

| 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 | 252289a | 2022 | Jeep | Wrangler | 10 | Trade on New | Yes | \$ 44,995 | \$ 45,490 | 92% | \$2,420 | \$1,527 |
| 2 | 242670a | 2016 | GMC | Terrain | 78 | Trade on New | No | \$ 13,995 | \$ 14,995 | 90% | (\$1,151) | \$4,485 |
| 3 | 239032b | 2020 | Kia | Telluride | 16 | Trade on Used | No | \$ 46,995 | \$ 46,995 | 99% | \$1,175 | \$3,001 |
| 4 | cu1691 | 2019 | Chrysler | 300 | 3 | Auction/Wholesale | Yes | \$ 27,995 | \$ 31,995 | 95% | \$4,326 | \$5,042 |
| 5 | 229577b | 2014 | Chevrolet | Suburban | 72 | Trade on Used | No | \$ 17,995 | \$ 17,995 | 98% | (\$3,711) | \$3,200 |
| 6 | cu1703 | 2012 | Ford | F 150 | 4 | Street/Curb Buy | No | \$ 22,995 | \$ 22,995 | 110% | \$5,095 | \$1,000 |
| 7 | cu1663 | 2016 | Lincoln | MKX | 21 | Auction/Wholesale | No | \$ 26,995 | \$ 26,995 | 99% | \$2,321 | \$0 |
| 8 | cu1708 | 2016 | Chevrolet | Silverado | 1 | Other | No | \$ 25,000 | \$ 25,000 | 91% | \$1,700 | \$863 |
| 9 | cu1654 | 2020 | Jeep | Gladiator | 46 | Street/Curb Buy | Yes | \$ 38,995 | \$ 39,990 | 93% | \$2,016 | \$2,385 |
| 10 | cu1713 | 2017 | Chrysler | Pacifica | 1 | Other | Yes | \$ 23,500 | \$ 23,500 | 90% | \$1,700 | \$1,452 |
| 11 | 152120b | 2013 | GMC | Sierra | 12 | Trade on Used | No | \$ 19,995 | \$ 19,995 | 92% | (\$833) | \$3,265 |
| 12 | cu1700 | 2020 | Chevrolet | Tahoe | 3 | Auction/Wholesale | No | \$ 39,995 | \$ 39,995 | 86% | \$1,575 | \$1,963 |
| 13 | cu1659b | 2007 | Chevrolet | 2500 | 9 | Trade on Used | No | \$ 5,995 | \$ 5,000 | 80% | \$1,850 | \$0 |
| 14 | pu7270 | 2019 | Jeep | Compass | 1 | Auction/Wholesale | Yes | \$ 25,500 | \$ 26,495 | 96% | \$700 | \$3,187 |
| 15 | 159511a | 2016 | Jeep | Renegade | 60 | Trade on New | No | \$ 12,995 | \$ 12,995 | 93% | (\$1,000) | \$202 |
| 16 | cu1682a | 2014 | Chevrolet | Silverado | 9 | Trade on New | No | \$ 19,995 | \$ 19,495 | 101% | \$3,211 | \$1,100 |
| 17 | 604546a | 2018 | Dodge | Durango | 17 | Trade on New | Yes | \$ 31,995 | \$ 32,995 | 100% | \$4,060 | \$2,406 |
| 18 | 152120C | 2006 | Nissan | Xterra | 3 | Trade on Used | No | \$ 6,995 | \$ 7,500 | 89% | \$2,335 | \$0 |
| 19 | 261915D | 2020 | Ram | 2500 | 33 | Trade on Used | No | \$ 69,995 | \$ 69,495 | 93% | (\$1,847) | \$497 |
| 20 | cu1690a | 2021 | Ram | 1500 | 13 | Trade on Used | No | \$ 52,995 | \$ 52,995 | 100% | \$3,538 | \$0 |
| 21 | 249578E | 2018 | Honda | CRV | 46 | Trade on Used | No | \$ 25,500 | \$ 25,746 | 95% | \$581 | \$2,495 |
| 22 | cu1682a | 2014 | Chevrolet | Silverado | 9 | Trade on Used | No | \$ 19,995 | \$ 19,495 | 101% | \$3,211 | \$1,100 |
| 23 | 604546b | 2017 | Dodge | Durango | 1 | Trade on Used | No | \$ 23,995 | \$ 24,900 | 101% | \$5,000 | \$3,833 |
| 24 | 298764D | 2013 | BMW | 528i | 23 | Trade on Used | No | \$ 13,995 | \$ 13,995 | 102% | \$1,397 | \$1,709 |
