

| Unit # | Stock# | Year | Make | Model | Days in Stock | Acquisition Source | CPO | 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 | Other | No | \$ 15,000 | \$ 13,800 | 95% | \$1,500 | \$500 |
| 1 | P14487 | 2021 | CHEVROLET TRUCK | SILVERADO 1500 | 51 | Trade on New | YES | 29995.00 | 29995.00 | 100% | 3182.44 | .00 |
| 2 | P14408 | 2020 | CADILLAC | CT5 | 31 | Auction/Wholesale | YES | 25995.00 | 23772.23 | | .00 | 3431.41 |
| 3 | P14409 | 2017 | CHEVROLET TRUCK | SILVERADO 2500H | 55 | Auction/Wholesale | Yes | 46995.00 | 45085.14 | 103% | 3865.81 | 800.00 |
| 4 | P14373 | 2017 | CADILLAC TRUCK | ESCALADE | 60 | Auction/Wholesale | Yes | 46995.00 | 46995.00 | | 2047.25 | 3567.00 |
| 5 | P14402 | 2021 | GMC | YUKON | 35 | Rental Fleet (Enterprise, etc.) | Yes | 55991.00 | 55991.00 | 104% | 1654.83 | 2870.82 |
| 6 | T23281A | 2021 | CADILLAC TRUCK | XT5 | 27 | Trade on New | Yes | 35991.00 | 33773.56 | | 1961.29 | 516.00 |
| 7 | P14385A | 2015 | CHEVROLET TRUCK | SILVERADO 1500 | 24 | Trade on Used | No | 29991.00 | 29991.00 | 103% | 7466.59 | 1331.11 |
| 8 | T221229A | 2020 | CHEVROLET TRUCK | SILVERADO 1500 | 8 | Trade on New | YES | 42991.00 | 42991.00 | | 10147.10 | 500.00 |
| 9 | T23293A | 2010 | CHEVROLET TRUCK | TAHOE | 6 | Trade on New | No | 15997.00 | 15991.00 | | 8798.76 | 610.00 |
| 10 | P14440 | 2020 | CHEVROLET TRUCK | TRAVERSE | 3 | Auction/Wholesale | YES | 34997.00 | 33180.00 | 109% | 2985.84 | 2254.00 |
| 11 | T211018B | 2018 | CHEVROLET TRUCK | EQUINOX | 41 | Trade on Used | YES | 20993.00 | 20993.00 | 96% | 1477.08 | 1223.00 |
| 12 | T23139A | 2021 | CHEVROLET TRUCK | SILVERADO 1500 | 14 | Trade on New | YES | 45997.00 | 43000.00 | 102% | 3003.58 | .00 |
| 13 | T221212B | 2021 | GMC | CANYON | 48 | Trade on Used | YES | 28994.00 | 28994.00 | 94% | 2.66 | 1585.77 |
| 14 | P14449 | 2020 | CHEVROLET TRUCK | TRAVERSE | 1 | Street/Curb Buy | YES | 20546.60 | 20546.60 | | .00 | 3750.00 |
| 15 | T23153B | 2018 | NISSAN | MAXIMA | 53 | Trade on Used | No | 17994.00 | 17794.00 | 86% | 149.61 | 329.72 |
| 16 | P14450 | 2020 | CHEVROLET TRUCK | COLORADO | 32 | Street/Curb Buy | YES | 21282.64 | 21282.64 | | .00 | 4632.00 |
| 17 | P14451 | 2020 | CADILLAC | CT5 | 21 | Street/Curb Buy | YES | 27259.49 | 27259.49 | | 2000.00 | 2762.59 |
| 18 | T23296A | 2017 | CHEVROLET TRUCK | EQUINOX | 22 | Trade on New | No | 17991.00 | 17171.00 | 111% | 3330.88 | .00 |
| 19 | P14406 | 2020 | CHEVROLET TRUCK | TAHOE | 38 | Rental Fleet (Enterprise, etc.) | YES | 37993.00 | 37993.00 | 103% | 74.87 | 282.47 |
| 20 | P14425A | 2020 | GMC | SIERRA 1500 | 12 | Trade on Used | YES | 65991.00 | 64991.00 | 116% | 11427.78 | 2841.00 |
| 21 | B23095A | 2019 | CADILLAC TRUCK | XT5 | 25 | Trade on New | YES | 28997.00 | 28697.00 | 99% | 1591.81 | .00 |
| 22 | P14453 | 2020 | CHEVROLET TRUCK | SILVERADO 1500 | 29 | Auction/Wholesale | YES | 33991.00 | 30076.80 | | .00 | 1645.29 |
| 23 | P14415A | 2017 | CADILLAC TRUCK | XT5 | 24 | Trade on Used | YES | 20991.00 | 20991.00 | 101% | 5752.84 | 2695.00 |
