

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| PAUL MOORE | DAGEAN LONG | BRANDON REYNOLDS |
| RYAN WHITE | KENNY BUCKNER | BRYSON LONG |
| WILL CLIFFORD | KIM GREENE | DOC KRUZIC |
| | LEE WHITSON | ELIJAH JENNINGS |
| | | GREG DAUGHERTY |
| | | JACOB PINION |
| | | KARL WESTERMAN |
| | | KC RAMSEY |
| | | MATT SCHRIDER |
| | | MIKE UHER |
| | | NATE MARSHALL |
| | | RICK COLLINS |
| | | STEVE ROOP |
| | | TIM JENNINGS |
| | | TRISTIN WELLS |
| | | WALT WASHAM |
| | | WES SHOEMAKER |
| | | HOUSE |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |

| 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 | Trade on New | No | \$ 15,000 | \$ 13,800 | 95% | \$1,500 | \$500 |
| 1 | E2092910 | 14 | LEXUS | ES350 | 39 | Auction/Wholesale | No | \$ 20,900 | \$ 20,900 | 97% | (\$896) | \$245 |
| 2 | KC020512 | 19 | TOYOTA | RAV4 | 8 | Auction/Wholesale | Yes | \$ 27,900 | \$ 27,900 | 100% | (\$1,963) | \$3,515 |
| 3 | M5903609 | 21 | TOYOTA | 4RUNNER | 32 | Auction/Wholesale | Yes | \$ 46,900 | \$ 46,900 | 100% | (\$4,131) | |
| 4 | MW194647 | 21 | TOYOTA | RAV4 | 3 | Auction/Wholesale | Yes | \$ 28,900 | \$ 28,900 | 98% | (\$1,360) | \$3,103 |
| 5 | JM729924 | 18 | HONDA | FIT | 16 | Trade on New | No | \$ 20,900 | \$ 20,900 | 102% | (\$1,302) | |
| 6 | P3005141 | 23 | TOYOTA | PRIUS | 1 | Auction/Wholesale | Yes | \$ 38,200 | \$ 38,200 | 114% | \$762 | \$679 |
| 7 | PU086833 | 23 | TOYOTA | CAMRY | 2 | Auction/Wholesale | Yes | \$ 39,441 | \$ 39,441 | 104% | (\$1,439) | \$1,817 |
| 8 | U024494 | 22 | TOYOTA | CAMRY | 3 | Street/Curb Buy | Yes | \$ 35,656 | \$ 35,656 | 100% | (\$1,019) | \$2,200 |
| 9 | JS834481 | 18 | TOYOTA | HIGHLANDER | 28 | Trade on New | Yes | \$ 29,900 | \$ 29,900 | 99% | (\$3,335) | |
| 10 | PW240276 | 23 | TOYOTA | RAV4 | 10 | Auction/Wholesale | Yes | \$ 38,900 | \$ 38,900 | 117% | \$1,108 | \$2,726 |
| 11 | MS516138 | 21 | TOYOTA | HIGHLANDER | 4 | Auction/Wholesale | Yes | \$ 37,900 | \$ 37,900 | 100% | (\$495) | \$2,892 |
| 12 | LN241313 | 20 | RAM | 1500 | 10 | Auction/Wholesale | No | \$ 38,900 | \$ 38,900 | 96% | \$41 | \$1,181 |
| 13 | MX259086 | 21 | TOYOTA | TACOMA | 54 | Auction/Wholesale | Yes | \$ 49,900 | \$ 49,900 | 100% | (\$6,956) | \$3,282 |
| 14 | GB050557 | 16 | HONDA | ODYSSEY | 9 | Trade on Used | No | \$ 23,990 | \$ 23,990 | 104% | (\$224) | |
| 15 | GM005572 | 16 | TOYOTA | TACOMA | 5 | Street/Curb Buy | No | \$ 31,721 | \$ 31,721 | 99% | \$525 | \$545 |
| 16 | KM265288 | 19 | TOYOTA | TACOMA | 7 | Trade on Used | Yes | \$ 29,321 | \$ 29,321 | 89% | \$1,781 | \$1,069 |
| 17 | 100981 | 22 | TOYOTA | COROLLA | 11 | Street/Curb Buy | Yes | \$ 33,607 | \$ 33,607 | 119% | \$1,917 | \$1,685 |
