

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| RUSSELL CONOVER | BRANDEN LEGER | ALEJANDRO MEDRANO |
| DAVID GONZALEZ | BRANT WIMPEE | ALEX FLORES |
| | CHRIS LUKE | ANDREW TICE |
| WILLIS PRIETO | JOB BUNDITWONG | BATOUL KOOLI |
| | JORDAN RUTLAND | BELINDA FERNANDEZ |
| | MIGUEL VEGA | BRAD ROWLAND |
| | MIKE SCHWARTZ | BRANTON FUGITT |
| | PEDRO VASQUEZ | CESLIE BOTELLO |
| | RAYAN HORAK | CHRIS FLORES |
| | SHELBY BLESING | CODA LANDERS |
| | STEVEN WEBB | CODY HAGER |
| | CHUCK KEAL | DANIEL TA |
| | | DAVID DELGADO |
| | | DAVID WALENDER |
| | | ELIJAH JACKSON |
| | | ELIJAH SAMAHA |
| | | FIDENCIO RAMOS |
| | | HUNTER HOLIEDY |
| | | DAVID WALENDER |
| | | JAMES GUIGNARD |
| | | JAVIER VEGA |
| | | JESSIE VILLA |
| | | JOE JACKSON |
| | | JOSH ROBERTS |
| | | JULIAN RODRIGUEZ |
| | | JULIO BERNAL |
| | | OSCAR CASTILLO |
| | | KAYLEIGH HOLIEDY |
| | | KONSTANTIN ALLEN |
| | | LOGAN GEISINGER |
| | | MARIO VENTURA |
| | | MATT MANCUSO |
| | | RANDY KIRCHEM |
| | | MIKE GARCIA |
| | | MIKE OCHOA |
| | | MO MEJBEL |
| | | NOAH JUHL |
| | | NOLAN AYCOCK |
| | | OLEH SOTNIKOV |
| | | REECE FLOYD |
| | | RICKY GALVEZ |
| | | RINAT MERYAKUBOV |
| | | ROBERT BALLARD |
| | | ROC CUNYUS |

| | | |
|--|--|--------------------|
| | | ROGER MEHR |
| | | SERGIO MERCADO |
| | | SPENCER CASTERLINE |
| | | STERLING MONTANA |
| | | STEVE CROLL |
| | | THOMAS MURPHY |
| | | JON RUSHFORD |
| | | VICTOR MONTOYA |

| 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 | 27121B | 2013 | Hyundai | SONATA | 52 | Trade on Used | No | \$ 11,292 | \$ 10,999 | 88% | \$1,044 | \$1,003 |
| 2 | 26293A | 2018 | Chevrolet | SILVERADO | 113 | Trade on New | NO | \$ 39,888 | \$ 39,888 | 89% | \$7,349 | \$7,339 |
| 3 | R21138 | 2021 | TOYOTA | COROLLA | 31 | Loaner | YES | \$ 24,991 | \$ 24,091 | 100% | \$862 | \$5,194 |
| 4 | 28380A | 2020 | TOYOTA | 4RUNNER | 4 | Trade on New | YES | \$ 43,990 | \$ 43,990 | 99% | \$3,250 | \$5,272 |
| 5 | 825674D | 2021 | TOYOTA | 4RUNNER | 21 | Trade on Used | YES | \$ 51,633 | \$ 51,300 | 95% | \$7,390 | \$4,116 |
| 6 | 27610A | 2019 | TOYOTA | TACOMA | 55 | Trade on New | YES | \$ 31,433 | \$ 31,433 | 92% | \$1,711 | \$4,846 |
| 7 | 27811A | 2019 | TOYOTA | TUNDRA | 29 | Trade on New | No | \$ 46,888 | \$ 46,888 | 99% | \$6,220 | \$5,357 |
| 8 | 28267A | 2021 | TOYOTA | 4RUNNER | 11 | Trade on New | YES | \$ 52,488 | \$ 52,488 | 98% | \$6,499 | \$8,707 |
| 9 | 27620B | 2020 | FORD | F-350 | 24 | Trade on Used | No | \$ 76,933 | \$ 76,933 | 98% | \$7,131 | \$7,433 |
| 10 | 80083A | 2013 | HONDA | ACCORD | 6 | Trade on New | No | \$ 15,490 | \$ 14,379 | 100% | \$3,107 | \$0 |
| 11 | HP0130 | 2018 | Ford | EXPEDITION | 98 | Street/Curb Buy | NO | \$ 44,888 | \$ 44,600 | 96% | (\$2,328) | \$1,779 |
