

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| AW              | RT                 | MS                  |
| PC              | RM                 | DG                  |
| KS              |                    | RF                  |
|                 |                    | JS                  |
|                 |                    | NJ                  |
|                 |                    | KW                  |
|                 |                    | LH                  |
|                 |                    | CB                  |
|                 |                    | ZW                  |
|                 |                    | MW                  |
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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      | 42483a  | 19   | NISSAN    | ROGUE         | 10            | Trade on New       | NO   | \$ 21,319                       | \$ 21,319         | 92%   | \$3,809         | \$722         |
| 2      | 42504A  | 19   | TOYOTA    | HIGHLANDER    | 12            | Trade on New       | NO   | \$ 35,636                       | \$ 33,636         | 96%   | \$3,654         | \$2,532       |
| 3      | 42417A  | 20   | KIA       | STINGER       | 43            | Trade on New       | NO   | \$ 45,991                       | \$ 45,591         | 99%   | \$4,382         | \$2,676       |
| 4      | S3418   | 13   | TOYOTA    | TACOMA        | 80            | Trade on Used      | NO   | \$ 22,865                       | \$ 22,865         | 101%  | \$2,632         | \$2,478       |
| 5      | 43032C  | 15   | NISSAN    | SENTRA        | 12            | Trade on Used      | NO   | \$ 13,359                       | \$ 11,157         | 94%   | \$3,941         | \$1,846       |
| 6      | 43003A  | 21   | TOYOTA    | RAV4          | 27            | Trade on New       | NO   | \$ 45,545                       | \$ 45,545         | 98%   | \$8,000         | \$5,100       |
| 7      | S3424A  | 19   | NISSAN    | MAXIMA        | 15            | Trade on New       | NO   | \$ 31,806                       | \$ 31,806         | 99%   | \$6,765         | \$343         |
| 8      | 42349A  | 18   | HONDA     | PILOT         | 71            | Trade on New       | NO   | \$ 33,579                       | \$ 33,200         | 94%   | \$3,672         | \$1,138       |
| 9      | 42312C1 | 20   | TOYOTA    | CAMRY         | 59            | Trade on Used      | NO   | \$ 26,300                       | \$ 26,300         | 96%   | \$4,443         | \$3,213       |
| 10     | S3425A  | 22   | TOYOTA    | CAMRY         | 94            | Trade on New       | NO   | \$ 29,999                       | \$ 27,999         | 92%   | \$1,517         | \$3,426       |
| 11     | 42404A  | 22   | TOYOTA    | CAMRY         | 159           | Trade on New       | NO   | \$ 26,967                       | \$ 26,967         | 96%   | (\$27)          | \$969         |
| 12     | 42502A  | 21   | TOYOTA    | TUNDRA        | 13            | Trade on New       | NO   | \$ 42,984                       | \$ 40,984         | 99%   | \$2,955         | \$4,597       |
