

| 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 | G23031B | 2017 | JEEP | WRANGLER | 4 | Trade on Used | No | \$ 35,995 | \$ 35,088 | 100% | \$2,500 | \$2,232 |
| 2 | G22208B | 2018 | Ford | EXPLORER | 33 | Trade on Used | No | \$ 29,478 | \$ 29,130 | 103% | \$4,032 | \$4,866 |
| 3 | GC22106B | 2022 | Kia | SELTOS | 7 | Trade on Used | No | \$ 32,495 | \$ 32,495 | 101% | \$2,945 | \$2,290 |
| 4 | GP5941 | 2019 | Chevrolet | CAMARO | 19 | Auction/Wholesale | No | \$ 39,142 | \$ 39,142 | 99% | \$1,577 | \$3,363 |
| 5 | G22227A | 2017 | GMC | SIERRA 2500 | 72 | Trade on New | No | \$ 59,621 | \$ 59,621 | 102% | \$2,142 | \$250 |
| 6 | GP5965 | 2020 | Chevrolet | SILVERADO | 0 | LBO Customer | No | \$ 39,920 | \$ 39,920 | 100% | \$0 | \$2,776 |
| 7 | C22436A | 2018 | GMC | YUKON XL | 9 | Other | No | \$ 38,788 | \$ 38,788 | 100% | \$2,898 | \$2,052 |
| 8 | B22125A | 2022 | Chevrolet | BLAZER | 28 | Other | No | \$ 44,371 | \$ 44,371 | 100% | \$1,093 | \$3,067 |
| 9 | GC22281B | 2015 | Subaru | FORESTER | 49 | Trade on Used | No | \$ 13,369 | \$ 12,300 | 100% | \$2,502 | \$250 |
| 10 | GP5944A | 2021 | Chevrolet | TRAVERSE | 19 | Trade on Used | No | \$ 42,352 | \$ 42,352 | 97% | \$4,234 | \$4,391 |
| 11 | G22241B | 2020 | Chevrolet | SILVERADO | 32 | Trade on Used | No | \$ 41,361 | \$ 41,162 | 97% | \$2,518 | \$250 |
| 12 | GP5949A | 2021 | JEEP | WRANGLER | 17 | Trade on Used | No | \$ 52,345 | \$ 52,345 | 105% | \$5,275 | \$3,981 |
| 13 | PF1122P | 2021 | Ram | RAM 2500 | 163 | Other | No | \$ 64,955 | \$ 64,955 | 100% | \$35 | \$2,924 |
| 14 | B23004A | 2021 | Chevrolet | TRAVERSE | 21 | Other | No | \$ 45,637 | \$ 45,637 | 100% | \$2,209 | \$2,825 |
| 15 | G22237A | 2011 | Chevrolet | SILVERADO | 32 | Trade on New | No | \$ 17,643 | \$ 17,995 | 98% | \$2,120 | \$789 |
| 16 | GP5963 | 2019 | Ram | RAM 1500 | 7 | Auction/Wholesale | No | \$ 40,995 | \$ 40,995 | 100% | \$3,513 | \$4,338 |
| 17 | PF1367P | 2017 | JEEP | COMPASS | 14 | Other | No | \$ 19,554 | \$ 19,554 | 100% | \$1,037 | \$3,776 |
| 18 | B22101A | 2021 | Nissan | TITAN | 100 | Other | No | \$ 39,480 | \$ 39,480 | 100% | (\$165) | \$250 |
| 19 | G22222B | 2013 | Ford | F150 | 71 | Trade on Used | No | \$ 23,798 | \$ 23,798 | 102% | \$2,626 | \$1,609 |
| 20 | G22256A | 2018 | Chevrolet | Equinox | 34 | Trade on New | No | \$ 21,433 | \$ 21,433 | 103% | \$2,501 | \$1,770 |
| 21 | GP5959 | 2021 | Nissan | ALTIMA | 16 | Auction/Wholesale | No | \$ 26,995 | \$ 26,994 | 101% | \$2,364 | \$4,100 |
| 22 | G23031C | 2013 | Ram | RAM 1500 | 19 | Trade on Used | No | \$ 20,495 | \$ 20,495 | 102% | \$1,602 | \$1,412 |
| 23 | G22257A | 2020 | Chevrolet | SILVERADO | 9 | Trade on New | No | \$ 52,495 | \$ 52,495 | 100% | \$4,363 | \$2,650 |
