

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| STEVEN CIRILLO  | JOSEPH GIELLA      | DUSTIN RESTO        |
| JOHN JACK       | JOEY JACK          | PIERO LISSE         |
| STEVEN BRODEUR  |                    | JASON GUIFARRO      |
|                 |                    | STEVEN JASUTA       |
|                 |                    | JOSEPH TURNER       |
|                 |                    | TONY NOTO           |
|                 |                    | THADD BREWER        |
|                 |                    | ROBERT NOTO         |
|                 |                    | ASLY GONZALEZ       |
|                 |                    | CHRIS MORTATI       |
|                 |                    | JUAN SALAMANCA      |
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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      | U26358  | 2022 | CHEVROLET | CORVETTE | 36            | Auction/Wholesale  | No   | \$ 122,500                      | \$ 115,750        | 100%  | \$3,731         | \$0           |
| 2      | U26499  | 2019 | HONDA     | CRV      | 13            | Trade on New       | No   | \$ 25,769                       | \$ 26,079         | 101%  | \$5,944         | \$375         |
| 3      | U26562  | 2016 | HONDA     | CRV      | 6             | Trade on New       | No   | \$ 24,995                       | \$ 24,995         | 102%  | \$5,227         | \$5,575       |
| 4      | U26540  | 2019 | HONDA     | PILOT    | 9             | Trade on New       | No   | \$ 35,965                       | \$ 38,079         | 110%  | \$4,763         | \$7,347       |
| 5      | U24802  | 2020 | RAM       | 1500 PU  | 316           | Auction/Wholesale  | No   | \$ 34,995                       | \$ 34,957         | 98%   | (\$759)         | \$1,282       |
| 6      | U26506  | 2019 | HONDA     | CIVIC    | 19            | Trade on New       | No   | \$ 27,963                       | \$ 27,134         | 115%  | \$1,936         | \$0           |
| 7      | U26456  | 2016 | HONDA     | CRV      | 28            | Trade on New       | No   | \$ 26,261                       | \$ 24,800         | 99%   | \$3,378         | \$1,275       |
| 8      | U26527  | 2019 | HONDA     | CRV      | 16            | Trade on New       | No   | \$ 28,835                       | \$ 31,047         | 99%   | \$4,303         | \$4,543       |
| 9      | U26529  | 2019 | HONDA     | HRV      | 15            | Trade on New       | No   | \$ 28,995                       | \$ 28,995         | 111%  | \$5,348         | \$2,130       |
| 10     | U26496  | 2019 | HONDA     | ODYSSEY  | 23            | Trade on New       | No   | \$ 35,499                       | \$ 36,995         | 102%  | \$5,293         | \$0           |
| 11     | U26301  | 2017 | HONDA     | CIVIC    | 56            | Trade on New       | No   | \$ 20,995                       | \$ 20,995         | 100%  | \$2,606         | \$3,747       |
| 12     | U26495  | 2019 | HONDA     | CIVIC    | 24            | Trade on New       | No   | \$ 21,848                       | \$ 22,982         | 99%   | \$4,859         | \$0           |
| 13     | U26557  | 2019 | HONDA     | CRV      | 23            | Trade on New       | No   | \$ 31,999                       | \$ 31,499         | 101%  | \$2,581         | \$4,408       |
| 14     | U26586  | 2019 | HONDA     | CIVIC    | 13            | Trade on New       | No   | \$ 22,895                       | \$ 25,600         | 99%   | \$8,597         | \$3,304       |
| 15     | U26511  | 2019 | HONDA     | ODYSSEY  | 24            | Trade on New       | No   | \$ 37,389                       | \$ 37,884         | 105%  | \$2,518         | \$4,867       |
| 16     | U26898  | 2016 | HONDA     | FIT      | 25            | Auction/Wholesale  | No   | \$ 15,700                       | \$ 18,944         | 90%   | \$5,420         | \$ 1,500.00   |
| 17     | U26557  | 2019 | HONDA     | CRV      | 23            | Trade on New       | No   | \$ 31,999                       | \$ 30,409         | 101%  | \$2,581         | \$4,448       |
| 18     | U26464  | 2018 | CHEVROLET | EQUINOX  | 34            | Auction/Wholesale  | No   | \$ 21,995                       | \$ 22,484         | 98%   | \$3,267         | \$4,514       |
| 19     | U26655  | 2019 | HONDA     | CRV      | 18            | Trade on New       | No   | \$ 29,764                       | \$ 28,720         | 99%   | \$2,284         | \$3,110       |
| 20     | U26342  | 2019 | HONDA     | PASSPORT | 56            | Trade on New       | No   | \$ 33,995                       | \$ 33,995         | 100%  | \$2,772         | \$1,150       |
| 21     | U26576  | 2020 | HONDA     | CIVIC    | 30            | Trade on New       | No   | \$ 31,536                       | \$ 32,620         | 103%  | \$6,784         | \$5,467       |
| 22     | U26595  | 2019 | HONDA     | HRV      | 16            | Trade on New       | No   | \$ 27,265                       | \$ 29,030         | 100%  | \$4,787         | \$4,738       |
| 23     | U26614  | 2019 | HONDA     | CIVIC    | 23            | Trade on New       | No   | \$ 23,476                       | \$ 22,211         | 101%  | \$3,290         | \$2,645       |
| 24     | U26488  | 1029 | HONDA     | CIVIC    | 43            | Trade on New       | No   | \$ 23,995                       | \$ 21,978         | 102%  | \$2,208         | \$1,241       |
| 25     | U26047  | 2016 | HONDA     | CIVIC    | 116           | Trade on Used      | No   | \$ 34,595                       | \$ 34,595         | 94%   | \$2,379         | \$2,178       |
| 26     | U26692  | 2020 | HONDA     | FIT      | 5             | Trade on New       | No   | \$ 20,994                       | \$ 22,000         | 100%  | \$4,322         | \$0           |
| 27     | U26629  | 2019 | HONDA     | CIVIC    | 14            | Trade on New       | No   | \$ 23,843                       | \$ 25,779         | 101%  | \$4,904         | \$0           |
| 28     | U26674  | 2020 | HONDA     | CRV      | 10            | Trade on New       | No   | \$ 32,790                       | \$ 34,790         | 99%   | \$3,477         | \$5,856       |
| 29     | U26676  | 2011 | HONDA     | CIVIC    | 9             | Trade on Used      | No   | \$ 10,994                       | \$ 12,079         | 109%  | \$2,453         | \$1,000       |
| 30     | U26489  | 2019 | HONDA     | PILOT    | 43            | Trade on New       | No   | \$ 34,296                       | \$ 36,000         | 93%   | \$8,308         | \$4,949       |