| 24 | P14404 | 2018 | GMC | SIERRA 3500HD | 40 | Auction/Wholesale | YES | 60994.00 | 60994.00 | | 3525.80 | 1558.90 |
| 25 | P14353 | 2021 | CHEVROLET TRUCK | SILVERADO 1500 | 78 | Auction/Wholesale | YES | 29999.00 | 35000.00 | 101% | 6751.44 | 667.86 |
| 26 | T23194A | 2014 | CHEVROLET TRUCK | SILVERADO 1500 | 17 | Trade on New | No | 22997.00 | 22991.00 | | 5681.08 | 2170.18 |
| 27 | T221157B | 2018 | CADILLAC TRUCK | XT5 LUXURY SPORT UTILITY 4D | 51 | Trade on Used | YES | 24994.00 | 24994.00 | 95% | 1562.64 | 3346.74 |
| 28 | P14416 | 2014 | TOYOTA | PRIUS PLUG-IN | 35 | Auction/Wholesale | No | 17993.00 | 16000.10 | 106% | -4.44 | 1054.26 |
| 29 | P14425B | 2016 | CHEVROLET TRUCK | SUBURBAN | 11 | Auction/Wholesale | No | 31997.00 | 31997.00 | 108% | 7551.76 | 2110.22 |
| 30 | P14432 | 2020 | CHEVROLET TRUCK | TRAX | 19 | Street/Curb Buy | YES | 20991.00 | 20991.00 | 110% | 4550.83 | 1348.84 |
| 31 | T221242A | 2014 | CHEVROLET TRUCK | EQUINOX | 3 | Trade on New | No | 14997.00 | 14000.00 | 115% | 1777.65 | .00 |
| 32 | P14352 | 2021 | CHEVROLET TRUCK | SILVERADO 1500 | 81 | Street/Curb Buy | YES | 29999.00 | 29999.00 | 100% | 2710.04 | 4642.00 |
| 33 | P14411 | 2018 | CADILLAC | CTS-V SEDAN | 43 | Street/Curb Buy | YES | 75993.00 | 75993.00 | 94% | 6258.54 | 1962.00 |
| 34 | P14479 | 2023 | CHEVROLET TRUCK | TAHOE | 4 | Auction/Wholesale | YES | 66997.00 | 66997.00 | | 6650.07 | 4639.00 |
| 35 | P14400 | 2020 | CHEVROLET TRUCK | TAHOE | 49 | Rental Fleet (Enterprise, etc.) | YES | 35994.00 | 35994.00 | 101% | -108.57 | 988.59 |
| 36 | P14397 | 2019 | CHEVROLET TRUCK | TRAVERSE | 47 | Auction/Wholesale | YES | 25994.00 | 25700.00 | 95% | -288.20 | .00 |
| 37 | T23352A | 2019 | CHEVROLET TRUCK | SILVERADO 1500 | 21 | Trade on New | YES | 42991.00 | 40000.00 | 102% | 2356.70 | 360.22 |
| 38 | T23315A | 2021 | CHEVROLET TRUCK | COLORADO | 42 | Trade on New | YES | 28993.00 | 28993.00 | 101% | 1525.47 | 477.00 |

| | | | | | |
|----|----------|------|-----------------|---------------------------|----|
| 39 | P14422 | 2020 | CHEVROLET | MALIBU | 34 |
| 40 | P14355 | 2022 | CHEVROLET TRUCK | TAHOE | 81 |
| 41 | P14455 | 2020 | CHEVROLET | CORVETTE | 4 |
| 42 | P14393 | 2020 | CADILLAC TRUCK | ESCALADE ESV | 53 |
| 43 | T23394A | 2015 | CHEVROLET | MALIBU | 7 |
| 44 | T221152A | 2021 | JEEP | WRANGLER | 48 |
| 45 | T221059A | 2017 | CHEVROLET TRUCK | SILVERADO 1500 | 33 |
| 46 | P14436 | 2016 | GMC | SIERRA 2500HD | 18 |
| 47 | T23385A | 2013 | TOYOTA | PRIUS C | 21 |
| 48 | P14413 | 2020 | GMC | YUKON XL | 40 |
| 49 | T23294A | 2017 | CHEVROLET TRUCK | TAHOE LS SPORT UTILITY 4D | 34 |
| 50 | T221133A | 2019 | CHEVROLET TRUCK | TAHOE | 25 |
| 51 | T23255A | 2020 | GMC | ACADIA | 34 |
| 52 | P14421 | 2018 | CHEVROLET TRUCK | EQUINOX | 37 |
| 53 | C23123A | 2018 | CHEVROLET | CORVETTE | 14 |

| | |
|--|-----|
| Auction/Wholesale | YES |
| Auction/Wholesale | YES |
| Street/Curb Buy | YES |
| Rental Fleet (Enterprise, etc.) | YES |
| Trade on New | No |
| Trade on New | No |
| Trade on New | YES |
| Auction/Wholesale | No |
| Trade on New | No |
| Auction/Wholesale | YES |
| Trade on New | YES |
