

| 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 | 93% | \$1,500 | \$500 |
| 1 | P16085R | 2015 | GMC | Savana 3500 | 51 | Auction/Wholesale | No | \$ 28,489 | \$ 28,489 | 110% | (\$1,989) | \$4,378 |
| 2 | P16120 | 2017 | Chevrolet | Camaro 2LT | 35 | Other | No | \$ 19,995 | \$ 19,815 | 75% | \$1,406 | \$4,138 |
| 3 | P16136 | 2023 | Chevrolet | Suburban LS | 27 | Auction/Wholesale | Yes | \$ 65,352 | \$ 64,000 | 104% | \$885 | \$11,947 |
| 4 | T11307R | 2019 | Chevrolet | Tahoe LT | 26 | Trade on New | No | \$ 47,852 | \$ 40,660 | 117% | \$3,337 | \$761 |
| 5 | T11316 | 2020 | Toyota | Camry | 18 | Trade on New | No | \$ 26,188 | \$ 23,250 | 108% | (\$506) | \$3,970 |
| 6 | T11337 | 2012 | Jeep | Grand Chero | 5 | Trade on New | No | \$ 13,598 | \$ 13,000 | 101% | \$582 | \$0 |
| 7 | P16111 | 2017 | Chevrolet | Camaro 1LT | 34 | Auction/Wholesale | No | \$ 24,500 | \$ 23,900 | 105% | (\$2,948) | \$2,730 |
| 8 | P16083R | 2021 | Chevrolet | Express 2500 | 50 | Auction/Wholesale | No | \$ 39,990 | \$ 39,667 | 95% | \$843 | \$0 |
| 9 | P16084R | 2021 | Chevrolet | Express 2500 | 50 | Auction/Wholesale | No | \$ 38,600 | \$ 38,500 | 107% | \$170 | \$0 |
| 10 | P16170RI | 2021 | GMC | Savana 2500 | 51 | Other | No | \$ 38,699 | \$ 38,871 | 97% | \$452 | \$0 |
| 11 | P16183L | 2023 | Chevrolet | Bolt EU | 13 | OEM/Leasing Co | No | \$ 24,500 | \$ 19,683 | | \$0 | \$0 |
| 12 | P16109R | 2017 | Chevrolet | Impala 1LT | 35 | Auction/Wholesale | No | \$ 17,995 | \$ 16,750 | 117% | (\$1,934) | \$0 |
| 13 | P16155 | 2014 | Chevrolet | Camaro SS | 22 | Auction/Wholesale | No | \$ 37,995 | \$ 37,995 | 110% | \$3,188 | \$4,140 |
| 14 | T11319 | 2020 | GMC | Terrain Denali | 21 | Trade on New | No | \$ 31,542 | \$ 31,542 | 99% | \$3,662 | \$0 |
| 15 | P16193RI | 2021 | Chevrolet | Silverado 1500 | 44 | Other | NO | \$ 31,700 | \$ 29,084 | 106% | (\$945) | \$0 |
| 16 | P16149R | 2020 | Chevrolet | Tahoe Premier | 26 | al Fleet (Enterprise, etc. | | \$ 46,995 | \$ 45,495 | 89% | (\$2,100) | \$1,968 |
| 17 | P16152 | 2022 | Chevrolet | Blazer LT | 26 | Auction/Wholesale | No | \$ 33,446 | \$ 33,446 | 107% | (\$817) | \$8,494 |
| 18 | P16106 | 2017 | Dodge | Journey | 44 | Auction/Wholesale | No | \$ 14,995 | \$ 14,000 | 96% | (\$3,539) | \$2,411 |
| 19 | P16138R | 2020 | Chevrolet | Camaro SS | 32 | Auction/Wholesale | No | \$ 40,668 | \$ 39,940 | 90% | (\$2,493) | \$949 |
| 20 | P16114R | 2020 | Chevrolet | Camaro 1LT | 40 | Auction/Wholesale | Yes | \$ 27,266 | \$ 27,720 | 109% | (\$3,341) | \$6,413 |

| | | | | | | | | | | | | |
|----|-----------|------|-----------|----------------|----|-----------------------|----|-----------|-----------|------|-----------|---------|
| 21 | P16192I | 2020 | Chevrolet | Colorado ZR2 | 62 | Other | No | \$ 44,995 | \$ 44,995 | 102% | \$3,830 | \$4,210 |
| 22 | T11288 | 2020 | Nissan | Altima | 42 | Trade on New | No | \$ 21,995 | \$ 21,995 | 95% | (\$1,317) | \$0 |