| 24 | GC23000B | 2021 | GMC | CANYON | 28 | Trade on Used | No | \$ 40,995 | \$ 40,995 | 101% | \$3,700 | \$5,145 |
| 25 | GP5817A | 2017 | Chevrolet | SILVERADO | 140 | Trade on Used | No | \$ 26,175 | \$ 26,175 | 96% | (\$354) | \$1,778 |
| 26 | G22260B | 2015 | Chevrolet | IMPALA | 17 | Trade on New | No | \$ 16,995 | \$ 15,544 | 97% | \$500 | \$0 |
| 27 | G23005B | 2016 | Land Rover | LR4 | 38 | Trade on Used | No | \$ 38,495 | \$ 36,500 | 96% | \$4,325 | \$250 |

| | | | | | | | | | | | | | | |
|----|----------|------|------------|----------------|-----|---------------------|----|----|--------|----|--------|------|---------|---------|
| 28 | GP5923A | 2015 | Chevrolet | CITY EXPRESS | 101 | Trade on Used | No | \$ | 11,949 | \$ | 11,500 | 94% | \$206 | \$0 |
| 29 | GP5946 | 2019 | Ford | F150 | 38 | Street/Curb Buy | No | \$ | 51,263 | \$ | 51,140 | 97% | \$2,090 | \$3,638 |
| 30 | G22219B | 2018 | Chevrolet | SILVERADO | 60 | Trade on Used | No | \$ | 31,206 | \$ | 30,440 | 99% | \$3,177 | \$2,910 |
| 31 | G23005C | 2010 | Chevrolet | SILVERAD 2500 | 4 | Trade on Used | No | \$ | 21,995 | \$ | 21,995 | 100% | \$3,625 | \$3,309 |
| 32 | GP5963A | 2018 | Chevrolet | TRAX | 12 | Trade on Used | No | \$ | 19,495 | \$ | 19,495 | 100% | \$2,147 | \$2,615 |
| 33 | GP5951 | 2017 | Chevrolet | SILVERADO 3500 | 33 | Auction/Wholesale | No | \$ | 37,833 | \$ | 37,833 | 98% | \$790 | \$3,437 |
| 34 | GP5967 | 2019 | Chevrolet | CORVETTE | 16 | Street/Curb Buy | No | \$ | 69,995 | \$ | 69,995 | 110% | \$4,047 | \$2,281 |
| 35 | GP5942 | 2020 | Cadillac | XT6 | 43 | LBO OEM/Leasing Co. | No | \$ | 44,562 | \$ | 44,562 | 98% | \$1,877 | \$1,889 |
| 36 | G22258A | 2017 | Chevrolet | SILVERADO | 31 | Trade on Used | No | \$ | 32,598 | \$ | 32,598 | 97% | \$4,748 | \$5,191 |
| 37 | CV22262A | 2020 | Ford | EXPLORER | 74 | Other | No | \$ | 42,800 | \$ | 42,800 | 100% | \$867 | \$250 |
| 38 | BP4336 | 2019 | Honda | CIVIC | 104 | Other | No | \$ | 22,080 | \$ | 22,080 | 100% | \$0 | \$4,108 |
| 39 | GC1122A | 2021 | Volkswagen | JETTA | 19 | Trade on Used | No | \$ | 24,895 | \$ | 24,895 | 105% | \$2,199 | \$1,123 |
| 40 | GP5961 | 2019 | Buick | ENCORE | 25 | Street/Curb Buy | No | \$ | 23,278 | \$ | 23,278 | 102% | \$4,652 | \$250 |
| 41 | G22241C | 2015 | GMC | SIERRA 2500 | 21 | Trade on Used | No | \$ | 35,995 | \$ | 35,995 | 99% | \$1,505 | \$1,535 |
| 42 | G23008B | 2017 | BMW | X5 | 57 | Trade on Used | No | \$ | 31,570 | \$ | 30,500 | 100% | \$5,720 | \$852 |
| 43 | GP5967A | 2016 | Porsche | CAYMAN | 6 | Trade on Used | No | \$ | 46,995 | \$ | 46,995 | 94% | \$5,925 | \$250 |
| 44 | G22244A | 2017 | Chevrolet | TRAVERSE | 68 | Trade on New | No | \$ | 23,155 | \$ | 22,436 | 104% | \$1,991 | \$2,503 |
| 45 | G22275A | 2020 | Chevrolet | BLAZER | 10 | Trade on New | No | \$ | 34,995 | \$ | 34,995 | 101% | \$3,224 | \$4,701 |