| 13     | 42507A  | 22   | TOYOTA    | AVALON        | 28            | Trade on New       | NO   | \$ 45,000                       | \$ 45,000         | 101%  | \$894           | \$0           |
| 14     | 43015A  | 19   | TOYOTA    | HIGHLANDER    | 12            | Trade on New       | NO   | \$ 33,950                       | \$ 33,950         | 98%   | \$2,331         | \$1,754       |
| 15     | 42462A  | 19   | TOYOTA    | COROLLA       | 17            | Trade on New       | NO   | \$ 19,873                       | \$ 18,873         | 97%   | \$2,458         | \$2,471       |
| 16     | S3429   | 21   | TOYOTA    | TACOMA        | 33            | Street/Curb Buy    | NO   | \$ 36,353                       | \$ 36,353         | 96%   | \$211           | \$2,895       |
| 17     | 43005A  | 19   | FORD      | FIESTA        | 24            | Trade on New       | NO   | \$ 18,460                       | \$ 16,460         | 99%   | \$3,217         | \$2,276       |
| 18     | 42459A  | 18   | TOYOTA    | TACOMA        | 19            | Trade on New       | NO   | \$ 38,193                       | \$ 38,193         | 95%   | \$2,980         | \$774         |
| 19     | 42282C  | 14   | GMC       | YUKON         | 18            | Trade on Used      | NO   | \$ 25,264                       | \$ 25,264         | 98%   | \$3,208         | \$748         |
| 20     | 42493A  | 16   | TOYOTA    | RAV4          | 25            | Trade on New       | NO   | \$ 23,921                       | \$ 21,231         | 96%   | \$2,624         | \$1,873       |
| 21     | 42452A  | 20   | HONDA     | ODYSSEY       | 37            | Trade on New       | NO   | \$ 39,050                       | \$ 37,050         | 95%   | \$1,537         | \$1,327       |
| 22     | 42516A  | 17   | GMC       | SIERRA        | 21            | Trade on New       | NO   | \$ 37,787                       | \$ 34,984         | 96%   | \$2,345         | \$832         |
| 23     | 42386A1 | 19   | DODGE     | GRAND CARAVAN | 38            | Trade on New       | NO   | \$ 24,935                       | \$ 24,935         | 95%   | \$1,757         | \$519         |
| 24     | S3424   | 19   | NISSAN    | MAXIMA        | 15            | Street/Curb Buy    | NO   | \$ 31,806                       | \$ 31,806         | 98%   | \$6,765         | \$343         |
| 25     | 42286B  | 19   | HYUNDAI   | SONATA        | 119           | Trade on Used      | NO   | \$ 17,700                       | \$ 17,700         | 87%   | \$306           | \$0           |
| 26     | S3404A  | 17   | FORD      | EXPLORER      | 19            | Trade on Used      | NO   | \$ 29,994                       | \$ 29,484         | 96%   | \$3,498         | \$0           |
| 27     | 42471A  | 22   | TOYOTA    | CAMRY         | 36            | Trade on New       | NO   | \$ 35,770                       | \$ 35,770         | 98%   | \$1,224         | \$883         |
| 28     | 42480A  | 22   | NISSAN    | FRONTIER      | 43            | Trade on New       | NO   | \$ 46,485                       | \$ 44,000         | 96%   | \$1,331         | \$2,299       |