| 23 | P16086 | 2019 | Chevrolet | Silverado 1500 | 59 | Auction/Wholesale | No | \$ 37,205 | \$ 37,205 | 89% | (\$4,434) | \$3,430 |
| 24 | P16127 | 2020 | Chevrolet | Silverado 1500 | 34 | Auction/Wholesale | No | \$ 39,995 | \$ 40,250 | 104% | \$352 | \$0 |
| 25 | P16145I | 2015 | BMW | 525i | 94 | Other | No | \$ 13,500 | \$ 14,700 | 73% | (\$356) | \$219 |
| 26 | P16184 | 2004 | and Rover | Rangl | 6 | Auction/Wholesale | No | \$ 12,995 | \$ 12,995 | 149% | \$2,495 | \$0 |
| 27 | P16185I | 2018 | Chevrolet | Express 2500 | 83 | Other | No | \$ 26,995 | \$ 25,968 | 91% | (\$109) | \$0 |
| 28 | P16134 | 2015 | Mazda | Mazda3 | 35 | Auction/Wholesale | No | \$ 14,127 | \$ 13,500 | 95% | (\$1,823) | \$1,559 |
| 29 | T11283R | 2017 | Ford | Explorer XLT | 51 | Trade on New | No | \$ 17,995 | \$ 17,995 | 79% | (\$43) | \$148 |
| 30 | T11321R | 2015 | Chevrolet | Tahoe LT | 24 | Trade on New | No | \$ 27,880 | \$ 24,500 | 91% | \$4,337 | \$8,148 |
| 31 | P16182 | 2012 | Porsche | Panamera Tu | 8 | Auction/Wholesale | No | \$ 39,995 | \$ 36,500 | 111% | (\$285) | \$2,384 |
| 32 | P16122 | 2017 | Honda | Pilot EX | 40 | Auction/Wholesale | No | \$ 23,700 | \$ 23,700 | 104% | (\$3,903) | \$701 |
| 33 | P16118 | 2017 | Chevrolet | Camaro SS | 40 | Auction/Wholesale | No | \$ 30,933 | \$ 32,700 | | \$3,172 | \$5,049 |
| 34 | P16071R | 2021 | Chevrolet | Silverado 1500 | 69 | Auction/Wholesale | No | \$ 27,501 | \$ 28,500 | 88% | (\$107) | \$285 |
| 35 | P16181 | 2015 | Chevrolet | Tahoe LT | 10 | Street/Curb Buy | No | \$ 32,436 | \$ 32,436 | 109% | \$2,595 | \$1,605 |
| 36 | PR357707U | 2023 | Chevrolet | Suburban Z71 | 43 | Other | No | \$ 76,895 | \$ 78,895 | | \$4,823 | \$3,573 |
| 37 | P16098 | 2022 | Lexus | RX 350 | 57 | Auction/Wholesale | No | \$ 48,400 | \$ 49,600 | 96% | (\$2,661) | \$1,852 |
| 38 | T11339 | 2011 | Nissan | Murano S | 17 | Trade on New | No | \$ 9,995 | \$ 8,575 | 111% | \$106 | \$620 |
| 39 | PJ247978U | 2023 | Chevrolet | Traverse | 23 | Other | No | \$ 45,885 | \$ 45,440 | 101% | \$572 | \$6,509 |
| 40 | P16135R | 2020 | Lincoln | Navigator L | 40 | Auction/Wholesale | No | \$ 59,995 | \$ 59,995 | 96% | (\$1,010) | \$1,540 |
| 41 | P16173 | 2020 | Mazda | CX-5 Touring | 18 | BO OEM/Leasing Co | No | \$ 24,685 | \$ 25,000 | 94% | \$2,721 | \$7,694 |
| 42 | P16099 | 2017 | Chevrolet | Silverado 1500 | 59 | Auction/Wholesale | No | \$ 26,600 | \$ 25,000 | 88% | (\$4,439) | \$4,779 |
| 43 | T11335 | 2014 | Chevrolet | Cruze | 25 | Trade on New | No | \$ 8,800 | \$ 6,632 | 73% | \$1,518 | \$0 |
| 44 | P16186RI | 2016 | Nissan | Versa Note | 88 | al Fleet (Enterprise, | No | \$ 11,783 | \$ 10,659 | 105% | \$1,623 | \$2,187 |
| 45 | T11306 | 2019 | Chevrolet | Tahoe LT | 41 | Trade on New | No | \$ 40,931 | \$ 39,000 | 101% | \$1,222 | \$1,815 |
| 46 | P16180 | 2023 | Chevrolet | Suburban RS | 18 | Street/Curb Buy | NO | \$ 77,047 | \$ 73,000 | 103% | (\$1,661) | \$5,854 |
| 47 | P16112 | 2017 | Infiniti | QS50 Base | 50 | Auction/Wholesale | No | \$ 20,500 | \$ 20,500 | 95% | (\$2,577) | \$0 |