| 18 | KM287619 | 19 | TOYOTA | TACOMA | 43 | Trade on New | Yes | \$ 35,900 | \$ 35,900 | 93% | \$1,238 | \$4,277 |
| 19 | LX242115 | 20 | TOYOTA | TACOMA | 33 | Auction/Wholesale | Yes | \$ 49,888 | \$ 49,888 | 103% | (\$4,554) | \$1,920 |
| 20 | 6118478 | 23 | TOYOTA | 4RUNNER | 4 | Trade on New | Yes | \$ 56,921 | \$ 56,921 | 105% | \$1,546 | |
| 21 | M5883863 | 21 | TOYOTA | 4RUNNER | 35 | Auction/Wholesale | Yes | \$ 44,900 | \$ 44,900 | 101% | (\$3,108) | |
| 22 | MX992555 | 21 | TOYOTA | TUNDRA | 16 | Trade on New | Yes | \$ 42,900 | \$ 42,900 | 97% | (\$2,422) | \$751 |
| 23 | G5355533 | 16 | TOYOTA | 4RUNNER | 4 | Trade on Used | No | \$ 37,498 | \$ 37,498 | 101% | (\$802) | |
| 24 | JR019901 | 18 | TOYOTA | C-HR | 6 | Auction/Wholesale | Yes | \$ 23,160 | \$ 23,160 | 104% | \$175 | \$2,113 |
| 25 | CB034536 | 12 | HONDA | ODYSSEY | 41 | Trade on Used | No | \$ 9,900 | \$ 9,900 | 89% | (\$3,167) | |
| 26 | KF142676 | 19 | CADILLAC | XT4 | 24 | Trade on Used | No | \$ 31,888 | \$ 31,888 | 94% | (\$864) | |
| 27 | LS018748 | 20 | TOYOTA | HIGHLANDER | 3 | Trade on New | Yes | \$ 44,316 | \$ 44,316 | 99% | (\$1,574) | \$3,066 |
| 28 | MX970187 | 21 | TOYOTA | TUNDRA | 51 | Auction/Wholesale | Yes | \$ 56,700 | \$ 56,700 | 101% | (\$2,222) | \$1,752 |
| 29 | KH591743 | 19 | HONDA | CIVIC | 4 | Trade on Used | No | \$ 22,434 | \$ 22,434 | 100% | \$976 | |
| 30 | HU733173 | 17 | TOYOTA | CAMRY | 5 | Trade on New | Yes | \$ 19,296 | \$ 19,296 | 98% | (\$2,850) | |
| 31 | L0401496 | 20 | MAZDA | CX-9 | 49 | Trade on Used | No | \$ 26,888 | \$ 26,888 | 90% | \$1,179 | \$2,333 |

| | | | | | | | | | | | | | | |
|----|----------|----|--------|------------|----|-------------------|-----|----|--------|----|--------|------|-----------|---------|
| 32 | KW035128 | 19 | TOYOTA | RAV4 | 9 | Auction/Wholesale | Yes | \$ | 32,250 | \$ | 32,250 | 100% | (\$1,890) | |
| 33 | NU071286 | 22 | TOYOTA | CAMRY | 14 | Auction/Wholesale | Yes | \$ | 28,888 | \$ | 28,888 | 98% | (\$2,550) | |
| 34 | 6067427 | 22 | TOYOTA | 4RUNNER | 4 | Trade on New | Yes | \$ | 51,804 | \$ | 51,804 | 102% | \$2,220 | \$2,024 |
| 35 | GX065366 | 16 | TOYOTA | TACOMA | 19 | Trade on Used | No | \$ | 19,900 | \$ | 19,900 | 102% | (\$2,381) | |
| 36 | NX04754 | 22 | TOYOTA | TUNDRA | 6 | Auction/Wholesale | Yes | \$ | 52,655 | \$ | 52,655 | 104% | (\$248) | \$816 |
| 37 | LN381920 | 20 | RAM | 1500 | 55 | Auction/Wholesale | No | \$ | 41,900 | \$ | 41,900 | 96% | (\$3,602) | \$2,710 |
| 38 | NC188297 | 22 | TOYOTA | RAV4 | 11 | Auction/Wholesale | Yes | \$ | 39,900 | \$ | 39,768 | 110% | (\$403) | |
| 39 | L4321966 | 20 | LEXUS | LX570 | 28 | Auction/Wholesale | No | \$ | 79,900 | \$ | 79,900 | 98% | (\$1,680) | |
| 40 | MU532621 | 21 | TOYOTA | CAMRY | 19 | Auction/Wholesale | Yes | \$ | 27,888 | \$ | 27,888 | 100% | (\$2,740) | \$1,900 |