| 46 | G23045A | 2015 | GMC | ACADIA | 11 | Trade on New | No | \$ | 19,995 | \$ | 19,900 | 100% | \$1,612 | \$3,204 |
| 47 | GP5960 | 2017 | GMC | SIERRA | 31 | Street/Curb Buy | No | \$ | 30,277 | \$ | 30,277 | 102% | \$1,324 | \$3,658 |
| 48 | GP5969 | 2016 | JEEP | PATRIOT | 16 | Street/Curb Buy | No | \$ | 17,895 | \$ | 17,550 | 98% | \$2,994 | \$1,650 |
| 49 | GP5931 | 2016 | RAM | RAM 1500 | 78 | Street/Curb Buy | No | \$ | 30,995 | \$ | 30,995 | 102% | \$3,029 | \$250 |
| 50 | B22144A | 2016 | Buick | REGAL | 35 | Other | No | \$ | 17,889 | \$ | 17,889 | 100% | \$1,533 | \$2,683 |
| 51 | G22261A | 2016 | GMC | SIERRA | 41 | Trade on New | No | \$ | 26,995 | \$ | 26,995 | 101% | \$4,541 | \$0 |
| 52 | G23014A | 2019 | GMC | ACADIA | 63 | Trade on New | No | \$ | 27,499 | \$ | 27,965 | 93% | \$1,649 | \$4,294 |
| 53 | G22243A | 2019 | Toyota | 4 RUNNER | 71 | Trade on New | No | \$ | 40,809 | \$ | 40,809 | 99% | \$2,043 | \$650 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 44% |
| Total # Retail Units | 64 |
| Avg. Days to Sale | 37.5 |
| Avg. Advertised Price (Time of Sale) | \$ 34,490 |
| Avg. Transaction Price | \$ 34,318 |
| Avg. Market Price at 100% | \$ 34,609 |
| Avg. Price to Market % (Time of Sale) | 100% |
| Avg. Transaction to Market | 99% |
| Avg. Transactional Discount | \$ 172 |
| Avg. Front-End Gross | \$ 2,321 |
| Avg. Finance Gross | \$ 2,204 |
| PUVR | \$ 4,526 |
| Total Gross (Units & PUVR) | \$ 289,639 |
| GROI | 126% |
| % with Trade | 50% |
| Avg. Over/Under Allowance | (\$40) |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Bob Atwood | RICK |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise | 44% | #DIV/0! | 45% |
| Total # Retail Units | 64 | 0 | 47 |
| Avg. Days to Sale | 37.5 | #DIV/0! | 39.6 |
| Avg. Advertised Price (Time of Sale) | \$ 34,490 | #DIV/0! | \$ 33,947 |
| Avg. Transaction Price | \$ 34,318 | #DIV/0! | \$ 33,808 |
| Avg. Market Price at 100% | \$ 34,609 | #DIV/0! | \$ 34,257 |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | 99% |
| Avg. Transaction to Market | 99% | #DIV/0! | 99% |
| Avg. Transactional Discount | \$ 172 | #DIV/0! | \$ 139 |
| Avg. Front-End Gross | \$ 2,321 | #DIV/0! | \$ 2,345 |
| Avg. Finance Gross | \$ 2,204 | #DIV/0! | \$ 2,144 |
| PUVR | \$ 4,526 | #DIV/0! | \$ 4,489 |
| Total Gross (Units & PUVR) | \$ 289,639 | #DIV/0! | \$ 210,994 |
| GROI | 126% | #DIV/0! | 121% |
| % with Trade | 50% | #DIV/0! | 53% |
| Avg. Over/Under Allowance | -40 | #DIV/0! | -42 |



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

| RODNEY | | | |
|-----------|---------|---------|---------|
| 41% | #DIV/0! | #DIV/0! | #DIV/0! |
| 17 | 0 | 0 | 0 |
