94% |
| Avg. Transaction to Market | 97% | 98% | 94% |
| Avg. Transactional Discount | \$ 635 | \$ 671 | \$ 584 |
| Avg. Front-End Gross | \$ 2,127 | \$ 2,439 | \$ 1,670 |
| Avg. Finance Gross | \$ 2,086 | \$ 1,868 | \$ 2,404 |
| PUVR | \$ 4,213 | \$ 4,307 | \$ 4,075 |
| Total Gross (Units & PUVR) | \$ 248,546 | \$ 150,747 | \$ 97,798 |
| GROI | 106% | 128% | 83% |
| % with Trade | 31% | 23% | 42% |
| Avg. Over/Under Allowance | 433 | 482 | 357 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 59 | 11 | 13 |
| % of Retail Units | 100% | 19% | 22% |
| % Retailed of Non-New Franchise | 41% | 45% | 62% |
| Avg. Days to Sale | 42.3 | 33.5 | 51.8 |
| Avg. Transaction Price | \$ 33,704 | \$ 33,380 | \$ 22,876 |
| Avg. Transaction to Market % | 97% | 97% | 98% |
| Avg. Transactional Discount | \$ 635 | \$ 364 | \$ 748 |
| Avg. Front End Gross | \$ 2,127 | \$ 2,780 | \$ 1,850 |
| Avg. Finance Gross | \$ 2,086 | \$ 3,612 | \$ 844 |
| PUVR | \$ 4,213 | \$ 6,393 | \$ 2,693 |
| Total Gross (Units & PUVR) | \$ 248,546 | \$ 70,318 | \$ 35,013 |
| GROI | 106% | 206% | 82% |
| % with Trade | 31% | 18% | 23% |
| Avg. Over/Under Allowance | 433 | 1,000 | 500 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 3 | 26 | 2 | 0 |
| 5% | 44% | 3% | 0% |
| 33% | 38% | 0% | #DIV/0! |
| 65.0 | 39.3 | 64.0 | #DIV/0! |
| \$ 53,734 | \$ 36,892 | \$ 42,050 | #DIV/0! |
| 90% | 97% | 96% | #DIV/0! |
| \$ 1,866 | \$ 590 | \$ 451 | #DIV/0! |
| \$ 1,368 | \$ 2,336 | \$ 1,135 | #DIV/0! |
| \$ 1,969 | \$ 2,163 | \$ 2,629 | #DIV/0! |
| \$ 3,337 | \$ 4,499 | \$ 3,764 | #DIV/0! |
| \$ 10,012 | \$ 116,980 | \$ 7,527 | #DIV/0! |
| 34% | 112% | 50% | #DIV/0! |
| 33% | 38% | 50% | #DIV/0! |
| 800 | 100 | 2,000 | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|-----------|
| 0 | 0 | 4 |
| 0% | 0% | 7% |
| #DIV/0! | #DIV/0! | 0% |
| #DIV/0! | #DIV/0! | 27.5 |
| #DIV/0! | #DIV/0! | \$ 29,872 |
| #DIV/0! | #DIV/0! | 98% |
| #DIV/0! | #DIV/0! | \$ 475 |
| #DIV/0! | #DIV/0! | \$ 933 |
| #DIV/0! | #DIV/0! | \$ 1,241 |
| #DIV/0! | #DIV/0! | \$ 2,174 |
| #DIV/0! | #DIV/0! | \$ 8,695 |
| #DIV/0! | #DIV/0! | 95% |
| #DIV/0! | #DIV/0! | 25% |
| #DIV/0! | #DIV/0! | 0 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 59 | 29 | 10 |
| % of Retail Units | 100% | 49% | 17% |
| % Retailed of Non-New Franchise | 41% | 38% | 40% |
| Avg. Days to Sale | 42.3 | 13.4 | 36.2 |
| Avg. Transaction Price | \$ 33,704 | \$ 34,726 | \$ 24,003 |
| Avg. Transaction to Market % | 97% | 99% | 99% |
| Avg. Transactional Discount | \$ 635 | \$ 562 | \$ 699 |
| Avg. Front End Gross | \$ 2,127 | \$ 3,103 | \$ 2,259 |
| Avg. Finance Gross | \$ 2,086 | \$ 2,140 | \$ 2,137 |
| PUVR | \$ 4,213 | \$ 5,243 | \$ 4,395 |
| Total Gross (Units & PUVR) | \$ 248,546 | \$ 152,051 | \$ 43,954 |
| GROI | 106% | 404% | 182% |
| % with Trade | 31% | 28% | 40% |
| Avg. Over/Under Allowance | 433 | 429 | 500 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 4 | 8 | 8 |
| 7% | 14% | 14% |
| 25% | 50% | 50% |
| 54.0 | 72.3 | 118.6 |
| \$ 30,400 | \$ 32,086 | \$ 45,399 |
| 93% | 95% | 90% |
| \$ 500 | \$ 622 | \$ 901 |
| \$ 801 | \$ 1,020 | \$ 190 |
| \$ 3,307 | \$ 1,919 | \$ 1,386 |
| \$ 4,108 | \$ 2,939 | \$ 1,575 |
| \$ 16,430 | \$ 23,509 | \$ 12,601 |
| 90% | 46% | 11% |
| 25% | 13% | 50% |
| 0 | 0 | 700 |