| 25 | 384570a | 2012 | Honda | Civic | 4 | Trade on New | No | \$ 11,995 | \$ 11,995 | 105% | \$4,102 | \$287 |
| 26 | cu1677 | 2009 | Ford | F150 | 17 | Street/Curb Buy | No | \$ 10,995 | \$ 10,995 | 105% | \$960 | \$1,542 |
| 27 | 132295b | 2012 | Ford | Fusion | 39 | Trade on Used | No | \$ 8,995 | \$ 8,637 | 83% | \$823 | \$0 |

| | | | | | | | | | | | | | | |
|----|----------|------|-----------|----------------|----|-------------------|-----|----|--------|----|--------|------|-----------|---------|
| 28 | 334056a | 2018 | Jeep | Grand Cherokee | 21 | Trade on New | Yes | \$ | 28,995 | \$ | 29,990 | 100% | \$3,247 | \$3,695 |
| 29 | cu1680 | 2019 | Nissan | Maxima | 17 | Auction/Wholesale | No | \$ | 25,500 | \$ | 25,500 | 98% | (\$134) | \$3,237 |
| 30 | 339642b | 2008 | Ford | F 150 | 8 | Trade on Used | No | \$ | 10,995 | \$ | 10,995 | 90% | \$1,240 | \$1,250 |
| 31 | cu1696 | 2017 | Chrysler | Pacifica | 17 | Auction/Wholesale | No | \$ | 25,995 | \$ | 25,995 | 97% | \$174 | \$824 |
| 32 | 252047a | 2020 | Ram | 2500 | 23 | Trade on New | Yes | \$ | 72,995 | \$ | 73,990 | 95% | \$598 | \$6,096 |
| 33 | 261916b | 2014 | Dodge | Charger | 51 | Trade on Used | No | \$ | 19,995 | \$ | 19,995 | 92% | \$1,056 | \$1,402 |
| 34 | 230910D | 2012 | Nissan | Armada | 15 | Trade on Used | No | \$ | 9,995 | \$ | 9,995 | 81% | \$1,795 | \$1,868 |
| 35 | cu1706 | 2013 | Dodge | Grand Caravan | 14 | Auction/Wholesale | No | \$ | 11,995 | \$ | 11,495 | 104% | \$3,950 | \$0 |
| 36 | cu1723 | 2015 | Ford | Focus | 4 | Street/Curb Buy | No | \$ | 6,995 | \$ | 6,995 | 79% | \$2,004 | \$286 |
| 37 | 169328c | 2013 | Ford | Expedition | 10 | Trade on Used | No | \$ | 9,995 | \$ | 9,995 | 85% | \$2,738 | \$0 |
| 38 | cu1663 | 2016 | Lincoln | MKX | 27 | Auction/Wholesale | No | \$ | 26,995 | \$ | 26,995 | 100% | \$690 | \$3,293 |
| 39 | cu1707 | 2020 | Chrysler | Pacifica | 10 | Auction/Wholesale | Yes | \$ | 27,995 | \$ | 28,995 | 92% | \$4,488 | \$0 |
| 40 | 2169341b | 2003 | Ford | E450 | 33 | Trade on Used | No | \$ | 6,500 | \$ | 4,908 | 75% | (\$252) | \$0 |
| 41 | cu1743 | 2011 | Jeep | Grand Cherokee | 4 | Street/Curb Buy | No | \$ | 18,500 | \$ | 16,500 | 102% | \$750 | \$1,138 |
| 42 | cu1622 | 2019 | Nissan | Rogue | 10 | Auction/Wholesale | No | \$ | 18,500 | \$ | 18,400 | 98% | (\$1,429) | \$1,478 |
| 43 | cu1742 | 2014 | Chrysler | T&C | 3 | Street/Curb Buy | No | \$ | 16,995 | \$ | 14,995 | 90% | \$1,752 | \$1,565 |
| 44 | cu1696 | 2017 | Chrysler | Pacifica | 5 | Auction/Wholesale | No | \$ | 25,995 | \$ | 25,995 | 92% | (\$1,168) | \$427 |
| 45 | 237420a | 2019 | Ram | 2500 | 42 | Trade on New | Yes | \$ | 66,995 | \$ | 67,900 | 94% | \$1,053 | \$3,878 |
| 46 | cu1623b | 2011 | Jeep | Patriot | 18 | Trade on Used | No | \$ | 8,995 | \$ | 8,500 | 108% | \$1,705 | \$245 |
| 47 | cu1712 | 2019 | Ram | 1500 | 13 | Auction/Wholesale | Yes | \$ | 29,995 | \$ | 30,890 | 91% | \$3,225 | \$652 |