| 31.8 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 35,993 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 35,729 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 35,526 | #DIV/0! | #DIV/0! | #DIV/0! |
| 101% | #DIV/0! | #DIV/0! | #DIV/0! |
| 101% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 264 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,254 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 2,372 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 4,626 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 78,645 | #DIV/0! | #DIV/0! | #DIV/0! |
| 146% | #DIV/0! | #DIV/0! | #DIV/0! |
| 41% | #DIV/0! | #DIV/0! | #DIV/0! |
| -35 | #DIV/0! | #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 | 44% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 64 | 0 | 0 |
| Avg. Days to Sale | 37.5 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 34,490 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 34,318 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 34,609 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 99% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 172 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 2,321 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 2,204 | #DIV/0! | #DIV/0! |
| PUVR | \$ 4,526 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 289,639 | #DIV/0! | #DIV/0! |
| GROI | 126% | #DIV/0! | #DIV/0! |
| % with Trade | 50% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | -40 | #DIV/0! | #DIV/0! |



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

| CHRISIE | ANDY | JOSH | MIKE |
|-----------|-----------|-----------|-----------|
| 27% | 47% | 100% | 38% |
| 15 | 19 | 3 | 13 |
| 25.2 | 36.0 | 21.0 | 43.5 |
| \$ 34,917 | \$ 40,721 | \$ 22,309 | \$ 31,145 |
| \$ 34,645 | \$ 40,623 | \$ 22,078 | \$ 31,094 |
| \$ 35,269 | \$ 40,333 | \$ 22,145 | \$ 31,383 |
| 99% | 101% | 101% | 99% |
| 98% | 101% | 100% | 99% |
| \$ 271 | \$ 98 | \$ 231 | \$ 51 |
| \$ 2,633 | \$ 2,242 | \$ 2,688 | \$ 2,058 |
| \$ 2,117 | \$ 2,321 | \$ 3,431 | \$ 1,769 |
| \$ 4,750 | \$ 4,563 | \$ 6,118 | \$ 3,827 |
| \$ 71,244 | \$ 86,697 | \$ 18,355 | \$ 49,755 |
| 196% | 112% | 475% | 102% |
| 73% | 53% | 33% | 38% |
| -107 | -163 | 0 | 154 |

| ALEX | HOUSE | | |
|-----------|-----------|---------|---------|
| 50% | 0% | #DIV/0! | #DIV/0! |
| 6 | 2 | 0 | 0 |
| 42.3 | 8.5 | #DIV/0! | #DIV/0! |
| \$ 30,667 | \$ 28,458 | #DIV/0! | #DIV/0! |
| \$ 30,414 | \$ 27,732 | #DIV/0! | #DIV/0! |
| \$ 31,497 | \$ 28,720 | #DIV/0! | #DIV/0! |
| 97% | 99% | #DIV/0! | #DIV/0! |
| 97% | 97% | #DIV/0! | #DIV/0! |
| \$ 253 | \$ 725 | #DIV/0! | #DIV/0! |
| \$ 3,975 | \$ 250 | #DIV/0! | #DIV/0! |
| \$ 2,767 | \$ 1,388 | #DIV/0! | #DIV/0! |
| \$ 6,742 | \$ 1,638 | #DIV/0! | #DIV/0! |
| \$ 40,453 | \$ 3,276 | #DIV/0! | #DIV/0! |
| 189% | 250% | #DIV/0! | #DIV/0! |