| 12 | 27074A | 2016 | FORD | F-150 | 65 | Trade on New | NO | \$ 32,333 | \$ 31,999 | 93% | \$838 | \$3,194 |
| 13 | H2137 | 2021 | TOYOTA | COROLLA | 28 | Street/Curb Buy | YES | \$ 20,988 | \$ 20,988 | 85% | (\$476) | \$4,991 |
| 14 | KP0184 | 2019 | TOYOTA | RAV4 | 3 | Street/Curb Buy | YES | \$ 33,490 | \$ 31,900 | 97% | \$1,223 | \$0 |
| 15 | 27975A | 2017 | TOYOTA | TACOMA | 32 | Street/Curb Buy | YES | \$ 35,833 | \$ 35,588 | 96% | \$4,932 | \$5,935 |
| 16 | KA0441 | 2020 | TOYOTA | RAV4 | 22 | Auction/Wholesale | YES | \$ 38,333 | \$ 37,500 | 107% | (\$2,393) | \$7,728 |
| 17 | 26348A | 2020 | Chevrolet | SILVERADO | 109 | Trade on New | No | \$ 49,888 | \$ 49,888 | 92% | \$4,733 | \$0 |
| 18 | H2151 | 2021 | TOYOTA | COROLLA | 24 | ntal Fleet (Enterprise, et | YES | \$ 20,988 | \$ 20,988 | 93% | (\$207) | \$3,473 |
| 19 | 80077A | 2018 | TOYOTA | 4RUNNER | 9 | Trade on New | YES | \$ 30,988 | \$ 39,988 | 101% | \$2,574 | \$518 |
| 20 | KP0148A | 2020 | TOYOTA | COROLLA | 25 | Trade on Used | YES | \$ 25,333 | \$ 25,333 | 96% | \$4,764 | \$3,885 |
| 21 | 27980A | 2015 | HONDA | ACCORD | 38 | Trade on New | No | \$ 18,933 | \$ 18,933 | 100% | \$2,453 | \$1,322 |
| 22 | HP0205A | 2019 | TOYOTA | RAV4 | 9 | Trade on Used | YES | \$ 29,990 | \$ 29,990 | 94% | \$4,564 | \$6,914 |
| 23 | 28365A | 2016 | TOYOTA | PRIUS | 3 | Trade on New | No | \$ 17,990 | \$ 17,990 | 101% | \$4,543 | \$2,091 |
| 24 | H2139 | 2021 | TOYOTA | COROLLA | 29 | ntal Fleet (Enterprise, et | YES | \$ 19,990 | \$ 19,451 | 90% | (\$1,902) | \$422 |
| 25 | 26928B | 2014 | HONDA | CR-V | 15 | Trade on Used | No | \$ 15,733 | \$ 15,733 | 90% | \$3,637 | \$0 |
| 26 | 28472A | 2013 | TOYOTA | COROLLA | 6 | Trade on New | NO | \$ 14,990 | \$ 14,285 | 116% | \$4,065 | \$0 |
| 27 | HP0199A | 2014 | KIA | SOUL | 26 | Trade on Used | NO | \$ 10,333 | \$ 9,433 | 101% | \$2,707 | \$981 |
| 28 | KP0164 | 2021 | TOYOTA | SUPRA | 47 | Street/Curb Buy | YES | \$ 48,488 | \$ 48,488 | 95% | \$4,039 | \$6,910 |

| | | | | | | | | | | | | | | |
|----|---------|------|-----------|----------|----|------------------------------|-----|----|--------|----|--------|------|-----------|---------|
| 29 | 80081O | 2016 | LEXUS | IS250 | 9 | Trade on Used | NO | \$ | 24,990 | \$ | 24,990 | 98% | \$2,059 | \$3,212 |
| 30 | KA0453 | 2019 | TOYOTA | RAV4 | 19 | Auction/Wholesale | YES | \$ | 32,990 | \$ | 32,990 | 112% | \$1,042 | \$3,399 |
| 31 | HP0171B | 2016 | NISSAN | ROGUE | 15 | Trade on Used | NO | \$ | 16,677 | \$ | 16,477 | 103% | \$4,011 | \$0 |
| 32 | HP0205B | 2017 | INFINITI | Q50 | 18 | Trade on Used | NO | \$ | 24,433 | \$ | 23,433 | 98% | \$3,493 | \$0 |