| 48 | cu1693 | 2020 | Chrysler | Pacifica | 22 | Auction/Wholesale | Yes | \$ | 27,995 | \$ | 28,990 | 95% | \$1,600 | \$2,025 |
| 49 | cu1758 | 2015 | Jeep | Cherokee | 12 | Auction/Wholesale | No | \$ | 16,995 | \$ | 16,418 | 101% | (\$1,282) | \$342 |
| 50 | cu1718 | 2020 | GMC | Yukon | 9 | Auction/Wholesale | No | \$ | 39,995 | \$ | 39,995 | 93% | \$625 | \$757 |
| 51 | cu1714 | 2020 | GMC | Yukon | 10 | Auction/Wholesale | No | \$ | 39,990 | \$ | 40,990 | 94% | \$2,920 | \$710 |
| 52 | cu1730 | 2020 | GMC | Yukon | 14 | Auction/Wholesale | No | \$ | 41,500 | \$ | 41,500 | 92% | \$2,195 | \$2,960 |
| 53 | cu1724 | 2020 | Chevrolet | Silverado | 8 | Auction/Wholesale | No | \$ | 33,500 | \$ | 33,500 | 92% | \$2,480 | \$4,093 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 60% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 19.7 |
| Avg. Advertised Price (Time of Sale) | \$ 28,338 |
| Avg. Transaction Price | \$ 28,357 |
| Avg. Market Price at 100% | \$ 30,737 |
| Avg. Price to Market % (Time of Sale) | 92% |
| Avg. Transaction to Market | 92% |
| Avg. Transactional Discount | \$ (19) |
| Avg. Front-End Gross | \$ 695 |
| Avg. Finance Gross | \$ 1,381 |
| PUVR | \$ 2,076 |
| Total Gross (Units & PUVR) | \$ 415,160 |
| GROI | 134% |
| % with Trade | 43% |
| Avg. Over/Under Allowance | \$401 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Bob Atwood | |
|---------------------------------------|------------|------------|---------|
| % Retailed of Non-New Franchise | 60% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 19.7 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 28,338 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 28,357 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 30,737 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 92% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 92% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ (19) | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 695 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,381 | #DIV/0! | #DIV/0! |
| PUVR | \$ 2,076 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 415,160 | #DIV/0! | #DIV/0! |
| GROI | 134% | #DIV/0! | #DIV/0! |
| % with Trade | 43% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 401 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | Mike Lucki | Matt Vollmers |
|---------------------------------------|------------|------------|---------------|
| % Retailed of Non-New Franchise | 60% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 19.7 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 28,338 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 28,357 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 30,737 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 92% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 92% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ (19) | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 695 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,381 | #DIV/0! | #DIV/0! |