| Trade on New | YES |
| Trade on New | YES |
| Auction/Wholesale | YES |
| Trade on New | Yes |

| | |
|----------|----------|
| 20991.00 | 20991.00 |
| 62999.00 | 62999.00 |
| 88991.00 | 84991.00 |
| 44994.00 | 44894.00 |
| 16997.00 | 15997.00 |
| 35994.00 | 34994.00 |
| 31991.00 | 28991.00 |
| 52997.00 | 52997.00 |
| 14991.00 | 14991.00 |
| 45993.00 | 44994.00 |
| 34991.00 | 31921.03 |
| 51991.00 | 48871.84 |
| 29991.00 | 26993.00 |
| 20991.00 | 17993.00 |
| 55991.00 | 55991.00 |

| | | |
|------|----------|---------|
| 116% | 1454.90 | 4049.80 |
| | -3650.39 | 1600.00 |
| 100% | 5771.43 | 5924.00 |
| 95% | -2310.62 | 1200.17 |
| 97% | 2419.14 | 573.00 |
| 91% | 228.65 | .00 |
| 105% | -307.84 | 2353.81 |
| | 7288.62 | 4004.06 |
| | 4991.94 | 1959.72 |
| 92% | | |
| 101% | 4211.42 | 6443.34 |
| 115% | 4463.21 | 900.00 |
| | 3940.78 | 2544.46 |
| | 3229.16 | 5136.87 |
| 108% | -55.83 | 460.88 |
| 119% | 8922.36 | 4139.00 |
| | | |

Scoreboard Totals

| | |
|---------------------------------------|--------------|
| % Retailed of Non-Franchise Make | 21% |
| Total # Retail Units | 200 |
| Avg. Days to Sale | 24.9 |
| Avg. Advertised Price (Time of Sale) | \$ 38,635 |
| Avg. Transaction Price | \$ 37,691 |
| Avg. Market Price at 100% | \$ 37,363 |
| Avg. Price to Market % (Time of Sale) | 103% |
| Avg. Transaction to Market | 101% |
| Avg. Transactional Discount | \$ 944 |
| Avg. Front-End Gross | \$ 3,589 |
| Avg. Finance Gross | \$ 1,992 |
| PUVR | \$ 5,581 |
| Total Gross (Units & PUVR) | \$ 1,116,207 |
| GROI | 215% |
| % with Trade | 43% |
| Avg. Over/Under Allowance | \$135 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Bob Atwood | |
|---------------------------------------|--------------|------------|---------|
| % Retailed of Non-New Franchise | 21% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 24.9 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 38,635 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 37,691 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 37,363 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 103% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 101% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 944 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 3,589 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,992 | #DIV/0! | #DIV/0! |
| PUVR | \$ 5,581 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 1,116,207 | #DIV/0! | #DIV/0! |
| GROI | 215% | #DIV/0! | #DIV/0! |
| % with Trade | 43% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 135 | #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 | 21% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 24.9 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 38,635 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 37,691 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 37,363 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 103% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 101% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 944 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 3,589 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,992 | #DIV/0! | #DIV/0! |
