

## Configuration At a Glance

<b>Name</b>	YTD NEW
<b>Page Grouping</b>	No Page Grouping
<b>Column Grouping</b>	Deal Type
<b>Month of Sale Selections</b>	December 2022 November 2022 October 2022 September 2022 August 2022 July 2022 June 2022 May 2022 April 2022 March 2022 February 2022 January 2022
<b>Excluded Drop Downs</b>	<b>Transaction Type</b> Used Lease Used Retail
<b>Excluded Check Boxes</b>	No Items excluded
<b>Other Exclusions</b>	Penetration : New Lease from Service Contract, New Lease from GAP, Used Lease from Service Contract, Used Lease from GAP

 **Total Dealership**

Counts	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Units	143	1	0	0	0	144
Finance Res...	99	1	0	0	0	100
Service Con...	25	0	0	0	0	25
Maintenance	0	0	0	0	0	0
GAP	15	0	0	0	0	15
Tire & Wheel	36	0	0	0	0	36
EPP	175	2	0	0	0	177
Key Protect...	0	0	0	0	0	0
Bundle	27	1	0	0	0	28
Other F&I	1	0	0	0	0	1
Penetration	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Finance Res...	69 %	100 %	0 %	0 %	0 %	69 %
Service Con...	19 %	0 %	0 %	0 %	0 %	19 %
Maintenance	0 %	0 %	0 %	0 %	0 %	0 %
GAP	17 %	0 %	0 %	0 %	0 %	17 %
Tire & Wheel	25 %	0 %	0 %	0 %	0 %	25 %
EPP	122 %	200 %	0 %	0 %	0 %	123 %
Key Protect...	0 %	0 %	0 %	0 %	0 %	0 %
Bundle	19 %	100 %	0 %	0 %	0 %	19 %
Other F&I	1 %	0 %	0 %	0 %	0 %	1 %
Income	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Finance Res...	\$256,111.45	\$2,565.36	\$0.00	\$0.00	\$0.00	\$258,676.81
Service Con...	\$40,651.00	\$0.00	\$0.00	\$0.00	\$0.00	\$40,651.00
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GAP	\$12,013.38	\$0.00	\$0.00	\$0.00	\$0.00	\$12,013.38
Tire & Wheel	\$32,934.16	\$0.00	\$0.00	\$0.00	\$0.00	\$32,934.16
EPP	\$103,038.00	\$1,023.00	\$0.00	\$0.00	\$0.00	\$104,061.00
Key Protect...	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bundle	\$31,585.00	\$1,095.00	\$0.00	\$0.00	\$0.00	\$32,680.00
Other F&I	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00
Finance Inc...	\$476,832.99	\$4,683.36	\$0.00	\$0.00	\$0.00	\$481,516.35
Front Gross	\$996,849.28	\$5,596.00	\$0.00	\$0.00	\$0.00	\$1,002,445.28
Holdback	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Incentive	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Pack	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Front Gross	\$996,849.28	\$5,596.00	\$0.00	\$0.00	\$0.00	\$1,002,445.28
Super Gross	\$1,473,682.27	\$10,279.36	\$0.00	\$0.00	\$0.00	\$1,483,961.63
Averages	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Finance Res...	\$2,586.98	\$2,565.36	\$0.00	\$0.00	\$0.00	\$2,586.77
Service Con...	\$1,626.04	\$0.00	\$0.00	\$0.00	\$0.00	\$1,626.04
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GAP	\$800.89	\$0.00	\$0.00	\$0.00	\$0.00	\$800.89
Tire & Wheel	\$914.84	\$0.00	\$0.00	\$0.00	\$0.00	\$914.84
EPP	\$588.79	\$511.50	\$0.00	\$0.00	\$0.00	\$587.92
Key Protect...	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bundle	\$1,169.81	\$1,095.00	\$0.00	\$0.00	\$0.00	\$1,167.14
Other F&I	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00
Finance Inc...	\$3,334.50	\$4,683.36	\$0.00	\$0.00	\$0.00	\$3,343.86
Front Gross	\$6,970.97	\$5,596.00	\$0.00	\$0.00	\$0.00	\$6,961.43
Front Gross	\$6,970.97	\$5,596.00	\$0.00	\$0.00	\$0.00	\$6,961.43
Super Gross Average	\$10,305.47	\$10,279.36	\$0.00	\$0.00	\$0.00	\$10,305.29
Product per Retail	\$1,543.51	\$2,118.00	\$0.00	\$0.00	\$0.00	\$1,547.50
Fin. Reserve / Total	54 %	55 %	0 %	0 %	0 %	54 %

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Distribution	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Fin. Income / Total col.	99 %	1 %	0 %	0 %	0 %	100 %
Front Gross / Total col.	99 %	1 %	0 %	0 %	0 %	100 %
Super Gross / Total col.	99 %	1 %	0 %	0 %	0 %	100 %
Power Rating <sup>TM</sup>	203 %	300 %	0 %	0 %	0 %	204 %