| 41 | UO53090 | 22 | TOYOTA | CAMRY | 6 | Trade on New | Yes | \$ | 35,764 | \$ | 35,764 | 98% | \$2,535 | \$1,500 |
| 42 | MW010567 | 21 | TOYOTA | RAV4 | 42 | Auction/Wholesale | Yes | \$ | 35,900 | \$ | 35,900 | 98% | (\$2,287) | \$300 |
| 43 | L1729404 | 20 | MAZDA | CX-5 | 3 | Trade on New | No | \$ | 28,675 | \$ | 28,675 | 101% | \$1,589 | |
| 44 | KU284567 | 19 | TOYOTA | CAMRY | 19 | Auction/Wholesale | Yes | \$ | 24,888 | \$ | 24,888 | 107% | \$49 | |
| 45 | NT064437 | 22 | TOYOTA | TACOMA | 46 | Auction/Wholesale | Yes | \$ | 53,900 | \$ | 53,900 | 98% | (\$3,008) | |
| 46 | LU977014 | 20 | TOYOTA | CAMRY | 8 | Auction/Wholesale | Yes | \$ | 24,524 | \$ | 24,524 | 102% | (\$3,880) | \$1,500 |
| 47 | HM086366 | 17 | TOYOTA | TACOMA | 10 | Trade on Used | No | \$ | 36,595 | \$ | 36,595 | 98% | (\$598) | \$1,500 |
| 48 | BD040367 | 11 | TOYOTA | RAV4 | 2 | Trade on Used | No | \$ | 15,796 | \$ | 15,796 | 109% | \$313 | |
| 49 | 2Z109876 | 2 | TOYOTA | TACOMA | 2 | Trade on Used | No | \$ | 11,850 | \$ | 11,850 | 100% | \$2,241 | |
| 50 | NRA18539 | 22 | FORD | MAVERICK | 26 | Trade on Used | No | \$ | 34,888 | \$ | 34,888 | 95% | \$2,411 | |
| 51 | LU317249 | 20 | TOYOTA | CAMRY | 8 | Trade on Used | Yes | \$ | 30,791 | \$ | 30,791 | 102% | \$520 | \$2,302 |
| 52 | BS035228 | 11 | TOYOTA | HIGHLANDER | 3 | Trade on New | No | \$ | 14,981 | \$ | 14,981 | 103% | \$1,091 | \$2,159 |
| 53 | MX260760 | 21 | TOYOTA | TACOMA | 68 | Auction/Wholesale | Yes | \$ | 48,888 | \$ | 46,888 | 100% | (\$8,409) | \$3,197 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 32% |
| Total # Retail Units | 111 |
| Avg. Days to Sale | 20.8 |
| Avg. Advertised Price (Time of Sale) | \$ 33,230 |
| Avg. Transaction Price | \$ 33,048 |
| Avg. Market Price at 100% | \$ 33,350 |
| Avg. Price to Market % (Time of Sale) | 100% |
| Avg. Transaction to Market | 99% |
| Avg. Transactional Discount | \$ 181 |
| Avg. Front-End Gross | \$ (1,034) |
| Avg. Finance Gross | \$ 1,949 |
| PUVR | \$ 300 |
| Total Gross (Units & PUVR) | \$ 33,328 |
| GROI | 16% |
| % with Trade | 49% |
| Avg. Over/Under Allowance | \$1,100 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Bob Atwood | PAUL MOORE |
|---------------------------------------|------------|------------|------------|
| % Retailed of Non-New Franchise | 32% | #DIV/0! | 39% |
| Total # Retail Units | 111 | 0 | 31 |
| Avg. Days to Sale | 20.8 | #DIV/0! | 26.8 |
| Avg. Advertised Price (Time of Sale) | \$ 33,230 | #DIV/0! | \$ 31,956 |
| Avg. Transaction Price | \$ 33,048 | #DIV/0! | \$ 31,371 |
| Avg. Market Price at 100% | \$ 33,350 | #DIV/0! | \$ 32,258 |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | 99% |