| 33% | 0% | #DIV/0! | #DIV/0! |
| 21 | 0 | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Walker Strong | LAURA |
|---------------------------------------|------------|---------------|------------|
| % Retailed of Non-New Franchise | 44% | #DIV/0! | 44% |
| Total # Retail Units | 64 | 0 | 64 |
| Avg. Days to Sale | 37.5 | #DIV/0! | 37.5 |
| Avg. Advertised Price (Time of Sale) | \$ 34,490 | #DIV/0! | \$ 34,490 |
| Avg. Transaction Price | \$ 34,318 | #DIV/0! | \$ 34,318 |
| Avg. Market Price at 100% | \$ 34,609 | #DIV/0! | \$ 34,594 |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | 100% |
| Avg. Transaction to Market | 99% | #DIV/0! | 99% |
| Avg. Transactional Discount | \$ 172 | #DIV/0! | \$ 172 |
| Avg. Front-End Gross | \$ 2,321 | #DIV/0! | \$ 2,321 |
| Avg. Finance Gross | \$ 2,204 | #DIV/0! | \$ 2,204 |
| PUVR | \$ 4,526 | #DIV/0! | \$ 4,526 |
| Total Gross (Units & PUVR) | \$ 289,639 | #DIV/0! | \$ 289,639 |
| GROI | 126% | #DIV/0! | 126% |
| % with Trade | 50% | #DIV/0! | 0% |
| Avg. Over/Under Allowance | -40 | #DIV/0! | -40 |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|---------|------------|
| Total # Retail Units | 64 | 0 | 64 |
| Avg. Days to Sale | 37.5 | #DIV/0! | 37.5 |
| Avg. Advertised Price (Time of Sale) | \$ 34,490 | #DIV/0! | \$ 34,318 |
| Avg. Transaction Price | \$ 34,318 | #DIV/0! | \$ 34,318 |
| Avg. Market Price at 100% | \$ 34,609 | #DIV/0! | \$ 34,594 |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | 99% |
| Avg. Transaction to Market | 99% | #DIV/0! | 99% |
| Avg. Transactional Discount | \$ 172 | #DIV/0! | \$ 172 |
| Avg. Front-End Gross | \$ 2,321 | #DIV/0! | \$ 2,321 |
| Avg. Finance Gross | \$ 2,204 | #DIV/0! | \$ 2,204 |
| PUVR | \$ 4,526 | #DIV/0! | \$ 4,526 |
| Total Gross (Units & PUVR) | \$ 289,639 | #DIV/0! | \$ 289,639 |
| GROI | 126% | #DIV/0! | 126% |
| % with Trade | 50% | #DIV/0! | 50% |
| Avg. Over/Under Allowance | -40 | #DIV/0! | -40 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 64 | 36 | 28 |
| Avg. Days to Sale | 37.5 | 32.4 | 44.2 |
| Avg. Advertised Price (Time of Sale) | \$ 34,490 | \$ 35,158 | \$ 33,415 |
| Avg. Transaction Price | \$ 34,318 | \$ 35,020 | \$ 33,415 |
| Avg. Market Price at 100% | \$ 34,609 | \$ 35,185 | \$ 33,835 |
| Avg. Price to Market % (Time of Sale) | 100% | 100% | 99% |
| Avg. Transaction to Market | 99% | 100% | 99% |
| Avg. Transactional Discount | \$ 172 | \$ 138 | \$ 217 |
| Avg. Front-End Gross | \$ 2,321 | \$ 2,229 | \$ 2,439 |
| Avg. Finance Gross | \$ 2,204 | \$ 2,359 | \$ 2,005 |
| PUVR | \$ 4,526 | \$ 4,589 | \$ 4,444 |
| Total Gross (Units & PUVR) | \$ 289,639 | \$ 165,200 | \$ 124,439 |
| GROI | 126% | 146% | 108% |
| % with Trade | 50% | 44% | 57% |
| Avg. Over/Under Allowance | -40 | -103 | 40 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 64 | 16 | 23 |