| 33 | H2142 | 2021 | TOYOTA | CAMRY | 46 | Rental Fleet (Enterprise, et | YES | \$ | 26,333 | \$ | 26,333 | 94% | \$3,608 | \$7,007 |
| 34 | 28399A | 2018 | MAZDA | CX-5 | 22 | Trade on New | NO | \$ | 29,733 | \$ | 29,255 | 103% | \$3,194 | \$0 |
| 35 | HA0271 | 2018 | TOYOTA | RAV4 | 14 | Auction/Wholesale | YES | \$ | 33,990 | \$ | 33,990 | 111% | (\$1,852) | \$2,743 |
| 36 | 28510A | 2019 | TOYOTA | CAMRY | 12 | Trade on New | YES | \$ | 25,890 | \$ | 25,890 | 104% | \$3,722 | \$4,279 |
| 37 | 27663B | 2018 | VOLVO | S60 | 24 | Trade on Used | NO | \$ | 27,888 | \$ | 27,600 | 102% | \$5,174 | \$882 |
| 38 | HA0274 | 2019 | TOYOTA | RAV4 | 14 | Auction/Wholesale | YES | \$ | 34,990 | \$ | 34,990 | 112% | (\$1,984) | \$1,910 |
| 39 | KA0458 | 2019 | TOYOTA | C-HR | 11 | Auction/Wholesale | Yes | \$ | 25,990 | \$ | 25,600 | 107% | (\$623) | \$3,000 |
| 40 | 27585B | 2015 | CHEVROLET | CAMARO | 40 | Trade on Used | NO | \$ | 20,555 | \$ | 20,555 | 103% | \$6,323 | \$4,152 |
| 41 | 28628A | 2020 | JEEP | WRANGLER | 5 | Trade on New | NO | \$ | 39,990 | \$ | 39,360 | 102% | \$5,630 | \$0 |
| 42 | H2193 | 2021 | TOYOTA | COROLLA | 28 | Rental Fleet (Enterprise, et | YES | \$ | 23,869 | \$ | 23,200 | 104% | \$1,434 | \$0 |
| 43 | H2134 | 2021 | TOYOTA | COROLLA | 52 | Rental Fleet (Enterprise, et | YES | \$ | 21,641 | \$ | 21,641 | 98% | \$2,186 | \$5,942 |
| 44 | R25516 | 2020 | TOYOTA | AVALON | 18 | Loaner | YES | \$ | 41,333 | \$ | 40,500 | 99% | \$2,262 | \$1,610 |
| 45 | KA0466 | 2020 | TOYOTA | RAV4 | 11 | Auction/Wholesale | YES | \$ | 47,496 | \$ | 46,499 | 108% | \$8 | \$2,285 |
| 46 | 28034A | 2019 | TOYOTA | AVALON | 48 | Trade on New | YES | \$ | 35,978 | \$ | 35,978 | 101% | \$3,931 | \$5,387 |
| 47 | 928417A | 2018 | TOYOTA | TACOMA | 10 | Trade on New | YES | \$ | 35,490 | \$ | 35,490 | 102% | \$4,271 | \$1,849 |
| 48 | KA0472 | 2019 | TOYOTA | RAV4 | 9 | Auction/Wholesale | YES | \$ | 36,490 | \$ | 35,500 | 113% | (\$1,202) | \$1,154 |
| 49 | 28193D | 2014 | TOYOTA | RAV4 | 11 | Trade on Used | NO | \$ | 19,900 | \$ | 18,500 | 104% | \$3,174 | \$0 |
| 50 | KA0431 | 2019 | TOYOTA | RAV4 | 24 | Auction/Wholesale | YES | \$ | 30,999 | \$ | 30,200 | 101% | (\$1,269) | \$0 |
| 51 | HP0196 | 2021 | TOYOTA | SUPRA | 35 | Street/Curb Buy | YES | \$ | 57,990 | \$ | 57,990 | 100% | \$4,052 | \$2,100 |
| 52 | 80100A | 2020 | Toyota | TUNDRA | 2 | Trade on New | YES | \$ | 54,990 | \$ | 54,497 | 101% | \$2,078 | \$5,694 |
| 53 | 28242B | 2014 | TOYOTA | RAV4 | 14 | Trade on Used | YES | \$ | 17,933 | \$ | 17,933 | 105% | \$4,726 | \$0 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 31% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 29.1 |
| Avg. Advertised Price (Time of Sale) | \$ 34,087 |
| Avg. Transaction Price | \$ 33,889 |