|    |        |    |           |          |     |                 |    |    |        |    |        |     |          |         |
|----|--------|----|-----------|----------|-----|-----------------|----|----|--------|----|--------|-----|----------|---------|
| 29 | 42205B | 19 | NISSAN    | TITAN    | 83  | Trade on Used   | NO | \$ | 42,023 | \$ | 40,050 | 91% | \$173    | \$3,531 |
| 30 | 43017A | 7  | TOYOTA    | AVALON   | 43  | Trade on New    | NO | \$ | 7,762  | \$ | 7,762  | 97% | \$3,531  | \$0     |
| 31 | 42480A | 22 | TOYOTA    | TUNDRA   | 14  | Trade on New    | NO | \$ | 51,762 | \$ | 50,762 | 97% | \$6,531  | \$2,256 |
| 32 | 42535A | 20 | Chevrolet | COLORADO | 16  | Trade on Used   | NO | \$ | 27,998 | \$ | 27,998 | 98% | \$4,947  | \$0     |
| 33 | 42329A | 19 | FORD      | F150     | 109 | Trade on New    | NO | \$ | 66,918 | \$ | 60,918 | 88% | (\$806)  | \$5,175 |
| 34 | 42435A | 15 | TOYOTA    | corolla  | 59  | Trade on New    | NO | \$ | 18,885 | \$ | 16,385 | 92% | \$3,057  | \$529   |
| 35 | 42510A | 20 | KIA       | SOUL     | 20  | Street/Curb Buy | NO | \$ | 23,559 | \$ | 21,559 | 98% | \$4,071  | \$3,909 |
| 36 | S3425  | 22 | TOYOTA    | TACOMA   | 54  | Trade on Used   | NO | \$ | 32,779 | \$ | 32,779 | 94% | \$3,086  | \$0     |
| 37 | 43431  | 14 | TOYOTA    | TUNDRA   | 15  | Trade on New    | NO | \$ | 26,989 | \$ | 24,989 | 96% | \$2,771  | \$1,147 |
| 38 | 42416A | 21 | TOYOTA    | TUNDRA   | 69  | Trade on New    | NO | \$ | 49,061 | \$ | 49,061 | 97% | \$24,021 | \$1,635 |
| 39 | S3428  | 19 | TOYOTA    | TACOMA   | 46  | Street/Curb Buy | NO | \$ | 31,892 | \$ | 31,892 | 98% | \$4,049  | \$2,613 |
| 40 | 42223B | 17 | NISSAN    | TITAN    | 98  | Trade on Used   | NO | \$ | 34,622 | \$ | 32,622 | 91% | \$226    | \$2,785 |
| 41 | S3429  | 21 | TOYOTA    | TACOMA   | 33  | Street/Curb Buy | NO | \$ | 36,353 | \$ | 36,353 | 98% | \$211    | \$2,895 |
| 42 | 42336A | 17 | LEXUS     | ES350    | 129 | Trade on New    | NO | \$ | 32,300 | \$ | 30,300 | 87% | (\$935)  | \$0     |
| 43 | S3433  | 20 | TOYOTA    | TACOMA   | 25  | Street/Curb Buy | NO | \$ | 40,989 | \$ | 38,989 | 97% | \$7,959  | \$2,872 |
| 44 | 42423A | 19 | TOYOTA    | RAV4     | 59  | Trade on New    | NO | \$ | 29,439 | \$ | 28,439 | 92% | (\$804)  | \$2,122 |
| 45 | 42258B | 22 | CHEVROLET | EQUINOX  | 98  | Trade on New    | NO | \$ | 28,506 | \$ | 28,506 | 88% | \$363    | \$1,344 |
| 46 | 42346A | 18 | TOYOTA    | RAV4     | 105 | Trade on New    | NO | \$ | 24,991 | \$ | 22,991 | 92% | (\$476)  | \$3,034 |
| 47 | 42424A | 16 | TOYOTA    | 4RUNNER  | 75  | Trade on New    | NO | \$ | 25,977 | \$ | 25,977 | 98% | \$3,000  | \$0     |
| 48 | 42520A | 18 | TOYOTA    | camry    | 24  | Trade on New    | NO | \$ | 24,128 | \$ | 22,128 | 96% | \$2,601  | \$154   |
| 49 | 42551A | 21 | TOYOTA    | TACOMA   | 22  | Trade on New    | NO | \$ | 38,595 | \$ | 36,595 | 96% | \$2,278  | \$4,755 |
| 50 | S3433A | 6  | TOYOTA    | TACOMA   | 10  | Trade on Used   | NO | \$ | 12,989 | \$ | 10,989 | 94% | \$5,217  | \$201   |
| 51 | 42511A | 16 | CHEVROLET | EQUINOX  | 22  | Trade on New    | NO | \$ | 19,926 | \$ | 17,926 | 98% | \$3,019  | \$1,244 |
| 52 | 43044A | 12 | GMC       | SIERRA   | 1   | Trade on New    | NO | \$ | 18,599 | \$ | 18,599 | 96% | \$6,056  | \$1,255 |
| 53 | 42416B | 14 | TOYOTA    | TUNDRA   | 22  | Trade on New    | NO | \$ | 27,989 | \$ | 24,989 | 98% | \$2,700  | \$1,246 |