|    |        |      |        |               |     |                   |    |    |        |    |        |      |           |         |
|----|--------|------|--------|---------------|-----|-------------------|----|----|--------|----|--------|------|-----------|---------|
| 31 | U26641 | 2017 | RAM    | PRO MASTER    | 71  | Auction/Wholesale | No | \$ | 23,125 | \$ | 25,202 | 100% | (\$1,831) | \$1,247 |
| 32 | U25793 | 2019 | RAM    | PRO MASTER    | 215 | Auction/Wholesale | No | \$ | 36,769 | \$ | 37,853 | 100% | (\$385)   | \$4,877 |
| 33 | U26255 | 2019 | JEEP   | GRAND CHEROKE | 135 | Auction/Wholesale | No | \$ | 25,877 | \$ | 26,961 | 100% | \$1,262   | \$3,420 |
| 34 | U26830 | 2014 | HONDA  | ODYSSEY       | 37  | Auction/Wholesale | No | \$ | 19,267 | \$ | 20,079 | 100% | \$3,700   | \$2,362 |
| 35 | U25812 | 2018 | TOYOTA | TACOMA        | 207 | Auction/Wholesale | No | \$ | 35,995 | \$ | 37,079 | 93%  | \$692     | \$4,196 |
| 36 | U25538 | 2019 | FORD   | TRANSIT       | 197 | Auction/Wholesale | No | \$ | 41,995 | \$ | 41,679 | 98%  | (\$426)   | \$0     |
| 37 | U26479 | 2014 | NISSAN | SENTRA        | 24  | Trade on Used     | No | \$ | 13,766 | \$ | 13,766 | 101% | \$3,587   | \$1,155 |
| 38 | U25781 | 2020 | FORD   | T250          | 143 | Auction/Wholesale | No | \$ | 43,995 | \$ | 44,779 | 86%  | \$2,884   | \$1,197 |
| 39 | U26275 | 2019 | GMC    | TERRAIN       | 60  | Auction/Wholesale | No | \$ | 29,305 | \$ | 30,079 | 102% | \$467     | \$0     |
| 40 | U25796 | 2020 | FORD   | TRANSIT       | 151 | Auction/Wholesale | No | \$ | 42,995 | \$ | 43,579 | 95%  | \$1,616   | \$1,084 |
| 41 | U26615 | 2017 | NISSAN | SENTRA        | 14  | Auction/Wholesale | No | \$ | 12,998 | \$ | 14,481 | 99%  | \$2,338   | \$4,574 |
| 42 | U26492 | 2020 | DODGE  | DURANGO       | 38  | Auction/Wholesale | No | \$ | 36,495 | \$ | 37,579 | 91%  | \$3,477   | \$5,231 |
| 43 | U26604 | 2019 | TOYOTA | RAV 4         | 22  | Auction/Wholesale | No | \$ | 33,979 | \$ | 35,452 | 99%  | \$4,787   | \$0     |
| 44 | U26745 | 2019 | HONDA  | PILOT         | 3   | Street/Curb Buy   | No | \$ | 31,994 | \$ | 36,074 | 94%  | \$9,029   | \$5,396 |
| 45 | U26705 | 2018 | HONDA  | CIVIC         | 11  | Trade on Used     | No | \$ | 23,276 | \$ | 20,953 | 99%  | \$2,201   | \$2,250 |
| 46 | U26565 | 2018 | HONDA  | CIVIC         | 34  | Trade on New      | No | \$ | 28,995 | \$ | 31,995 | 94%  | \$3,850   | \$6,184 |
| 47 | U26616 | 2019 | HONDA  | CRV           | 25  | Trade on New      | No | \$ | 31,899 | \$ | 32,500 | 100% | \$5,702   | \$2,144 |
| 48 | U26630 | 2019 | NISSAN | ROGUE         | 22  | Trade on New      | No | \$ | 26,450 | \$ | 25,320 | 101% | \$819     | \$0     |
| 49 | U26715 | 2016 | HONDA  | CIVIC         | 12  | Trade on Used     | No | \$ | 18,795 | \$ | 21,774 | 100% | \$3,442   | \$1,681 |