| Avg. Market Price at 100% | \$ 33,924 |
| Avg. Price to Market % (Time of Sale) | 100% |
| Avg. Transaction to Market | 100% |
| Avg. Transactional Discount | \$ 198 |
| Avg. Front-End Gross | \$ 2,246 |
| Avg. Finance Gross | \$ 2,340 |
| PUVR | \$ 4,575 |
| Total Gross (Units & PUVR) | \$ 915,048 |
| GROI | 167% |
| % with Trade | 43% |
| Avg. Over/Under Allowance | \$1,120 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | RUSSELL CONOVER | DAVID GONZALEZ |
|---------------------------------------|------------|-----------------|----------------|
| % Retailed of Non-New Franchise | 31% | 32% | 27% |
| Total # Retail Units | 200 | 90 | 74 |
| Avg. Days to Sale | 29.1 | 31.9 | 28.9 |
| Avg. Advertised Price (Time of Sale) | \$ 34,087 | \$ 34,664 | \$ 34,402 |
| Avg. Transaction Price | \$ 33,889 | \$ 34,267 | \$ 34,373 |
| Avg. Market Price at 100% | \$ 33,924 | \$ 34,758 | \$ 34,319 |
| Avg. Price to Market % (Time of Sale) | 100% | 100% | 100% |
| Avg. Transaction to Market | 100% | 99% | 100% |
| Avg. Transactional Discount | \$ 198 | \$ 396 | \$ 29 |
| Avg. Front-End Gross | \$ 2,246 | \$ 1,943 | \$ 2,415 |
| Avg. Finance Gross | \$ 2,340 | \$ 2,228 | \$ 2,582 |
| PUVR | \$ 4,575 | \$ 4,149 | \$ 4,997 |
| Total Gross (Units & PUVR) | \$ 915,048 | \$ 373,365 | \$ 369,808 |
| GROI | 167% | 137% | 181% |
| % with Trade | 43% | 36% | 46% |
| Avg. Over/Under Allowance | 1,120 | 902 | 1,269 |



Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | BRAD ROWLAND | ALEX FLORES |
|---------------------------------------|------------|--------------|-------------|
| % Retailed of Non-New Franchise | 31% | 40% | 50% |
| Total # Retail Units | 200 | 5 | 4 |
| Avg. Days to Sale | 29.1 | 24.8 | 29.3 |
| Avg. Advertised Price (Time of Sale) | \$ 34,087 | \$ 28,088 | \$ 36,464 |
| Avg. Transaction Price | \$ 33,889 | \$ 27,667 | \$ 36,392 |
| Avg. Market Price at 100% | \$ 33,924 | \$ 27,776 | \$ 37,155 |
| Avg. Price to Market % (Time of Sale) | 100% | 101% | 98% |
| Avg. Transaction to Market | 100% | 100% | 98% |
| Avg. Transactional Discount | \$ 198 | \$ 422 | \$ 72 |
| Avg. Front-End Gross | \$ 2,246 | \$ 1,342 | \$ 1,967 |
| Avg. Finance Gross | \$ 2,340 | \$ 993 | \$ 4,610 |
| PUVR | \$ 4,575 | \$ 2,335 | \$ 6,577 |
| Total Gross (Units & PUVR) | \$ 915,048 | \$ 11,674 | \$ 26,306 |
| GROI | 167% | 123% | 222% |
| % with Trade | 43% | 60% | 25% |
| Avg. Over/Under Allowance | 1,120 | 1,200 | 1,500 |



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

| ANDREW TICE | BELINDA FERNANDEZ | CESLIE BOTELLO | CHRIS FLORES |
|-------------|-------------------|----------------|--------------|
| 50% | 33% | 0% | 17% |
| 6 | 3 | 4 | 6 |
| 35.8 | 57.0 | 38.5 | 26.5 |
| \$ 29,431 | \$ 33,456 | \$ 32,240 | \$ 31,847 |