| PUVR | \$ 5,581 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 1,116,207 | #DIV/0! | #DIV/0! |
| GROI | 215% | #DIV/0! | #DIV/0! |
| % with Trade | 43% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 135 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Walker Strong | |
|---------------------------------------|--------------|---------------|---------|
| % Retailed of Non-New Franchise | 21% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 200 | 0 | 0 |
| Avg. Days to Sale | 24.9 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 38,635 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 37,691 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 37,363 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 103% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 101% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 944 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ 3,589 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 1,992 | #DIV/0! | #DIV/0! |
| PUVR | \$ 5,581 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 1,116,207 | #DIV/0! | #DIV/0! |
| GROI | 215% | #DIV/0! | #DIV/0! |
| % with Trade | 43% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 135 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|--------------|------------|------------|
| Total # Retail Units | 200 | 151 | 49 |
| Avg. Days to Sale | 24.9 | 25.3 | 23.4 |
| Avg. Advertised Price (Time of Sale) | \$ 38,635 | \$ 41,185 | \$ 29,961 |
| Avg. Transaction Price | \$ 37,691 | \$ 40,199 | \$ 29,961 |
| Avg. Market Price at 100% | \$ 37,363 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 103% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 101% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 944 | \$ 986 | \$ 817 |
| Avg. Front-End Gross | \$ 3,589 | \$ 3,341 | \$ 4,353 |
| Avg. Finance Gross | \$ 1,992 | \$ 2,045 | \$ 1,830 |
| PUVR | \$ 5,581 | \$ 5,386 | \$ 6,183 |
| Total Gross (Units & PUVR) | \$ 1,116,207 | \$ 813,231 | \$ 302,977 |
| GROI | 215% | 191% | 317% |
| % with Trade | 43% | 44% | 41% |
| Avg. Over/Under Allowance | 135 | 123 | 171 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|--------------|------------|------------|
| Total # Retail Units | 200 | 159 | 41 |
| Avg. Days to Sale | 24.9 | 24.4 | 26.4 |
| Avg. Advertised Price (Time of Sale) | \$ 38,635 | \$ 38,640 | \$ 37,646 |
| Avg. Transaction Price | \$ 37,691 | \$ 37,702 | \$ 37,646 |
| Avg. Market Price at 100% | \$ 37,363 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 103% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 101% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 944 | \$ 938 | \$ 968 |
| Avg. Front-End Gross | \$ 3,589 | \$ 3,405 | \$ 4,303 |
| Avg. Finance Gross | \$ 1,992 | \$ 1,890 | \$ 2,387 |
| PUVR | \$ 5,581 | \$ 5,295 | \$ 6,690 |
| Total Gross (Units & PUVR) | \$ 1,116,207 | \$ 841,922 | \$ 274,286 |
| GROI | 215% | 207% | 242% |
| % with Trade | 43% | 40% | 56% |