| 50 | U26743 | 2017 | HONDA  | CIVIC         | 8   | Trade on New      | No | \$ | 20,495 | \$ | 20,495 | 102% | \$4,518   | \$365   |
| 51 | U26905 | 2020 | HONDA  | ACCORD        | 28  | Trade on New      | No | \$ | 23,063 | \$ | 22,700 | 97%  | \$2,277   | \$3,730 |
| 52 | U26966 | 2019 | HONDA  | CIVIC         | 14  | Trade on New      | No | \$ | 22,595 | \$ | 21,669 | 100% | \$2,247   | \$3,106 |
| 53 | U26744 | 2016 | TOYOTA | CAMRY         | 11  | Trade on Used     | No | \$ | 18,995 | \$ | 20,079 | 95%  | \$1,079   | \$3,022 |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 24%        |
| Total # Retail Units                  | 132        |
| Avg. Days to Sale                     | 38.9       |
| Avg. Advertised Price (Time of Sale)  | \$ 27,290  |
| Avg. Transaction Price                | \$ 27,998  |
| Avg. Market Price at 100%             | \$ 27,668  |
| Avg. Price to Market % (Time of Sale) | 99%        |
| Avg. Transaction to Market            | 101%       |
| Avg. Transactional Discount           | \$ (707)   |
| Avg. Front-End Gross                  | \$ 3,355   |
| Avg. Finance Gross                    | \$ 3,031   |
| PUVR                                  | \$ 6,387   |
| Total Gross (Units & PUVR)            | \$ 843,051 |
| GROI                                  | 211%       |
| % with Trade                          | 30%        |
| Avg. Over/Under Allowance             | \$210      |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals     | STEVEN CIRILLO | JOHN JACK  |
|---------------------------------------|------------|----------------|------------|
| % Retailed of Non-New Franchise       | 24%        | 7%             | 10%        |
| Total # Retail Units                  | 132        | 56             | 49         |
| Avg. Days to Sale                     | 38.9       | 30.3           | 24.7       |
| Avg. Advertised Price (Time of Sale)  | \$ 27,290  | \$ 27,772      | \$ 26,065  |
| Avg. Transaction Price                | \$ 27,998  | \$ 28,197      | \$ 26,829  |
| Avg. Market Price at 100%             | \$ 27,668  | \$ 27,982      | \$ 26,322  |
| Avg. Price to Market % (Time of Sale) | 99%        | 99%            | 99%        |
| Avg. Transaction to Market            | 101%       | 101%           | 102%       |
| Avg. Transactional Discount           | \$ (707)   | \$ (425)       | \$ (764)   |
| Avg. Front-End Gross                  | \$ 3,355   | \$ 3,658       | \$ 3,872   |
| Avg. Finance Gross                    | \$ 3,031   | \$ 2,955       | \$ 3,454   |
| PUVR                                  | \$ 6,387   | \$ 6,614       | \$ 7,326   |
| Total Gross (Units & PUVR)            | \$ 843,051 | \$ 370,358     | \$ 358,987 |
| GROI                                  | 211%       | 279%           | 399%       |
| % with Trade                          | 30%        | 30%            | 35%        |
| Avg. Over/Under Allowance             | 210        | 212            | 224        |