| Avg. Transaction to Market | 99% | #DIV/0! | 97% |
| Avg. Transactional Discount | \$ 181 | #DIV/0! | \$ 585 |
| Avg. Front-End Gross | \$ (1,034) | #DIV/0! | \$ (1,074) |
| Avg. Finance Gross | \$ 1,949 | #DIV/0! | \$ 1,816 |
| PUVR | \$ 300 | #DIV/0! | \$ 97 |
| Total Gross (Units & PUVR) | \$ 33,328 | #DIV/0! | \$ 3,013 |
| GROI | 16% | #DIV/0! | 4% |
| % with Trade | 49% | #DIV/0! | 48% |
| Avg. Over/Under Allowance | 1,100 | #DIV/0! | 1,018 |



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

| RYAN WHITE | WILL CLIFFORD | | |
|------------|---------------|---------|---------|
| 31% | 29% | #DIV/0! | #DIV/0! |
| 45 | 35 | 0 | 0 |
| 18.7 | 18.3 | #DIV/0! | #DIV/0! |
| \$ 34,733 | \$ 32,425 | #DIV/0! | #DIV/0! |
| \$ 34,733 | \$ 32,368 | #DIV/0! | #DIV/0! |
| \$ 34,896 | \$ 32,275 | #DIV/0! | #DIV/0! |
| 100% | 100% | #DIV/0! | #DIV/0! |
| 100% | 100% | #DIV/0! | #DIV/0! |
| \$ - | \$ 57 | #DIV/0! | #DIV/0! |
| \$ (1,326) | \$ (624) | #DIV/0! | #DIV/0! |
| \$ 1,958 | \$ 2,048 | #DIV/0! | #DIV/0! |
| \$ 66 | \$ 781 | #DIV/0! | #DIV/0! |
| \$ 2,978 | \$ 27,337 | #DIV/0! | #DIV/0! |
| 4% | 48% | #DIV/0! | #DIV/0! |
| 49% | 49% | #DIV/0! | #DIV/0! |
| 1,356 | 800 | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | BRANDON REYNOLD | BRYSON LONG |
|---------------------------------------|------------|-----------------|-------------|
| % Retailed of Non-New Franchise | 32% | 56% | 67% |
| Total # Retail Units | 111 | 9 | 3 |
| Avg. Days to Sale | 20.8 | 27.3 | 38.3 |
| Avg. Advertised Price (Time of Sale) | \$ 33,230 | \$ 37,527 | \$ 38,078 |
| Avg. Transaction Price | \$ 33,048 | \$ 35,304 | \$ 38,078 |
| Avg. Market Price at 100% | \$ 33,350 | \$ 37,675 | \$ 39,093 |
| Avg. Price to Market % (Time of Sale) | 100% | 100% | 97% |
| Avg. Transaction to Market | 99% | 94% | 97% |
| Avg. Transactional Discount | \$ 181 | \$ 2,222 | \$ - |
| Avg. Front-End Gross | \$ (1,034) | \$ (1,882) | \$ (3,200) |
| Avg. Finance Gross | \$ 1,949 | \$ 2,051 | \$ 2,610 |
| PUVR | \$ 300 | \$ (515) | \$ (591) |
| Total Gross (Units & PUVR) | \$ 33,328 | \$ (4,637) | \$ (1,772) |
| GROI | 16% | -19% | -15% |
| % with Trade | 49% | 56% | 33% |
| Avg. Over/Under Allowance | 1,100 | 936 | 1,000 |



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

| DOC KRIZIC | ELIJAH JENNINGS | GREG DAUGHERTY | JACOB PINION |
|------------|-----------------|----------------|--------------|
| 50% | 0% | 33% | 36% |
| 4 | 6 | 3 | 11 |
| 29.0 | 18.5 | 27.7 | 25.9 |
| \$ 37,097 | \$ 28,354 | \$ 32,820 | \$ 36,746 |
| \$ 37,097 | \$ 28,354 | \$ 32,820 | \$ 36,746 |
| \$ 36,544 | \$ 28,154 | \$ 33,432 | \$ 38,058 |
| 102% | 101% | 98% | 97% |
| 102% | 101% | 98% | 97% |
| \$ - | \$ - | \$ - | \$ - |
