

First Time Fill Rate

| DEALERSHIP NAME | | First time fill rate | | | |
|-----------------|-----------|-----------------------------------|-----------------------------------|--------------------------|-----------------------------|
| DATE | # OF RO'S | RO's Filled 1st Time (Right Away) | RO's Filled the same day Same Day | RO's Not Filled Same Day | Actual 1st Time Fill Rate % |
| 9/5/2022 | 10 | 6 | 2 | 2 | 60.00% |
| 9/6/2022 | 12 | 8 | 3 | 1 | 66.67% |
| 9/8/2022 | 9 | 5 | 2 | 2 | 55.56% |
| 9/12/2022 | 16 | 12 | 1 | 3 | 75.00% |
| 9/13/2022 | 8 | 7 | 0 | 1 | 87.50% |
| 9/16/2022 | 13 | 8 | 2 | 3 | 61.54% |
| 9/19/2022 | 13 | 8 | 4 | 1 | 61.54% |
| 9/22/2022 | 10 | 7 | 3 | 0 | 70.00% |
| 9/23/2022 | 6 | 2 | 0 | 4 | 33.33% |
| 9/26/2022 | 8 | 6 | 2 | 0 | 75.00% |
| 9/27/2022 | 14 | 10 | 2 | 2 | 71.43% |
| Totals | 119 | 79 | | | 66.39% |