| PUVR | \$ 2,076 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 415,160 | #DIV/0! | #DIV/0! |
| GROI | 134% | #DIV/0! | #DIV/0! |
| % with Trade | 43% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 401 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Walker Strong | |
|---------------------------------------|------------|---------------|---------|
| % Retailed of Non-New Franchise | 60% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 19.7 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 28,338 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 28,357 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 30,737 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 92% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 92% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ (19) | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 695 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,381 | #DIV/0! | #DIV/0! |
| PUVR | \$ 2,076 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 415,160 | #DIV/0! | #DIV/0! |
| GROI | 134% | #DIV/0! | #DIV/0! |
| % with Trade | 43% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 401 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 51 | 149 |
| Avg. Days to Sale | 19.7 | 18.6 | 20.1 |
| Avg. Advertised Price (Time of Sale) | \$ 28,338 | \$ 35,947 | \$ 25,434 |
| Avg. Transaction Price | \$ 28,357 | \$ 36,898 | \$ 25,434 |
| Avg. Market Price at 100% | \$ 30,737 | \$ 37,968 | \$ 27,659 |
| Avg. Price to Market % (Time of Sale) | 92% | 95% | 92% |
| Avg. Transaction to Market | 92% | 97% | 92% |
| Avg. Transactional Discount | \$ (19) | \$ (951) | \$ 300 |
| Avg. Front-End Gross | \$ 695 | \$ 1,417 | \$ 448 |
| Avg. Finance Gross | \$ 1,381 | \$ 2,167 | \$ 1,111 |
| PUVR | \$ 2,076 | \$ 3,584 | \$ 1,559 |
| Total Gross (Units & PUVR) | \$ 415,160 | \$ 182,806 | \$ 232,354 |
| GROI | 134% | 188% | 110% |
| % with Trade | 43% | 53% | 40% |
| Avg. Over/Under Allowance | 401 | 456 | 377 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 81 | 119 |
| Avg. Days to Sale | 19.7 | 19.6 | 19.8 |
| Avg. Advertised Price (Time of Sale) | \$ 28,338 | \$ 31,560 | \$ 26,029 |
| Avg. Transaction Price | \$ 28,357 | \$ 31,777 | \$ 26,029 |
| Avg. Market Price at 100% | \$ 30,737 | \$ 33,400 | \$ 28,170 |
| Avg. Price to Market % (Time of Sale) | 92% | 94% | 92% |
| Avg. Transaction to Market | 92% | 95% | 92% |
| Avg. Transactional Discount | \$ (19) | \$ (217) | \$ 116 |
| Avg. Front-End Gross | \$ 695 | \$ 1,114 | \$ 410 |
| Avg. Finance Gross | \$ 1,381 | \$ 1,649 | \$ 1,198 |
| PUVR | \$ 2,076 | \$ 2,763 | \$ 1,608 |
| Total Gross (Units & PUVR) | \$ 415,160 | \$ 223,821 | \$ 191,339 |
| GROI | 134% | 160% | 112% |
| % with Trade | 43% | 47% | 40% |
