

## Configuration At a Glance

<b>Name</b>	YTD USED
<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> New Lease New 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	150	0	0	0	0	150
Finance Res...	100	0	0	0	0	100
Service Con...	52	0	0	0	0	52
Maintenance	0	0	0	0	0	0
GAP	29	0	0	0	0	29
Tire & Wheel	25	0	0	0	0	25
EPP	11	0	0	0	0	11
Key Protect...	0	0	0	0	0	0
Bundle	29	0	0	0	0	29
Other F&I	0	0	0	0	0	0
Penetration	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Finance Res...	67 %	0 %	0 %	0 %	0 %	67 %
Service Con...	35 %	0 %	0 %	0 %	0 %	35 %
Maintenance	0 %	0 %	0 %	0 %	0 %	0 %
GAP	29 %	0 %	0 %	0 %	0 %	29 %
Tire & Wheel	17 %	0 %	0 %	0 %	0 %	17 %
EPP	7 %	0 %	0 %	0 %	0 %	7 %
Key Protect...	0 %	0 %	0 %	0 %	0 %	0 %
Bundle	19 %	0 %	0 %	0 %	0 %	19 %
Other F&I	0 %	0 %	0 %	0 %	0 %	0 %
Income	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Finance Res...	\$196,075.60	\$0.00	\$0.00	\$0.00	\$0.00	\$196,075.60
Service Con...	\$70,878.00	\$0.00	\$0.00	\$0.00	\$0.00	\$70,878.00
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GAP	\$22,407.00	\$0.00	\$0.00	\$0.00	\$0.00	\$22,407.00
Tire & Wheel	\$23,096.89	\$0.00	\$0.00	\$0.00	\$0.00	\$23,096.89
EPP	\$5,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,840.00
Key Protect...	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bundle	\$33,367.39	\$0.00	\$0.00	\$0.00	\$0.00	\$33,367.39
Other F&I	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Finance Inc...	\$351,664.88	\$0.00	\$0.00	\$0.00	\$0.00	\$351,664.88
Front Gross	\$505,286.70	\$0.00	\$0.00	\$0.00	\$0.00	\$505,286.70
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	\$505,286.70	\$0.00	\$0.00	\$0.00	\$0.00	\$505,286.70
Super Gross	\$856,951.58	\$0.00	\$0.00	\$0.00	\$0.00	\$856,951.58
Averages	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Finance Res...	\$1,960.76	\$0.00	\$0.00	\$0.00	\$0.00	\$1,960.76
Service Con...	\$1,363.04	\$0.00	\$0.00	\$0.00	\$0.00	\$1,363.04
Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GAP	\$772.66	\$0.00	\$0.00	\$0.00	\$0.00	\$772.66
Tire & Wheel	\$923.88	\$0.00	\$0.00	\$0.00	\$0.00	\$923.88
EPP	\$530.91	\$0.00	\$0.00	\$0.00	\$0.00	\$530.91
Key Protect...	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bundle	\$1,150.60	\$0.00	\$0.00	\$0.00	\$0.00	\$1,150.60
Other F&I	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Finance Inc...	\$2,344.43	\$0.00	\$0.00	\$0.00	\$0.00	\$2,344.43
Front Gross	\$3,368.58	\$0.00	\$0.00	\$0.00	\$0.00	\$3,368.58
Front Gross	\$3,368.58	\$0.00	\$0.00	\$0.00	\$0.00	\$3,368.58
Super Gross Average	\$5,713.01	\$0.00	\$0.00	\$0.00	\$0.00	\$5,713.01
Product per Retail	\$1,037.26	\$0.00	\$0.00	\$0.00	\$0.00	\$1,037.26
Fin. Reserve / Total	56 %	0 %	0 %	0 %	0 %	56 %

**LAND ROVER WILMINGTON**  
**YTD USED**

Thursday December 15, 2022

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Distribution	Regular	Fleet	Internet	Wholesale	OFF SITE	Total
Fin. Income / Total col.	100 %	0 %	0 %	0 %	0 %	100 %
Front Gross / Total col.	100 %	0 %	0 %	0 %	0 %	100 %
Super Gross / Total col.	100 %	0 %	0 %	0 %	0 %	100 %
Power Rating <sup>TM</sup>	107 %	0 %	0 %	0 %	0 %	107 %