| Avg. Over/Under Allowance | 135 | 110 | 229 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|-------------|--------------|---------------|
| Total # Retail Units | 200 | 80 | 28 |
| % of Retail Units | 100% | 40% | 14% |
| % Retailed of Non-New Franchise | 21% | 23% | 39% |
| Avg. Days to Sale | 24.9 | 22.3 | 26.5 |
| Avg. Transaction Price | \$ 37,691 | \$ 34,594 | \$ 32,492 |
| Avg. Transaction to Market % | 101% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 944 | \$ 998 | \$ 1,393 |
| Avg. Front End Gross | \$ 3,589 | \$ 4,061 | \$ 3,555 |
| Avg. Finance Gross | \$ 1,992 | \$ 1,933 | \$ 1,955 |
| PUVR | \$ 5,581 | \$ 5,994 | \$ 5,510 |
| Total Gross (Units & PUVR) | \$1,116,207 | \$ 479,530 | \$ 154,291 |
| GROI | 215% | 280% | 231% |
| % with Trade | 43% | 49% | 50% |
| Avg. Over/Under Allowance | 135 | 69 | -22 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-----------|--------------|
| 24 | 55 | 1 | 7 |
| 12% | 28% | 1% | 4% |
| 13% | 15% | 0% | 0% |
| 23.3 | 29.3 | 30.0 | 9.7 |
| \$ 45,744 | \$ 40,926 | \$ 35,491 | \$ 33,955 |
| #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 305 | \$ 922 | \$ 500 | \$ 1,195 |
| \$ 5,156 | \$ 3,004 | \$ 3,011 | \$ 7 |
| \$ 2,784 | \$ 1,912 | \$ 5,140 | \$ 747 |
| \$ 7,940 | \$ 4,915 | \$ 8,150 | \$ 754 |
| \$ 190,564 | \$ 270,347 | \$ 8,150 | \$ 5,277 |
| 268% | 148% | 276% | 82% |
| 33% | 38% | 0% | 0% |
| 396 | 255 | 0 | 0 |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|---------|
| 0 | 5 | 0 |
| 0% | 3% | 0% |
| #DIV/0! | 20% | #DIV/0! |
| #DIV/0! | 35.8 | #DIV/0! |
| #DIV/0! | \$ 47,774 | #DIV/0! |
| #DIV/0! | #DIV/0! | #DIV/0! |
| #DIV/0! | \$ 619 | #DIV/0! |
| #DIV/0! | \$ 271 | #DIV/0! |
| #DIV/0! | \$ 1,338 | #DIV/0! |
| #DIV/0! | \$ 1,610 | #DIV/0! |
| #DIV/0! | \$ 8,049 | #DIV/0! |
| #DIV/0! | 34% | #DIV/0! |
| #DIV/0! | 80% | #DIV/0! |
| #DIV/0! | -300 | #DIV/0! |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|--------------|------------|------------|
| Total # Retail Units | 200 | 134 | 38 |
| % of Retail Units | 100% | 67% | 19% |
| % Retailed of Non-New Franchise | 21% | 18% | 32% |
| Avg. Days to Sale | 24.9 | 15.3 | 36.9 |
| Avg. Transaction Price | \$ 37,691 | \$ 38,613 | \$ 35,233 |
| Avg. Transaction to Market % | 101% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 944 | \$ 1,064 | \$ 1,057 |
| Avg. Front End Gross | \$ 3,589 | \$ 4,460 | \$ 2,201 |
| Avg. Finance Gross | \$ 1,992 | \$ 2,021 | \$ 2,549 |
| PUVR | \$ 5,581 | \$ 6,481 | \$ 4,750 |
| Total Gross (Units & PUVR) | \$ 1,116,207 | \$ 868,513 | \$ 180,504 |
| GROI | 215% | 394% | 131% |
| % with Trade | 43% | 41% | 50% |
| Avg. Over/Under Allowance | 135 | 145 | 132 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|----------|
| 23 | 4 | 0 |
| 12% | 2% | 0% |
| 22% | 0% | #DIV/0! |
| 51.4 | 82.0 | #DIV/0! |
| \$ 36,517 | \$ 39,412 | #DIV/0! |
| #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 369 | \$ (1,163) | #DIV/0! |
| \$ 1,336 | \$ 1,450 | #DIV/0! |
| \$ 971 | \$ 1,838 | #DIV/0! |
| \$ 2,307 | \$ 3,287 | #DIV/0! |
| \$ 53,063 | \$ 13,149 | #DIV/0! |
| 44% | 37% | #DIV/0! |
| 48% | 25% | #DIV/0! |
| 43 | 375 | #DIV/0! |