| \$ 28,918 | \$ 33,126 | \$ 32,088 | \$ 31,345 |
| \$ 30,122 | \$ 35,385 | \$ 31,594 | \$ 31,467 |
| 98% | 95% | 102% | 101% |
| 96% | 94% | 102% | 100% |
| \$ 513 | \$ 330 | \$ 152 | \$ 502 |
| \$ 950 | \$ 2,368 | \$ 7 | \$ 1,353 |
| \$ 3,073 | \$ 2,826 | \$ 3,986 | \$ 3,348 |
| \$ 4,023 | \$ 5,194 | \$ 3,992 | \$ 4,701 |
| \$ 24,137 | \$ 15,582 | \$ 15,970 | \$ 28,207 |
| 140% | 99% | 116% | 204% |
| 17% | 0% | 50% | 67% |
| 903 | #DIV/0! | 1,150 | 763 |

| CODA LANDERS | CODY HAGER | ELIJAH JACKSON | ELIJAH SAMAHA |
|--------------|------------|----------------|---------------|
| 0% | 25% | 50% | 33% |
| 5 | 4 | 4 | 6 |
| 22.2 | 15.5 | 17.8 | 18.3 |
| \$ 39,181 | \$ 31,007 | \$ 28,237 | \$ 35,580 |
| \$ 39,152 | \$ 30,963 | \$ 27,939 | \$ 35,176 |
| \$ 39,034 | \$ 30,064 | \$ 27,068 | \$ 36,094 |
| 100% | 103% | 104% | 99% |
| 100% | 103% | 103% | 97% |
| \$ 29 | \$ 45 | \$ 298 | \$ 405 |
| \$ 606 | \$ 2,213 | \$ 1,775 | \$ 4,476 |
| \$ 3,238 | \$ 2,088 | \$ 1,404 | \$ 1,701 |
| \$ 3,844 | \$ 4,301 | \$ 3,179 | \$ 6,177 |
| \$ 19,220 | \$ 17,205 | \$ 12,715 | \$ 37,064 |
| 159% | 323% | 231% | 345% |
| 40% | 75% | 50% | 67% |
| 1,325 | 1,667 | 1,300 | 450 |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | JORDAN RUTLA | BRANDEN LEGE |
|---------------------------------------|------------|--------------|--------------|
| % Retailed of Non-New Franchise | 31% | 25% | 25% |
| Total # Retail Units | 200 | 12 | 20 |
| Avg. Days to Sale | 29.1 | 29.2 | 27.5 |
| Avg. Advertised Price (Time of Sale) | \$ 34,087 | \$ 34,121 | \$ 30,688 |
| Avg. Transaction Price | \$ 33,889 | \$ 34,017 | \$ 30,411 |
| Avg. Market Price at 100% | \$ 33,924 | \$ 33,916 | \$ 30,928 |
| Avg. Price to Market % (Time of Sale) | 100% | 101% | 99% |
| Avg. Transaction to Market | 100% | 100% | 98% |
| Avg. Transactional Discount | \$ 198 | \$ 104 | \$ 277 |
| Avg. Front-End Gross | \$ 2,246 | \$ 3,199 | \$ 1,959 |
| Avg. Finance Gross | \$ 2,340 | \$ 3,130 | \$ 3,018 |
| PUVR | \$ 4,575 | \$ 6,329 | \$ 4,976 |
| Total Gross (Units & PUVR) | \$ 915,048 | \$ 75,944 | \$ 99,529 |
| GROI | 167% | 230% | 214% |
| % with Trade | 43% | 0% | 0% |
| Avg. Over/Under Allowance | 1,120 | 1,710 | 622 |



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

| BRANT WIMPEE | CHRIS LUKE | MIGUEL VEGA | MIKE SCHWART |
|--------------|------------|-------------|--------------|
| 32% | 40% | 33% | 0% |
| 19 | 20 | 21 | 1 |
| 22.4 | 33.7 | 31.2 | 27.0 |
| \$ 33,124 | \$ 33,915 | \$ 36,947 | \$ 38,990 |
| \$ 32,834 | \$ 34,625 | \$ 36,737 | \$ 38,990 |
| \$ 32,609 | \$ 33,985 | \$ 37,249 | \$ 38,604 |
| 102% | 100% | 99% | 101% |
| 101% | 102% | 99% | 101% |
| \$ 291 | \$ (711) | \$ 209 | \$ - |
| \$ 1,876 | \$ 2,150 | \$ 2,835 | \$ (1,609) |