| \$ (2,656) | \$ (57) | \$ (2,474) | \$ (1,051) |
| \$ 1,744 | \$ 2,142 | \$ 2,353 | \$ 1,638 |
| \$ (1,348) | \$ 1,014 | \$ (121) | \$ 140 |
| \$ (5,391) | \$ 6,084 | \$ (364) | \$ 1,543 |
| -45% | 70% | -5% | 5% |
| 75% | 33% | 0% | 55% |
| #DIV/0! | 1,400 | #DIV/0! | 2,000 |

| KARL WESTERMAN | KC RAMSEY | MATT SCHRIDER | MIKE UHER |
|----------------|------------|---------------|-----------|
| 67% | 14% | 36% | 14% |
| 6 | 7 | 14 | 7 |
| 18.2 | 13.3 | 18.7 | 8.3 |
| \$ 30,339 | \$ 27,283 | \$ 38,568 | \$ 31,155 |
| \$ 30,339 | \$ 27,283 | \$ 38,568 | \$ 31,155 |
| \$ 30,723 | \$ 27,872 | \$ 38,807 | \$ 30,889 |
| 99% | 98% | 99% | 101% |
| 99% | 98% | 99% | 101% |
| \$ - | \$ - | \$ - | \$ - |
| \$ (392) | \$ (1,428) | \$ (1,181) | \$ (54) |
| \$ 1,726 | \$ 2,014 | \$ 1,963 | \$ 2,725 |
| \$ 1,047 | \$ (278) | \$ (59) | \$ 1,502 |
| \$ 6,280 | \$ (1,944) | \$ (828) | \$ 10,517 |
| 68% | -28% | -3% | 210% |
| 67% | 43% | 43% | 57% |
| #DIV/0! | 500 | 900 | 1,000 |

| NATE MARSHALL | RICK COLLINS | STEVE ROOP | TIM JENNINGS |
|---------------|--------------|------------|--------------|
| 0% | 13% | #DIV/0! | 17% |
| 2 | 8 | 0 | 6 |
| 10.0 | 22.4 | #DIV/0! | 18.2 |
| \$ 37,103 | \$ 32,528 | #DIV/0! | \$ 38,281 |
| \$ 37,103 | \$ 32,528 | #DIV/0! | \$ 38,281 |
| \$ 37,697 | \$ 32,215 | #DIV/0! | \$ 38,191 |
| 98% | 101% | #DIV/0! | 100% |
| 98% | 101% | #DIV/0! | 100% |
| \$ - | \$ - | #DIV/0! | \$ - |
| \$ 1,818 | \$ (1,575) | #DIV/0! | \$ (1,942) |
| \$ 645 | \$ 2,578 | #DIV/0! | \$ 2,189 |
| \$ 2,463 | \$ 680 | #DIV/0! | \$ (847) |
| \$ 4,925 | \$ 5,443 | #DIV/0! | \$ (5,084) |
| 239% | 34% | #DIV/0! | -44% |
| 100% | 50% | #DIV/0! | 50% |
| #DIV/0! | 1,900 | #DIV/0! | 1,667 |

| TRISTIN WELLS | WALT WASHAM | WES SHOEMAKER | HOUSE |
|---------------|-------------|---------------|-----------|
| 67% | 33% | 25% | 0% |
| 6 | 9 | 8 | 2 |
| 20.2 | 24.7 | 22.5 | 1.5 |
| \$ 21,161 | \$ 33,532 | \$ 30,173 | \$ 25,025 |
| \$ 21,161 | \$ 33,518 | \$ 30,173 | \$ 25,025 |
| \$ 21,419 | \$ 32,753 | \$ 29,958 | \$ 22,679 |
| 99% | 102% | 101% | 110% |
| 99% | 102% | 101% | 110% |
| \$ - | \$ 15 | \$ - | \$ - |
| \$ (191) | \$ (60) | \$ (1,219) | \$ 1,502 |
| \$ 1,911 | \$ 1,714 | \$ 1,188 | \$ 679 |
| \$ 1,402 | \$ 1,273 | \$ (625) | \$ 1,841 |
| \$ 8,411 | \$ 11,460 | \$ (4,996) | \$ 3,682 |
| 118% | 55% | -33% | 1766% |
| 50% | 44% | 25% | 100% |
| 767 | 667 | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | DAGEAN LONG | KENNY BUCKNE |
|---------------------------------------|------------|-------------|--------------|
| % Retailed of Non-New Franchise | 32% | 26% | 38% |
| Total # Retail Units | 111 | 31 | 24 |
| Avg. Days to Sale | 20.8 | 25.4 | 19.8 |
| Avg. Advertised Price (Time of Sale) | \$ 33,230 | \$ 34,871 | \$ 32,754 |