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

| STEVEN BRODEUR |         |         |         |
|----------------|---------|---------|---------|
| 88%            | #DIV/0! | #DIV/0! | #DIV/0! |
| 26             | 0       | 0       | 0       |
| 84.1           | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 28,612      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 29,806      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 29,731      | #DIV/0! | #DIV/0! | #DIV/0! |
| 96%            | #DIV/0! | #DIV/0! | #DIV/0! |
| 100%           | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ (1,194)     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,685       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,477       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 4,162       | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 108,216     | #DIV/0! | #DIV/0! | #DIV/0! |
| 60%            | #DIV/0! | #DIV/0! | #DIV/0! |
| 19%            | #DIV/0! | #DIV/0! | #DIV/0! |
| 0              | #DIV/0! | #DIV/0! | #DIV/0! |





## Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant                      | Totals     | ASLY GONZALEZ | DUSTIN RESTO |
|---------------------------------------|------------|---------------|--------------|
| % Retailed of Non-New Franchise       | 24%        | 40%           | 25%          |
| Total # Retail Units                  | 132        | 5             | 8            |
| Avg. Days to Sale                     | 38.9       | 44.4          | 26.4         |
| Avg. Advertised Price (Time of Sale)  | \$ 27,290  | \$ 23,476     | \$ 25,139    |
| Avg. Transaction Price                | \$ 27,998  | \$ 22,868     | \$ 25,108    |
| Avg. Market Price at 100%             | \$ 27,668  | \$ 24,077     | \$ 25,359    |
| Avg. Price to Market % (Time of Sale) | 99%        | 98%           | 99%          |
| Avg. Transaction to Market            | 101%       | 95%           | 99%          |
| Avg. Transactional Discount           | \$ (707)   | \$ 608        | \$ 30        |
| Avg. Front-End Gross                  | \$ 3,355   | \$ 1,829      | \$ 2,722     |
| Avg. Finance Gross                    | \$ 3,031   | \$ 1,100      | \$ 2,425     |
| PUVR                                  | \$ 6,387   | \$ 2,929      | \$ 5,147     |
| Total Gross (Units & PUVR)            | \$ 843,051 | \$ 14,646     | \$ 41,174    |
| GROI                                  | 211%       | 104%          | 280%         |
| % with Trade                          | 30%        | 20%           | 38%          |
| Avg. Over/Under Allowance             | 210        | 0             | 500          |