| Avg. Over/Under Allowance | 401 | 425 | 382 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 200 | 27 | 68 |
| % of Retail Units | 100% | 14% | 34% |
| % Retailed of Non-New Franchise | 60% | 33% | 71% |
| Avg. Days to Sale | 19.7 | 32.0 | 23.5 |
| Avg. Transaction Price | \$ 28,357 | \$ 39,698 | \$ 20,736 |
| Avg. Transaction to Market % | 92% | 97% | 86% |
| Avg. Transactional Discount | \$ (19) | \$ (369) | \$ 490 |
| Avg. Front End Gross | \$ 695 | \$ 579 | \$ 714 |
| Avg. Finance Gross | \$ 1,381 | \$ 1,905 | \$ 1,166 |
| PUVR | \$ 2,076 | \$ 2,484 | \$ 1,880 |
| Total Gross (Units & PUVR) | \$ 415,160 | \$ 67,068 | \$ 127,829 |
| GROI | 134% | 70% | 139% |
| % with Trade | 43% | 52% | 31% |
| Avg. Over/Under Allowance | 401 | 196 | 464 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 7 | 96 | 0 | 0 |
| 4% | 48% | 0% | 0% |
| 57% | 59% | #DIV/0! | #DIV/0! |
| 14.1 | 14.4 | #DIV/0! | #DIV/0! |
| \$ 27,495 | \$ 30,714 | #DIV/0! | #DIV/0! |
| 94% | 94% | #DIV/0! | #DIV/0! |
| \$ 429 | \$ (314) | #DIV/0! | #DIV/0! |
| \$ 1,936 | \$ 603 | #DIV/0! | #DIV/0! |
| \$ 1,918 | \$ 1,351 | #DIV/0! | #DIV/0! |
| \$ 3,853 | \$ 1,954 | #DIV/0! | #DIV/0! |
| \$ 26,973 | \$ 187,575 | #DIV/0! | #DIV/0! |
| 357% | 159% | #DIV/0! | #DIV/0! |
| 29% | 49% | #DIV/0! | #DIV/0! |
| 500 | 434 | #DIV/0! | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|-----------|
| 0 | 0 | 2 |
| 0% | 0% | 1% |
| #DIV/0! | #DIV/0! | 50% |
| #DIV/0! | #DIV/0! | 1.0 |
| #DIV/0! | #DIV/0! | \$ 24,250 |
| #DIV/0! | #DIV/0! | 91% |
| #DIV/0! | #DIV/0! | \$ - |
| #DIV/0! | #DIV/0! | \$ 1,700 |
| #DIV/0! | #DIV/0! | \$ 1,158 |
| #DIV/0! | #DIV/0! | \$ 2,858 |
| #DIV/0! | #DIV/0! | \$ 5,715 |
| #DIV/0! | #DIV/0! | 4242% |
| #DIV/0! | #DIV/0! | 100% |
| #DIV/0! | #DIV/0! | 250 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 165 | 15 |
| % of Retail Units | 100% | 83% | 8% |
| % Retailed of Non-New Franchise | 60% | 61% | 53% |
| Avg. Days to Sale | 19.7 | 13.1 | 36.3 |
| Avg. Transaction Price | \$ 28,357 | \$ 27,838 | \$ 30,885 |
| Avg. Transaction to Market % | 92% | 91% | 90% |
| Avg. Transactional Discount | \$ (19) | \$ (31) | \$ 79 |
| Avg. Front End Gross | \$ 695 | \$ 1,147 | \$ (432) |
| Avg. Finance Gross | \$ 1,381 | \$ 1,366 | \$ 1,081 |
| PUVR | \$ 2,076 | \$ 2,513 | \$ 649 |
| Total Gross (Units & PUVR) | \$ 415,160 | \$ 414,647 | \$ 9,734 |
| GROI | 134% | 248% | 21% |
| % with Trade | 43% | 45% | 47% |
| Avg. Over/Under Allowance | 401 | 380 | 917 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-------------|
| 13 | 4 | 3 |
| 7% | 2% | 2% |
| 38% | 75% | 100% |
| 50.1 | 74.3 | 97.3 |
| \$ 31,681 | \$ 20,914 | \$ 39,771 |
| 93% | 96% | 90% |
| \$ (185) | \$ 458 | \$ 224 |
| \$ (1,150) | \$ (2,403) | \$ (6,409) |
| \$ 1,600 | \$ 2,336 | \$ 1,475 |
| \$ 450 | \$ (67) | \$ (4,934) |
| \$ 5,849 | \$ (269) | \$ (14,801) |
| 10% | -2% | -46% |
| 31% | 25% | 0% |
| 0 | 0 | #DIV/0! |