| 48 | P16198I | 2019 | Chevrolet | Trax LS | 20 | Auction/Wholesale | No | \$ 18,708 | \$ 16,709 | 124% | (\$389) | \$0 |
| 49 | P16157 | 2023 | Chevrolet | Suburban RS | 33 | Auction/Wholesale | No | \$ 71,862 | \$ 70,800 | 99% | \$544 | \$6,997 |

| | | | | | | | | | | | | |
|----|--------|------|-----------|--------------|----|-------------------|----|-----------|-----------|------|-----------|---------|
| 50 | T11303 | 2003 | Chevrolet | Silverado 25 | 47 | Trade on New | No | \$ 14,463 | \$ 12,995 | 77% | \$3,881 | \$533 |
| 51 | T11342 | 2022 | Lexus | NX350 F Spo | 20 | Trade on New | No | \$ 49,800 | \$ 47,290 | 107% | \$2,718 | \$478 |
| 52 | T11329 | 2021 | Dodge | Durango R/T | 29 | Trade on New | No | \$ 43,895 | \$ 43,895 | 99% | \$4,883 | \$3,781 |
| 53 | P16116 | 2019 | Dodge | Charger GT | 50 | Auction/Wholesale | No | \$ 27,470 | \$ 27,300 | 88% | (\$2,228) | \$2,524 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 45% |
| Total # Retail Units | 135 |
| Avg. Days to Sale | 43.7 |
| Avg. Advertised Price (Time of Sale) | \$ 33,207 |
| Avg. Transaction Price | \$ 32,940 |
| Avg. Market Price at 100% | \$ 34,153 |
| Avg. Price to Market % (Time of Sale) | 97% |
| Avg. Transaction to Market | 96% |
| Avg. Transactional Discount | \$ 269 |
| Avg. Front-End Gross | \$ (304) |
| Avg. Finance Gross | \$ 2,868 |
| PUVR | \$ 2,530 |
| Total Gross (Units & PUVR) | \$ 341,603 |
| GROI | 63% |
| % with Trade | 20% |
| Avg. Over/Under Allowance | \$997 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Bob Atwood | |
|---------------------------------------|------------|------------|---------|
| % Retailed of Non-New Franchise | 45% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 135 | 0 | 0 |
| Avg. Days to Sale | 43.7 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 33,207 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 32,940 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 34,153 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 96% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 269 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ (304) | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 2,868 | #DIV/0! | #DIV/0! |
| PUVR | \$ 2,530 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 341,603 | #DIV/0! | #DIV/0! |
| GROI | 63% | #DIV/0! | #DIV/0! |
| % with Trade | 20% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 997 | #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 | 45% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 135 | 0 | 0 |
| Avg. Days to Sale | 43.7 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 33,207 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 32,940 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 34,153 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 96% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 269 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ (304) | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 2,868 | #DIV/0! | #DIV/0! |