| Avg. Transaction Price | \$ 33,048 | \$ 34,866 | \$ 32,004 |
| Avg. Market Price at 100% | \$ 33,350 | \$ 35,157 | \$ 33,138 |
| Avg. Price to Market % (Time of Sale) | 100% | 99% | 99% |
| Avg. Transaction to Market | 99% | 99% | 97% |
| Avg. Transactional Discount | \$ 181 | \$ 4 | \$ 750 |
| Avg. Front-End Gross | \$ (1,034) | \$ (808) | \$ (683) |
| Avg. Finance Gross | \$ 1,949 | \$ 2,200 | \$ 1,529 |
| PUVR | \$ 300 | \$ 541 | \$ 145 |
| Total Gross (Units & PUVR) | \$ 33,328 | \$ 16,762 | \$ 3,486 |
| GROI | 16% | 22% | 8% |
| % with Trade | 49% | 0% | 0% |
| Avg. Over/Under Allowance | 1,100 | 1,043 | 770 |



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

| KIM GREENE | LEE WHITSON | | |
|------------|-------------|---------|---------|
| 41% | 28% | #DIV/0! | #DIV/0! |
| 27 | 29 | 0 | 0 |
| 19.2 | 18.3 | #DIV/0! | #DIV/0! |
| \$ 32,567 | \$ 32,487 | #DIV/0! | #DIV/0! |
| \$ 32,567 | \$ 32,418 | #DIV/0! | #DIV/0! |
| \$ 32,909 | \$ 31,937 | #DIV/0! | #DIV/0! |
| 99% | 102% | #DIV/0! | #DIV/0! |
| 99% | 102% | #DIV/0! | #DIV/0! |
| \$ - | \$ 69 | #DIV/0! | #DIV/0! |
| \$ (1,436) | \$ (1,193) | #DIV/0! | #DIV/0! |
| \$ 2,041 | \$ 1,881 | #DIV/0! | #DIV/0! |
| \$ 303 | \$ 169 | #DIV/0! | #DIV/0! |
| \$ 8,186 | \$ 4,895 | #DIV/0! | #DIV/0! |
| 17% | 10% | #DIV/0! | #DIV/0! |
| 0% | 0% | #DIV/0! | #DIV/0! |
| 1,283 | 1,160 | #DIV/0! | #DIV/0! |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units | 111 | 58 | 53 |
| Avg. Days to Sale | 20.8 | 19.4 | 22.4 |
| Avg. Advertised Price (Time of Sale) | \$ 33,230 | \$ 38,234 | \$ 27,753 |
| Avg. Transaction Price | \$ 33,048 | \$ 37,887 | \$ 27,753 |
| Avg. Market Price at 100% | \$ 33,350 | \$ 37,960 | \$ 28,269 |
| Avg. Price to Market % (Time of Sale) | 100% | 101% | 98% |
| Avg. Transaction to Market | 99% | 100% | 98% |
| Avg. Transactional Discount | \$ 181 | \$ 347 | \$ - |
| Avg. Front-End Gross | \$ (1,034) | \$ (1,352) | \$ (687) |
| Avg. Finance Gross | \$ 1,949 | \$ 2,115 | \$ 1,744 |
| PUVR | \$ 300 | \$ 180 | \$ 432 |
| Total Gross (Units & PUVR) | \$ 33,328 | \$ 10,431 | \$ 22,897 |
| GROI | 16% | 9% | 25% |
| % with Trade | 49% | 53% | 43% |
| Avg. Over/Under Allowance | 1,100 | 1,054 | 1,217 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units | 111 | 75 | 36 |
| Avg. Days to Sale | 20.8 | 17.8 | 27.1 |
| Avg. Advertised Price (Time of Sale) | \$ 33,230 | \$ 35,043 | \$ 29,452 |
| Avg. Transaction Price | \$ 33,048 | \$ 34,775 | \$ 29,452 |
| Avg. Market Price at 100% | \$ 33,350 | \$ 34,851 | \$ 30,170 |
| Avg. Price to Market % (Time of Sale) | 100% | 101% | 98% |
| Avg. Transaction to Market | 99% | 100% | 98% |
| Avg. Transactional Discount | \$ 181 | \$ 268 | \$ - |
| Avg. Front-End Gross | \$ (1,034) | \$ (1,056) | \$ (989) |
