

First Time Fill Rate

| DEALERSHIP NAME | | First time fill rate | | | |
|-----------------|-----------|-----------------------------------|-----------------------------------|--------------------------|-----------------------------|
| DATE | # OF RO'S | RO's Filled 1st Time (Right Away) | RO's Filled the same day Same Day | RO's Not Filled Same Day | Actual 1st Time Fill Rate % |
| 7/5/2023 | 4 | 4 | | | 100.00% |
| 7/5/2023 | 4 | 4 | | | 100.00% |
| 7/5/2023 | 2 | 1 | | 1 | 50.00% |
| 7/5/2023 | 5 | 5 | | | 100.00% |
| 7/5/2023 | 3 | 2 | | 1 | 66.67% |
| 7/5/2023 | 9 | 9 | | | 100.00% |
| 7/5/2023 | 9 | 8 | | 1 | 88.89% |
| 7/5/2023 | 1 | 1 | | | 100.00% |
| 7/5/2023 | 5 | 5 | | | 100.00% |
| 7/5/2023 | 4 | 4 | | | 100.00% |
| 7/5/2023 | 1 | 0 | | 1 | 0.00% |
| 7/6/2023 | 4 | 4 | | | 100.00% |
| 7/6/2023 | 2 | 1 | | 1 | 50.00% |
| 7/6/2023 | 5 | 5 | | | 100.00% |
| 7/6/2023 | 3 | 3 | | | 100.00% |
| 7/6/2023 | 1 | 1 | | | 100.00% |
| 7/6/2023 | 3 | 3 | | | 100.00% |
| 7/6/2023 | 1 | 1 | | | 100.00% |
| 7/6/2023 | 5 | 5 | | | 100.00% |
| 7/6/2023 | 2 | 2 | | | 100.00% |
| 7/6/2023 | 3 | 2 | | 1 | 66.67% |
| 7/6/2023 | 4 | 3 | | 1 | 75.00% |
| 7/6/2023 | 16 | 13 | | 3 | 81.25% |

| | | | | | | |
|--|----------|-----|----|--|---|--------|
| | 7/6/2023 | 2 | 0 | | 2 | 0.00% |
| | 7/6/2023 | 6 | 5 | | 1 | 83.33% |
| | Totals | 104 | 91 | | | 87.50% |