| PUVR | \$ 2,530 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 341,603 | #DIV/0! | #DIV/0! |
| GROI | 63% | #DIV/0! | #DIV/0! |
| % with Trade | 20% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 997 | #DIV/0! | #DIV/0! |



Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | Walker Strong | |
|---------------------------------------|------------|---------------|---------|
| % Retailed of Non-New Franchise | 45% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 135 | 0 | 0 |
| Avg. Days to Sale | 43.7 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | \$ 33,207 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | \$ 32,940 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | \$ 34,153 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 96% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 269 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | \$ (304) | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | \$ 2,868 | #DIV/0! | #DIV/0! |
| PUVR | \$ 2,530 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 341,603 | #DIV/0! | #DIV/0! |
| GROI | 63% | #DIV/0! | #DIV/0! |
| % with Trade | 20% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 997 | #DIV/0! | #DIV/0! |



Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 135 | 29 | 105 |
| Avg. Days to Sale | 43.7 | 41.9 | 44.4 |
| Avg. Advertised Price (Time of Sale) | \$ 33,207 | \$ 33,871 | \$ 32,633 |
| Avg. Transaction Price | \$ 32,940 | \$ 33,621 | \$ 32,633 |
| Avg. Market Price at 100% | \$ 34,153 | \$ 35,795 | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97% | 95% | #DIV/0! |
| Avg. Transaction to Market | 96% | 94% | #DIV/0! |
| Avg. Transactional Discount | \$ 269 | \$ 259 | \$ 260 |
| Avg. Front-End Gross | \$ (304) | \$ (1,538) | \$ 54 |
| Avg. Finance Gross | \$ 2,868 | \$ 4,035 | \$ 2,554 |
| PUVR | \$ 2,530 | \$ 2,590 | \$ 2,541 |
| Total Gross (Units & PUVR) | \$ 341,603 | \$ 75,110 | \$ 266,789 |
| GROI | 63% | 66% | 63% |
| % with Trade | 20% | 21% | 19% |
| Avg. Over/Under Allowance | 997 | 1,328 | 915 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|------------|
| Total # Retail Units | 135 | 71 | 61 |
| Avg. Days to Sale | 43.7 | 40.5 | 47.0 |
| Avg. Advertised Price (Time of Sale) | \$ 33,207 | \$ 38,735 | \$ 27,275 |
| Avg. Transaction Price | \$ 32,940 | \$ 38,508 | \$ 27,275 |
| Avg. Market Price at 100% | \$ 34,153 | #DIV/0! | \$ 29,120 |
| Avg. Price to Market % (Time of Sale) | 97% | #DIV/0! | 94% |
| Avg. Transaction to Market | 96% | #DIV/0! | 94% |
| Avg. Transactional Discount | \$ 269 | \$ 226 | \$ 297 |
| Avg. Front-End Gross | \$ (304) | \$ 488 | \$ (1,104) |
| Avg. Finance Gross | \$ 2,868 | \$ 3,013 | \$ 2,711 |
| PUVR | \$ 2,530 | \$ 3,259 | \$ 1,770 |
| Total Gross (Units & PUVR) | \$ 341,603 | \$ 231,391 | \$ 107,962 |
| GROI | 63% | 75% | 50% |
| % with Trade | 20% | 23% | 18% |