| % of Retail Units | 100% | 25% | 36% |
| % Retailed of Non-New Franchise | 44% | 13% | 57% |
| Avg. Days to Sale | 37.5 | 30.3 | 36.3 |
| Avg. Transaction Price | \$ 34,318 | \$ 35,530 | \$ 29,529 |
| Avg. Transaction to Market % | 99% | 99% | 98% |
| Avg. Transactional Discount | \$ 172 | \$ 221 | \$ 299 |
| Avg. Front End Gross | \$ 2,321 | \$ 2,666 | \$ 3,028 |
| Avg. Finance Gross | \$ 2,204 | \$ 2,152 | \$ 2,076 |
| PUVR | \$ 4,526 | \$ 4,818 | \$ 5,103 |
| Total Gross (Units & PUVR) | \$ 289,639 | \$ 77,094 | \$ 117,374 |
| GROI | 126% | 161% | 172% |
| % with Trade | 50% | 38% | 61% |
| Avg. Over/Under Allowance | -40 | -236 | 61 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 6 | 5 | 0 | 1 |
| 9% | 8% | 0% | 2% |
| 50% | 40% | #DIV/0! | 0% |
| 34.0 | 24.2 | #DIV/0! | 0.0 |
| \$ 37,206 | \$ 36,073 | #DIV/0! | \$ 39,920 |
| 101% | 100% | #DIV/0! | 100% |
| \$ 78 | \$ 0 | #DIV/0! | \$ - |
| \$ 3,022 | \$ 1,162 | #DIV/0! | \$ - |
| \$ 1,955 | \$ 3,559 | #DIV/0! | \$ 2,776 |
| \$ 4,977 | \$ 4,721 | #DIV/0! | \$ 2,776 |
| \$ 29,862 | \$ 23,604 | #DIV/0! | \$ 2,776 |
| 142% | 195% | #DIV/0! | #DIV/0! |
| 50% | 40% | #DIV/0! | 0% |
| -102 | 0 | #DIV/0! | 0 |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|-----------|
| 1 | 0 | 12 |
| 2% | 0% | 19% |
| 100% | #DIV/0! | 58% |
| 43.0 | #DIV/0! | 59.8 |
| \$ 44,562 | #DIV/0! | \$ 38,385 |
| 98% | #DIV/0! | 100% |
| \$ - | #DIV/0! | \$ 13 |
| \$ 1,877 | #DIV/0! | \$ 870 |
| \$ 1,889 | #DIV/0! | \$ 2,061 |
| \$ 3,766 | #DIV/0! | \$ 2,930 |
| \$ 3,766 | #DIV/0! | \$ 35,164 |
| 71% | #DIV/0! | 46% |
| 0% | #DIV/0! | 58% |
| 0 | #DIV/0! | 33 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 64 | 30 | 15 |
| % of Retail Units | 100% | 47% | 23% |
| % Retailed of Non-New Franchise | 44% | 37% | 47% |
| Avg. Days to Sale | 37.5 | 14.1 | 34.5 |
| Avg. Transaction Price | \$ 34,318 | \$ 38,192 | \$ 29,289 |
| Avg. Transaction to Market % | 99% | 100% | 99% |
| Avg. Transactional Discount | \$ 172 | \$ 168 | \$ 158 |
| Avg. Front End Gross | \$ 2,321 | \$ 2,836 | \$ 2,695 |
| Avg. Finance Gross | \$ 2,204 | \$ 2,508 | \$ 2,339 |
| PUVR | \$ 4,526 | \$ 5,345 | \$ 5,034 |
| Total Gross (Units & PUVR) | \$ 289,639 | \$ 160,339 | \$ 75,515 |
| GROI | 126% | 358% | 179% |
| % with Trade | 50% | 63% | 40% |
| Avg. Over/Under Allowance | -40 | -74 | -85 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 4 | 9 | 5 |
| 6% | 14% | 8% |
| 50% | 56% | 60% |
| 53.0 | 71.4 | 121.6 |
| \$ 27,160 | \$ 33,166 | \$ 32,838 |
| 96% | 100% | 97% |
| \$ 726 | \$ 28 | \$ 90 |
| \$ 2,241 | \$ 1,594 | \$ (56) |
| \$ 1,642 | \$ 1,372 | \$ 1,812 |
| \$ 3,883 | \$ 2,966 | \$ 1,756 |
| \$ 15,533 | \$ 26,695 | \$ 8,782 |
| 97% | 45% | 16% |
| 25% | 33% | 60% |
| 0 | 0 | 180 |