| \$ 2,291 | \$ 2,014 | \$ 1,571 | \$ 2,927 |
| \$ 4,168 | \$ 4,163 | \$ 4,406 | \$ 1,318 |
| \$ 79,184 | \$ 83,266 | \$ 92,526 | \$ 1,318 |
| 204% | 129% | 138% | 45% |
| 0% | 0% | 0% | 0% |
| 1,317 | 1,667 | 545 | 1,000 |

| PEDRO VASQUEZ | JOB BUNDITWOS | SHELBY BLESIN | STEVEN WEBB |
|---------------|---------------|---------------|-------------|
| 31% | 42% | 29% | 31% |
| 13 | 31 | 17 | 16 |
| 32.3 | 34.1 | 27.9 | 27.1 |
| \$ 34,359 | \$ 32,625 | \$ 35,182 | \$ 38,324 |
| \$ 33,984 | \$ 32,306 | \$ 34,896 | \$ 37,965 |
| \$ 34,376 | \$ 32,621 | \$ 35,088 | \$ 37,801 |
| 100% | 100% | 100% | 101% |
| 99% | 99% | 99% | 100% |
| \$ 375 | \$ 319 | \$ 286 | \$ 359 |
| \$ 2,631 | \$ 2,191 | \$ 1,786 | \$ 2,355 |
| \$ 3,333 | \$ 2,476 | \$ 1,003 | \$ 3,297 |
| \$ 5,965 | \$ 4,596 | \$ 2,789 | \$ 5,651 |
| \$ 77,539 | \$ 142,490 | \$ 47,406 | \$ 90,423 |
| 196% | 150% | 103% | 198% |
| 0% | 0% | 0% | 0% |
| 1,414 | 929 | 1,373 | 1,044 |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 116 | 84 |
| Avg. Days to Sale | 29.1 | 29.1 | 29.2 |
| Avg. Advertised Price (Time of Sale) | \$ 34,087 | \$ 35,130 | \$ 32,195 |
| Avg. Transaction Price | \$ 33,889 | \$ 35,115 | \$ 32,195 |
| Avg. Market Price at 100% | \$ 33,924 | \$ 34,932 | \$ 32,714 |
| Avg. Price to Market % (Time of Sale) | 100% | 101% | 98% |
| Avg. Transaction to Market | 100% | 101% | 98% |
| Avg. Transactional Discount | \$ 198 | \$ 15 | \$ 450 |
| Avg. Front-End Gross | \$ 2,246 | \$ 1,707 | \$ 3,000 |
| Avg. Finance Gross | \$ 2,340 | \$ 2,621 | \$ 1,952 |
| PUVR | \$ 4,575 | \$ 4,328 | \$ 4,916 |
| Total Gross (Units & PUVR) | \$ 915,048 | \$ 502,088 | \$ 412,959 |
| GROI | 167% | 152% | 189% |
| % with Trade | 43% | 189% | 106% |
| Avg. Over/Under Allowance | 1,120 | 1,169 | 1,036 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 138 | 61 |
| Avg. Days to Sale | 29.1 | 28.1 | 31.8 |
| Avg. Advertised Price (Time of Sale) | \$ 34,087 | \$ 34,180 | \$ 33,644 |
| Avg. Transaction Price | \$ 33,889 | \$ 34,091 | \$ 33,644 |
| Avg. Market Price at 100% | \$ 33,924 | \$ 33,976 | \$ 34,301 |
| Avg. Price to Market % (Time of Sale) | 100% | 101% | 98% |
| Avg. Transaction to Market | 100% | 100% | 98% |
| Avg. Transactional Discount | \$ 198 | \$ 89 | \$ 447 |
| Avg. Front-End Gross | \$ 2,246 | \$ 2,007 | \$ 2,860 |
| Avg. Finance Gross | \$ 2,340 | \$ 2,558 | \$ 1,831 |
| PUVR | \$ 4,575 | \$ 4,565 | \$ 4,644 |
| Total Gross (Units & PUVR) | \$ 915,048 | \$ 629,990 | \$ 283,278 |
| GROI | 167% | 172% | 156% |
| % with Trade | 43% | 40% | 51% |
| Avg. Over/Under Allowance | 1,120 | 1,159 | 1,013 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 200 | 72 | 44 |
| % of Retail Units | 100% | 36% | 22% |