| Avg. Over/Under Allowance | 997 | 990 | 1,030 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 135 | 35 | 0 |
| % of Retail Units | 100% | 26% | 0% |
| % Retailed of Non-New Franchise | 45% | 63% | #DIV/0! |
| Avg. Days to Sale | 43.7 | 30.7 | #DIV/0! |
| Avg. Transaction Price | \$ 32,940 | \$ 25,189 | #DIV/0! |
| Avg. Transaction to Market % | 96% | 93% | #DIV/0! |
| Avg. Transactional Discount | \$ 269 | \$ 1,086 | #DIV/0! |
| Avg. Front End Gross | \$ (304) | \$ 1,010 | #DIV/0! |
| Avg. Finance Gross | \$ 2,868 | \$ 2,237 | #DIV/0! |
| PUVR | \$ 2,530 | \$ 3,240 | #DIV/0! |
| Total Gross (Units & PUVR) | \$ 341,603 | \$ 113,398 | #DIV/0! |
| GROI | 63% | 151% | #DIV/0! |
| % with Trade | 20% | 20% | #DIV/0! |
| Avg. Over/Under Allowance | 997 | 972 | #DIV/0! |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|---------|--------------|
| 9 | 56 | 0 | 0 |
| 7% | 41% | 0% | 0% |
| 22% | 45% | #DIV/0! | #DIV/0! |
| 39.1 | 46.4 | #DIV/0! | #DIV/0! |
| \$ 36,213 | \$ 34,189 | #DIV/0! | #DIV/0! |
| 98% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 527 | \$ 373 | #DIV/0! | #DIV/0! |
| \$ (2,177) | \$ (1,581) | #DIV/0! | #DIV/0! |
| \$ 3,708 | \$ 3,169 | #DIV/0! | #DIV/0! |
| \$ 1,198 | \$ 1,617 | #DIV/0! | #DIV/0! |
| \$ 10,780 | \$ 90,534 | #DIV/0! | #DIV/0! |
| 30% | 37% | #DIV/0! | #DIV/0! |
| 22% | 18% | #DIV/0! | #DIV/0! |
| 1,064 | 1,111 | #DIV/0! | #DIV/0! |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|------------|
| 8 | 3 | 24 |
| 6% | 2% | 18% |
| 25% | 33% | 38% |
| 22.8 | 46.0 | 64.8 |
| \$ 32,014 | \$ 25,431 | \$ 41,351 |
| #DIV/0! | 92% | #DIV/0! |
| \$ 792 | \$ 1,493 | \$ (1,556) |
| \$ (488) | \$ (1,326) | \$ 1,649 |
| \$ 3,261 | \$ 2,696 | \$ 2,660 |
| \$ 2,773 | \$ 1,370 | \$ 4,130 |
| \$ 22,187 | \$ 4,111 | \$ 99,131 |
| 137% | 42% | 56% |
| 13% | 33% | 25% |
| 1,055 | 597 | 773 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 135 | 49 | 34 |
| % of Retail Units | 100% | 36% | 25% |
| % Retailed of Non-New Franchise | 45% | 41% | 38% |
| Avg. Days to Sale | 43.7 | 20.4 | 37.1 |
| Avg. Transaction Price | \$ 32,940 | \$ 33,051 | \$ 32,775 |
| Avg. Transaction to Market % | 96% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | \$ 269 | \$ 1,173 | \$ 240 |
| Avg. Front End Gross | \$ (304) | \$ 936 | \$ (782) |
| Avg. Finance Gross | \$ 2,868 | \$ 3,139 | \$ 2,551 |
| PUVR | \$ 2,530 | \$ 4,075 | \$ 1,769 |
| Total Gross (Units & PUVR) | \$ 341,603 | \$ 199,675 | \$ 60,153 |
| GROI | 63% | 217% | 52% |
| % with Trade | 20% | 27% | 18% |
| Avg. Over/Under Allowance | 997 | 1,003 | 858 |



| 46-60 days | 61-90 days | 90+ days |
|------------|------------|------------|
| 24 | 16 | 11 |
| 18% | 12% | 8% |
| 50% | 56% | 64% |
| 52.6 | 72.5 | 107.3 |
| \$ 29,357 | \$ 42,068 | \$ 29,134 |
| 92% | #DIV/0! | #DIV/0! |
| \$ 142 | \$ (2,278) | \$ 316 |
| \$ (1,474) | \$ (510) | \$ (1,278) |
| \$ 2,801 | \$ 3,218 | \$ 2,292 |
| \$ 1,327 | \$ 2,708 | \$ 1,014 |
| \$ 31,851 | \$ 43,334 | \$ 11,155 |
| 31% | 32% | 12% |
| 17% | 0% | 36% |
| 1,125 | 1,117 | 978 |