## Scoreboard Totals

|                                       |            |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make      | 44%        |
| Total # Retail Units                  | 198        |
| Avg. Days to Sale                     | 45.6       |
| Avg. Advertised Price (Time of Sale)  | \$ 29,905  |
| Avg. Transaction Price                | \$ 30,154  |
| Avg. Market Price at 100%             | \$ 31,354  |
| Avg. Price to Market % (Time of Sale) | 95%        |
| Avg. Transaction to Market            | 96%        |
| Avg. Transactional Discount           | \$ (250)   |
| Avg. Front-End Gross                  | \$ 2,156   |
| Avg. Finance Gross                    | \$ 1,632   |
| PUVR                                  | \$ 3,788   |
| Total Gross (Units & PUVR)            | \$ 749,943 |
| GROI                                  | 99%        |
| % with Trade                          | 43%        |
| Avg. Over/Under Allowance             | \$626      |



## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals     | Bob Atwood | AW         |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise       | 44%        | #DIV/0!    | 41%        |
| Total # Retail Units                  | 198        | 0          | 70         |
| Avg. Days to Sale                     | 45.6       | #DIV/0!    | 49.0       |
| Avg. Advertised Price (Time of Sale)  | \$ 29,905  | #DIV/0!    | \$ 29,993  |
| Avg. Transaction Price                | \$ 30,154  | #DIV/0!    | \$ 29,486  |
| Avg. Market Price at 100%             | \$ 31,354  | #DIV/0!    | \$ 31,227  |
| Avg. Price to Market % (Time of Sale) | 95%        | #DIV/0!    | 96%        |
| Avg. Transaction to Market            | 96%        | #DIV/0!    | 94%        |
| Avg. Transactional Discount           | \$ (250)   | #DIV/0!    | \$ 507     |
| Avg. Front-End Gross                  | \$ 2,156   | #DIV/0!    | \$ 2,491   |
| Avg. Finance Gross                    | \$ 1,632   | #DIV/0!    | \$ 1,456   |
| PUVR                                  | \$ 3,788   | #DIV/0!    | \$ 3,947   |
| Total Gross (Units & PUVR)            | \$ 749,943 | #DIV/0!    | \$ 276,275 |
| GROI                                  | 99%        | #DIV/0!    | 98%        |
| % with Trade                          | 43%        | #DIV/0!    | 47%        |
| Avg. Over/Under Allowance             | 626        | #DIV/0!    | 170        |



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

| PC         | KS         |         |         |
|------------|------------|---------|---------|
| 42%        | 51%        | #DIV/0! | #DIV/0! |
| 79         | 49         | 0       | 0       |
| 46.9       | 38.5       | #DIV/0! | #DIV/0! |
| \$ 28,895  | \$ 31,408  | #DIV/0! | #DIV/0! |
| \$ 27,397  | \$ 35,555  | #DIV/0! | #DIV/0! |
| \$ 30,457  | \$ 33,053  | #DIV/0! | #DIV/0! |
| 95%        | 95%        | #DIV/0! | #DIV/0! |
| 90%        | 108%       | #DIV/0! | #DIV/0! |
| \$ 1,498   | \$ (4,147) | #DIV/0! | #DIV/0! |
| \$ 1,954   | \$ 2,003   | #DIV/0! | #DIV/0! |
| \$ 1,508   | \$ 2,082   | #DIV/0! | #DIV/0! |
| \$ 3,462   | \$ 4,085   | #DIV/0! | #DIV/0! |
| \$ 273,485 | \$ 200,183 | #DIV/0! | #DIV/0! |
| 97%        | 107%       | #DIV/0! | #DIV/0! |
| 37%        | 47%        | #DIV/0! | #DIV/0! |
| 889        | 924        | #DIV/0! | #DIV/0! |





## Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant                      | Totals     | DG         | MS         |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise       | 44%        | 48%        | 40%        |
| Total # Retail Units                  | 198        | 23         | 42         |
| Avg. Days to Sale                     | 45.6       | 42.6       | 45.5       |
| Avg. Advertised Price (Time of Sale)  | \$ 29,905  | \$ 30,007  | \$ 27,965  |
| Avg. Transaction Price                | \$ 30,154  | \$ 28,330  | \$ 33,694  |
| Avg. Market Price at 100%             | \$ 31,354  | \$ 31,080  | \$ 29,706  |
| Avg. Price to Market % (Time of Sale) | 95%        | 97%        | 94%        |
| Avg. Transaction to Market            | 96%        | 91%        | 113%       |
| Avg. Transactional Discount           | \$ (250)   | \$ 1,677   | \$ (5,729) |
| Avg. Front-End Gross                  | \$ 2,156   | \$ 2,997   | \$ 1,773   |
| Avg. Finance Gross                    | \$ 1,632   | \$ 1,977   | \$ 1,593   |
| PUVR                                  | \$ 3,788   | \$ 4,974   | \$ 3,366   |
| Total Gross (Units & PUVR)            | \$ 749,943 | \$ 114,405 | \$ 141,358 |
| GROI                                  | 99%        | 148%       | 79%        |
| % with Trade                          | 43%        | 65%        | 31%        |
| Avg. Over/Under Allowance             | 626        | 683        | 856        |



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

| RF        | JS        | KW        | LH        |
|-----------|-----------|-----------|-----------|
| 41%       | 60%       | 31%       | 41%       |
| 22        | 15        | 13        | 29        |
| 55.6      | 29.1      | 45.9      | 41.8      |
| \$ 29,837 | \$ 31,184 | \$ 29,035 | \$ 29,258 |
| \$ 28,849 | \$ 30,357 | \$ 27,486 | \$ 28,468 |
| \$ 31,090 | \$ 32,660 | \$ 30,530 | \$ 30,120 |
| 96%       | 95%       | 95%       | 97%       |
| 93%       | 93%       | 90%       | 95%       |
| \$ 988    | \$ 827    | \$ 1,548  | \$ 790    |
| \$ 2,845  | \$ 2,492  | \$ 1,769  | \$ 1,921  |
| \$ 1,403  | \$ 1,524  | \$ 1,355  | \$ 1,368  |
| \$ 4,248  | \$ 4,016  | \$ 3,124  | \$ 3,288  |
| \$ 93,467 | \$ 60,241 | \$ 40,616 | \$ 95,365 |
| 95%       | 164%      | 89%       | 100%      |
| 55%       | 47%       | 38%       | 38%       |
| 583       | 571       | 260       | 421       |

| NJ        | MW        | ZW        | CB        |
|-----------|-----------|-----------|-----------|
| 57%       | 0%        | 33%       | 48%       |
| 21        | 3         | 9         | 21        |
| 44.5      | 61.7      | 40.2      | 56.6      |
| \$ 31,233 | \$ 37,530 | \$ 32,437 | \$ 30,760 |
| \$ 29,992 | \$ 35,518 | \$ 31,770 | \$ 28,979 |
| \$ 32,770 | \$ 39,801 | \$ 34,129 | \$ 32,859 |
| 95%       | 94%       | 95%       | 94%       |
| 92%       | 89%       | 93%       | 88%       |
| \$ 1,241  | \$ 2,011  | \$ 667    | \$ 1,780  |
| \$ 2,693  | \$ 2,506  | \$ 1,022  | \$ 1,501  |
| \$ 1,561  | \$ 262    | \$ 1,792  | \$ 2,382  |
| \$ 4,253  | \$ 2,768  | \$ 2,814  | \$ 3,883  |
| \$ 89,322 | \$ 8,304  | \$ 25,326 | \$ 81,540 |
| 115%      | 45%       | 79%       | 85%       |
| 33%       | 100%      | 33%       | 43%       |
| 989       | 333       | 1,333     | 324       |



























## Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager                       | Totals     | RT         | RM         |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise       | 44%        | 44%        | 44%        |
| Total # Retail Units                  | 198        | 96         | 102        |
| Avg. Days to Sale                     | 45.6       | 44.1       | 47.0       |
| Avg. Advertised Price (Time of Sale)  | \$ 29,905  | \$ 29,202  | \$ 30,567  |
| Avg. Transaction Price                | \$ 30,154  | \$ 28,170  | \$ 32,022  |
| Avg. Market Price at 100%             | \$ 31,354  | \$ 30,666  | \$ 32,035  |
| Avg. Price to Market % (Time of Sale) | 95%        | 95%        | 95%        |
| Avg. Transaction to Market            | 96%        | 92%        | 100%       |
| Avg. Transactional Discount           | \$ (250)   | \$ 1,032   | \$ (1,455) |
| Avg. Front-End Gross                  | \$ 2,156   | \$ 2,259   | \$ 2,059   |
| Avg. Finance Gross                    | \$ 1,632   | \$ 1,595   | \$ 1,666   |
| PUVR                                  | \$ 3,788   | \$ 3,854   | \$ 3,725   |
| Total Gross (Units & PUVR)            | \$ 749,943 | \$ 369,966 | \$ 379,977 |
| GROI                                  | 99%        | 112%       | 89%        |
| % with Trade                          | 43%        | 0%         | 0%         |
| Avg. Over/Under Allowance             | 626        | 712        | 545        |







## Scoreboard

| CPO                                   | Totals     | Yes     | No         |
|---------------------------------------|------------|---------|------------|
| Total # Retail Units                  | 198        | 0       | 198        |
| Avg. Days to Sale                     | 45.6       | #DIV/0! | 45.6       |
| Avg. Advertised Price (Time of Sale)  | \$ 29,905  | #DIV/0! | \$ 30,154  |
| Avg. Transaction Price                | \$ 30,154  | #DIV/0! | \$ 30,154  |
| Avg. Market Price at 100%             | \$ 31,354  | #DIV/0! | \$ 31,371  |
| Avg. Price to Market % (Time of Sale) | 95%        | #DIV/0! | 96%        |
| Avg. Transaction to Market            | 96%        | #DIV/0! | 96%        |
| Avg. Transactional Discount           | \$ (250)   | #DIV/0! | \$ (250)   |
| Avg. Front-End Gross                  | \$ 2,156   | #DIV/0! | \$ 2,156   |
| Avg. Finance Gross                    | \$ 1,632   | #DIV/0! | \$ 1,632   |
| PUVR                                  | \$ 3,788   | #DIV/0! | \$ 3,788   |
| Total Gross (Units & PUVR)            | \$ 749,943 | #DIV/0! | \$ 749,943 |
| GROI                                  | 99%        | #DIV/0! | 99%        |
| % with Trade                          | 43%        | #DIV/0! | 43%        |
| Avg. Over/Under Allowance             | 626        | #DIV/0! | 626        |



## Scoreboard

| Same Brand as New                     | Totals     | Yes        | No         |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units                  | 198        | 111        | 87         |
| Avg. Days to Sale                     | 45.6       | 50.0       | 39.9       |
| Avg. Advertised Price (Time of Sale)  | \$ 29,905  | \$ 29,323  | \$ 32,702  |
| Avg. Transaction Price                | \$ 30,154  | \$ 28,157  | \$ 32,702  |
| Avg. Market Price at 100%             | \$ 31,354  | \$ 30,642  | \$ 32,302  |
| Avg. Price to Market % (Time of Sale) | 95%        | 96%        | 101%       |
| Avg. Transaction to Market            | 96%        | 92%        | 101%       |
| Avg. Transactional Discount           | \$ (250)   | \$ 1,165   | \$ (2,055) |
| Avg. Front-End Gross                  | \$ 2,156   | \$ 2,242   | \$ 2,047   |
| Avg. Finance Gross                    | \$ 1,632   | \$ 1,601   | \$ 1,671   |
| PUVR                                  | \$ 3,788   | \$ 3,843   | \$ 3,717   |
| Total Gross (Units & PUVR)            | \$ 749,943 | \$ 426,531 | \$ 323,413 |
| GROI                                  | 99%        | 98%        | 102%       |
| % with Trade                          | 43%        | 41%        | 46%        |
| Avg. Over/Under Allowance             | 626        | 510        | 755        |