| % Retailed of Non-New Franchise | 31% | 36% | 50% |
| Avg. Days to Sale | 29.1 | 30.0 | 24.0 |
| Avg. Transaction Price | \$ 33,889 | \$ 32,862 | \$ 29,822 |
| Avg. Transaction to Market % | 100% | 99% | 118% |
| Avg. Transactional Discount | \$ 198 | \$ 342 | \$ (258) |
| Avg. Front End Gross | \$ 2,246 | \$ 3,271 | \$ 3,605 |
| Avg. Finance Gross | \$ 2,340 | \$ 2,002 | \$ 2,216 |
| PUVR | \$ 4,575 | \$ 5,228 | \$ 5,821 |
| Total Gross (Units & PUVR) | \$ 915,048 | \$ 376,383 | \$ 256,110 |
| GROI | 167% | 191% | 292% |
| % with Trade | 43% | 33% | 50% |
| Avg. Over/Under Allowance | 1,120 | 986 | 1,120 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 23 | 47 | 5 | 1 |
| 12% | 24% | 3% | 1% |
| 22% | 17% | 0% | 0% |
| 26.4 | 32.0 | 25.2 | 1.0 |
| \$ 38,124 | \$ 37,966 | \$ 38,356 | \$ 25,004 |
| 99% | 102% | 99% | 100% |
| \$ 290 | \$ 342 | \$ 431 | \$ - |
| \$ 2,609 | \$ (445) | \$ 3,125 | \$ 250 |
| \$ 3,140 | \$ 2,230 | \$ 3,305 | \$ 4,449 |
| \$ 5,749 | \$ 1,785 | \$ 6,430 | \$ 4,699 |
| \$ 132,231 | \$ 83,891 | \$ 32,151 | \$ 4,699 |
| 205% | 53% | 239% | 6765% |
| 52% | 45% | 60% | 0% |
| 1,025 | 1,510 | 667 | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|---------|
| 0 | 8 | 0 |
| 0% | 4% | 0% |
| #DIV/0! | 0% | #DIV/0! |
| #DIV/0! | 46.4 | #DIV/0! |
| #DIV/0! | \$ 27,686 | #DIV/0! |
| #DIV/0! | 95% | #DIV/0! |
| #DIV/0! | \$ 187 | #DIV/0! |
| #DIV/0! | \$ 147 | #DIV/0! |
| #DIV/0! | \$ 3,551 | #DIV/0! |
| #DIV/0! | \$ 3,698 | #DIV/0! |
| #DIV/0! | \$ 29,581 | #DIV/0! |
| #DIV/0! | 104% | #DIV/0! |
| #DIV/0! | 50% | #DIV/0! |
| #DIV/0! | 538 | #DIV/0! |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 200 | 124 | 34 |
| % of Retail Units | 100% | 62% | 17% |
| % Retailed of Non-New Franchise | 31% | 31% | 24% |
| Avg. Days to Sale | 29.1 | 15.0 | 37.0 |
| Avg. Transaction Price | \$ 33,889 | \$ 33,698 | \$ 34,063 |
| Avg. Transaction to Market % | 100% | 108% | 99% |
| Avg. Transactional Discount | \$ 198 | \$ 167 | \$ 294 |
| Avg. Front End Gross | \$ 2,246 | \$ 2,836 | \$ 1,434 |
| Avg. Finance Gross | \$ 2,340 | \$ 2,340 | \$ 2,092 |
| PUVR | \$ 4,575 | \$ 5,175 | \$ 3,526 |
| Total Gross (Units & PUVR) | \$ 915,048 | \$ 641,757 | \$ 119,898 |
| GROI | 167% | 367% | 101% |
| % with Trade | 43% | 44% | 59% |
| Avg. Over/Under Allowance | 1,120 | 1,055 | 1,398 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|-----------|
| 24 | 11 | 7 |
| 12% | 6% | 4% |
| 33% | 27% | 57% |
| 51.3 | 69.4 | 101.4 |
| \$ 32,305 | \$ 37,847 | \$ 35,632 |
| 96% | 95% | 92% |
| \$ 251 | \$ 181 | \$ 128 |
| \$ 1,546 | \$ 573 | \$ 660 |
| \$ 2,999 | \$ 1,882 | \$ 2,019 |
| \$ 4,545 | \$ 2,455 | \$ 2,678 |
| \$ 109,072 | \$ 27,006 | \$ 18,749 |
| 99% | 34% | 27% |
| 25% | 45% | 14% |
| 1,536 | 270 | 450 |