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

| PIERO LISSE | JASON GUIFARRO | STEVEN JASUTA | JOSEPH TURNER |
|-------------|----------------|---------------|---------------|
| 0%          | 7%             | 13%           | 10%           |
| 19          | 28             | 8             | 10            |
| 18.1        | 33.7           | 23.9          | 36.3          |
| \$ 25,937   | \$ 27,847      | \$ 38,917     | \$ 24,972     |
| \$ 26,755   | \$ 28,852      | \$ 38,992     | \$ 25,755     |
| \$ 26,085   | \$ 28,221      | \$ 39,206     | \$ 25,597     |
| 99%         | 99%            | 99%           | 98%           |
| 103%        | 102%           | 99%           | 101%          |
| \$ (818)    | \$ (1,005)     | \$ (75)       | \$ (784)      |
| \$ 4,073    | \$ 4,096       | \$ 4,626      | \$ 2,862      |
| \$ 4,444    | \$ 3,802       | \$ 1,654      | \$ 2,497      |
| \$ 8,517    | \$ 7,898       | \$ 6,280      | \$ 5,359      |
| \$ 161,826  | \$ 221,142     | \$ 50,240     | \$ 53,589     |
| 635%        | 293%           | 243%          | 206%          |
| 26%         | 25%            | 63%           | 70%           |
| -320        | 386            | 900           | 143           |

| TONY NOTO | THADD BREWER | ROBERT NOTO | JUAN SALAMANCA |
|-----------|--------------|-------------|----------------|
| 0%        | 0%           | 10%         | 88%            |
| 9         | 9            | 10          | 17             |
| 24.0      | 18.8         | 28.8        | 71.1           |
| \$ 24,475 | \$ 24,973    | \$ 26,133   | \$ 29,159      |
| \$ 25,146 | \$ 25,514    | \$ 26,388   | \$ 29,849      |
| \$ 24,310 | \$ 25,451    | \$ 25,677   | \$ 30,483      |
| 101%      | 98%          | 102%        | 96%            |
| 103%      | 100%         | 103%        | 98%            |
| \$ (671)  | \$ (541)     | \$ (255)    | \$ (690)       |
| \$ 3,841  | \$ 5,071     | \$ 3,026    | \$ 2,108       |
| \$ 2,798  | \$ 3,241     | \$ 2,740    | \$ 2,494       |
| \$ 6,639  | \$ 8,312     | \$ 5,766    | \$ 4,602       |
| \$ 59,750 | \$ 74,812    | \$ 57,656   | \$ 78,235      |
| 396%      | 625%         | 273%        | 78%            |
| 56%       | 22%          | 0%          | 18%            |
| 60        | 0            | #DIV/0!     | 0              |

| CHRIS MORTATI |         |         |         |
|---------------|---------|---------|---------|
| 89%           | #DIV/0! | #DIV/0! | #DIV/0! |
| 9             | 0       | 0       | 0       |
| 108.6         | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 27,577     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 29,723     | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 28,309     | #DIV/0! | #DIV/0! | #DIV/0! |
| 97%           | #DIV/0! | #DIV/0! | #DIV/0! |
| 105%          | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ (2,146)    | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 887        | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,444      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 3,331      | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 29,981     | #DIV/0! | #DIV/0! | #DIV/0! |
| 37%           | #DIV/0! | #DIV/0! | #DIV/0! |
| 22%           | #DIV/0! | #DIV/0! | #DIV/0! |
| 0             | #DIV/0! | #DIV/0! | #DIV/0! |

























## Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager                       | Totals     | JOSEPH GIELLA | JOEY JACK  |
|---------------------------------------|------------|---------------|------------|
| % Retailed of Non-New Franchise       | 24%        | 23%           | 27%        |
| Total # Retail Units                  | 132        | 80            | 52         |
| Avg. Days to Sale                     | 38.9       | 37.6          | 40.8       |
| Avg. Advertised Price (Time of Sale)  | \$ 27,290  | \$ 27,598     | \$ 26,816  |
| Avg. Transaction Price                | \$ 27,998  | \$ 28,569     | \$ 27,118  |
| Avg. Market Price at 100%             | \$ 27,668  | \$ 27,929     | \$ 27,347  |
| Avg. Price to Market % (Time of Sale) | 99%        | 99%           | 98%        |
| Avg. Transaction to Market            | 101%       | 102%          | 99%        |
| Avg. Transactional Discount           | \$ (707)   | \$ (971)      | \$ (302)   |
| Avg. Front-End Gross                  | \$ 3,355   | \$ 3,640      | \$ 2,917   |
| Avg. Finance Gross                    | \$ 3,031   | \$ 3,257      | \$ 2,684   |
| PUVR                                  | \$ 6,387   | \$ 6,897      | \$ 5,601   |
| Total Gross (Units & PUVR)            | \$ 843,051 | \$ 551,791    | \$ 291,260 |
| GROI                                  | 211%       | 231%          | 182%       |
| % with Trade                          | 30%        | 0%            | 0%         |
| Avg. Over/Under Allowance             | 210        | 54            | 500        |







## Scoreboard

| CPO                                   | Totals     | Yes     | No         |
|---------------------------------------|------------|---------|------------|
| Total # Retail Units                  | 132        | 0       | 132        |
| Avg. Days to Sale                     | 38.9       | #DIV/0! | 38.9       |
| Avg. Advertised Price (Time of Sale)  | \$ 27,290  | #DIV/0! | \$ 27,998  |
| Avg. Transaction Price                | \$ 27,998  | #DIV/0! | \$ 27,998  |
| Avg. Market Price at 100%             | \$ 27,668  | #DIV/0! | \$ 27,699  |
| Avg. Price to Market % (Time of Sale) | 99%        | #DIV/0! | 101%       |
| Avg. Transaction to Market            | 101%       | #DIV/0! | 101%       |
| Avg. Transactional Discount           | \$ (707)   | #DIV/0! | \$ (707)   |
| Avg. Front-End Gross                  | \$ 3,355   | #DIV/0! | \$ 3,355   |
| Avg. Finance Gross                    | \$ 3,031   | #DIV/0! | \$ 3,031   |
| PUVR                                  | \$ 6,387   | #DIV/0! | \$ 6,387   |
| Total Gross (Units & PUVR)            | \$ 843,051 | #DIV/0! | \$ 843,051 |
| GROI                                  | 211%       | #DIV/0! | 211%       |
| % with Trade                          | 30%        | #DIV/0! | 30%        |
| Avg. Over/Under Allowance             | 210        | #DIV/0! | 210        |



## Scoreboard

| Same Brand as New                     | Totals     | Yes        | No         |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units                  | 132        | 98         | 32         |
| Avg. Days to Sale                     | 38.9       | 24.6       | 84.6       |
| Avg. Advertised Price (Time of Sale)  | \$ 27,290  | \$ 26,204  | \$ 31,534  |
| Avg. Transaction Price                | \$ 27,998  | \$ 26,868  | \$ 31,534  |
| Avg. Market Price at 100%             | \$ 27,668  | \$ 26,425  | \$ 31,731  |
| Avg. Price to Market % (Time of Sale) | 99%        | 99%        | 99%        |
| Avg. Transaction to Market            | 101%       | 102%       | 99%        |
| Avg. Transactional Discount           | \$ (707)   | \$ (664)   | \$ (754)   |
| Avg. Front-End Gross                  | \$ 3,355   | \$ 4,003   | \$ 1,382   |
| Avg. Finance Gross                    | \$ 3,031   | \$ 3,401   | \$ 1,974   |
| PUVR                                  | \$ 6,387   | \$ 7,403   | \$ 3,357   |
| Total Gross (Units & PUVR)            | \$ 843,051 | \$ 725,511 | \$ 107,410 |
| GROI                                  | 211%       | 403%       | 45%        |
| % with Trade                          | 30%        | 35%        | 16%        |
| Avg. Over/Under Allowance             | 210        | 276        | 0          |



## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 132        | 78           | 14            |
| % of Retail Units               | 100%       | 59%          | 11%           |
| % Retailed of Non-New Franchise | 24%        | 3%           | 14%           |
| Avg. Days to Sale               | 38.9       | 22.6         | 21.9          |
| Avg. Transaction Price          | \$ 27,998  | \$ 27,782    | \$ 19,978     |
| Avg. Transaction to Market %    | 101%       | 102%         | 102%          |
| Avg. Transactional Discount     | \$ (707)   | \$ (580)     | \$ (558)      |
| Avg. Front End Gross            | \$ 3,355   | \$ 4,121     | \$ 3,068      |
| Avg. Finance Gross              | \$ 3,031   | \$ 3,427     | \$ 2,270      |
| PUVR                            | \$ 6,387   | \$ 7,548     | \$ 5,339      |
| Total Gross (Units & PUVR)      | \$ 843,051 | \$ 588,717   | \$ 74,739     |
| GROI                            | 211%       | 433%         | 439%          |
| % with Trade                    | 30%        | 37%          | 14%           |
| Avg. Over/Under Allowance       | 210        | 186          | 0             |



| Street/Curb buy | Auction/wholesale | Loaner  | LBO customer |
|-----------------|-------------------|---------|--------------|
| 3               | 37                | 0       | 0            |
| 2%              | 28%               | 0%      | 0%           |
| 0%              | 76%               | #DIV/0! | #DIV/0!      |
| 38.7            | 79.7              | #DIV/0! | #DIV/0!      |
| \$ 36,786       | \$ 30,774         | #DIV/0! | #DIV/0!      |
| 105%            | 102%              | #DIV/0! | #DIV/0!      |
| \$ (2,861)      | \$ (857)          | #DIV/0! | #DIV/0!      |
| \$ 6,465        | \$ 1,598          | #DIV/0! | #DIV/0!      |
| \$ 6,060        | \$ 2,241          | #DIV/0! | #DIV/0!      |
| \$ 12,525       | \$ 3,838          | #DIV/0! | #DIV/0!      |
| \$ 37,575       | \$ 142,020        | #DIV/0! | #DIV/0!      |
| 317%            | 56%               | #DIV/0! | #DIV/0!      |
| 100%            | 16%               | #DIV/0! | #DIV/0!      |
| 1,000           | 0                 | #DIV/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            | 132        | 85         | 22         |
| % of Retail Units               | 100%       | 64%        | 17%        |
| % Retailed of Non-New Franchise | 24%        | 12%        | 27%        |
| Avg. Days to Sale               | 38.9       | 16.3       | 37.7       |
| Avg. Transaction Price          | \$ 27,998  | \$ 25,943  | \$ 30,647  |
| Avg. Transaction to Market %    | 101%       | 103%       | 97%        |
| Avg. Transactional Discount     | \$ (707)   | \$ (825)   | \$ 501     |
| Avg. Front End Gross            | \$ 3,355   | \$ 4,024   | \$ 3,215   |
| Avg. Finance Gross              | \$ 3,031   | \$ 3,111   | \$ 2,800   |
| PUVR                            | \$ 6,387   | \$ 7,135   | \$ 6,015   |
| Total Gross (Units & PUVR)      | \$ 843,051 | \$ 606,501 | \$ 132,322 |
| GROI                            | 211%       | 609%       | 187%       |
| % with Trade                    | 30%        | 32%        | 32%        |
| Avg. Over/Under Allowance       | 210        | 189        | 329        |



| 46-60 days | 61-90 days | 90+ days   |
|------------|------------|------------|
| 9          | 4          | 12         |
| 7%         | 3%         | 9%         |
| 33%        | 75%        | 83%        |
| 52.1       | 72.3       | 180.1      |
| \$ 28,922  | \$ 28,436  | \$ 36,854  |
| 103%       | 102%       | 103%       |
| \$ (1,037) | \$ (1,812) | \$ (1,474) |
| \$ 2,424   | \$ 1,873   | \$ 67      |
| \$ 3,316   | \$ 2,583   | \$ 2,828   |
| \$ 5,741   | \$ 4,456   | \$ 2,895   |
| \$ 51,665  | \$ 17,822  | \$ 34,741  |
| 137%       | 78%        | 16%        |
| 33%        | 25%        | 17%        |
| 0          | 1,000      | 0          |