| Avg. Finance Gross | \$ 1,949 | \$ 2,066 | \$ 1,696 |
| PUVR | \$ 300 | \$ 377 | \$ 141 |
| Total Gross (Units & PUVR) | \$ 33,328 | \$ 28,241 | \$ 5,087 |
| GROI | 16% | 22% | 6% |
| % with Trade | 49% | 53% | 39% |
| Avg. Over/Under Allowance | 1,100 | 1,153 | 875 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 111 | 30 | 34 |
| % of Retail Units | 100% | 27% | 31% |
| % Retailed of Non-New Franchise | 32% | 23% | 53% |
| Avg. Days to Sale | 20.8 | 17.1 | 19.9 |
| Avg. Transaction Price | \$ 33,048 | \$ 34,306 | \$ 25,334 |
| Avg. Transaction to Market % | 99% | 100% | 98% |
| Avg. Transactional Discount | \$ 181 | \$ - | \$ - |
| Avg. Front End Gross | \$ (1,034) | \$ 41 | \$ (478) |
| Avg. Finance Gross | \$ 1,949 | \$ 2,548 | \$ 1,330 |
| PUVR | \$ 300 | \$ 1,739 | \$ 305 |
| Total Gross (Units & PUVR) | \$ 33,328 | \$ 52,183 | \$ 10,366 |
| GROI | 16% | 107% | 22% |
| % with Trade | 49% | 47% | 47% |
| Avg. Over/Under Allowance | 1,100 | 1,129 | 1,600 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 7 | 40 | 0 | 0 |
| 6% | 36% | 0% | 0% |
| 14% | 25% | #DIV/0! | #DIV/0! |
| 12.3 | 25.9 | #DIV/0! | #DIV/0! |
| \$ 38,291 | \$ 37,746 | #DIV/0! | #DIV/0! |
| 95% | 101% | #DIV/0! | #DIV/0! |
| \$ 2,571 | \$ 53 | #DIV/0! | #DIV/0! |
| \$ 296 | \$ (2,546) | #DIV/0! | #DIV/0! |
| \$ 1,994 | \$ 1,953 | #DIV/0! | #DIV/0! |
| \$ 2,005 | \$ (1,081) | #DIV/0! | #DIV/0! |
| \$ 14,035 | \$ (43,255) | #DIV/0! | #DIV/0! |
| 153% | -40% | #DIV/0! | #DIV/0! |
| 71% | 48% | #DIV/0! | #DIV/0! |
| 805 | 978 | #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 | 111 | 76 | 26 |
| % of Retail Units | 100% | 68% | 23% |
| % Retailed of Non-New Franchise | 32% | 26% | 50% |
| Avg. Days to Sale | 20.8 | 11.3 | 37.9 |
| Avg. Transaction Price | \$ 33,048 | \$ 32,720 | \$ 29,863 |
| Avg. Transaction to Market % | 99% | 101% | 95% |
| Avg. Transactional Discount | \$ 181 | \$ 2 | \$ 692 |
| Avg. Front End Gross | \$ (1,034) | \$ (371) | \$ (2,552) |
| Avg. Finance Gross | \$ 1,949 | \$ 1,953 | \$ 1,779 |
| PUVR | \$ 300 | \$ 1,583 | \$ (773) |
| Total Gross (Units & PUVR) | \$ 33,328 | \$ 120,280 | \$ (20,100) |
| GROI | 16% | 154% | -25% |
| % with Trade | 49% | 50% | 38% |
| Avg. Over/Under Allowance | 1,100 | 1,009 | 1,285 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|----------|
| 8 | 1 | 0 |
| 7% | 1% | 0% |
| 38% | 0% | #DIV/0! |
| 50.0 | 68.0 | #DIV/0! |
| \$ 44,788 | \$ 46,888 | #DIV/0! |
| 98% | 96% | #DIV/0! |
| \$ - | \$ 2,000 | #DIV/0! |
| \$ (1,482) | \$ (8,409) | #DIV/0! |
| \$ 2,302 | \$ 3,197 | #DIV/0! |
| \$ 819 | \$ (5,212) | #DIV/0! |
| \$ 6,553 | \$ (5,212) | #DIV/0! |
| 13% | -59% | #DIV/0! |
| 63% | 100% | #DIV/0! |
| 1,100 | 1,000 | #DIV/0! |