## Scoreboard

| Source                          | Totals     | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units            | 198        | 141          | 44            |
| % of Retail Units               | 100%       | 71%          | 22%           |
| % Retailed of Non-New Franchise | 44%        | 42%          | 55%           |
| Avg. Days to Sale               | 45.6       | 44.6         | 42.6          |
| Avg. Transaction Price          | \$ 30,154  | \$ 29,467    | \$ 32,197     |
| Avg. Transaction to Market %    | 96%        | 92%          | 106%          |
| Avg. Transactional Discount     | \$ (250)   | \$ 1,183     | \$ (5,210)    |
| Avg. Front End Gross            | \$ 2,156   | \$ 2,243     | \$ 1,971      |
| Avg. Finance Gross              | \$ 1,632   | \$ 1,606     | \$ 1,536      |
| PUVR                            | \$ 3,788   | \$ 3,849     | \$ 3,507      |
| Total Gross (Units & PUVR)      | \$ 749,943 | \$ 542,716   | \$ 154,319    |
| GROI                            | 99%        | 105%         | 92%           |
| % with Trade                    | 43%        | 45%          | 41%           |
| Avg. Over/Under Allowance       | 626        | 626          | 544           |



| Street/Curb buy | Auction/wholesale | Loaner  | LBO customer |
|-----------------|-------------------|---------|--------------|
| 13              | 0                 | 0       | 0            |
| 7%              | 0%                | 0%      | 0%           |
| 31%             | #DIV/0!           | #DIV/0! | #DIV/0!      |
| 66.5            | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 30,698       | #DIV/0!           | #DIV/0! | #DIV/0!      |
| 91%             | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 1,005        | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 1,839        | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 2,231        | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 4,070        | #DIV/0!           | #DIV/0! | #DIV/0!      |
| \$ 52,909       | #DIV/0!           | #DIV/0! | #DIV/0!      |
| 72%             | #DIV/0!           | #DIV/0! | #DIV/0!      |
| 31%             | #DIV/0!           | #DIV/0! | #DIV/0!      |
| 1,000           | #DIV/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            | 198        | 100        | 30         |
| % of Retail Units               | 100%       | 51%        | 15%        |
| % Retailed of Non-New Franchise | 44%        | 49%        | 50%        |
| Avg. Days to Sale               | 45.6       | 18.6       | 37.7       |
| Avg. Transaction Price          | \$ 30,154  | \$ 30,248  | \$ 27,996  |
| Avg. Transaction to Market %    | 96%        | 100%       | 91%        |
| Avg. Transactional Discount     | \$ (250)   | \$ (1,814) | \$ 1,426   |
| Avg. Front End Gross            | \$ 2,156   | \$ 2,779   | \$ 2,441   |
| Avg. Finance Gross              | \$ 1,632   | \$ 1,528   | \$ 1,308   |
| PUVR                            | \$ 3,788   | \$ 4,307   | \$ 3,749   |
| Total Gross (Units & PUVR)      | \$ 749,943 | \$ 430,682 | \$ 112,466 |
| GROI                            | 99%        | 276%       | 128%       |
| % with Trade                    | 43%        | 39%        | 43%        |
| Avg. Over/Under Allowance       | 626        | 553        | 412        |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 20         | 20         | 28        |
| 10%        | 10%        | 14%       |
| 25%        | 35%        | 39%       |
| 53.6       | 71.7       | 126.2     |
| \$ 28,342  | \$ 31,610  | \$ 32,388 |
| 92%        | 90%        | 86%       |
| \$ 913     | \$ 1,268   | \$ 1,627  |
| \$ 1,955   | \$ 2,436   | \$ (430)  |
| \$ 1,536   | \$ 1,905   | \$ 2,222  |
| \$ 3,491   | \$ 4,341   | \$ 1,791  |
| \$ 69,813  | \$ 86,823  | \$ 50,159 |
| 83%        | 69%        | 16%       |
| 40%        | 60%        | 46%       |
| 562        | 457        | 1,262     |