

| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|-----------------|--------------------|---------------------|
| SOLIMAN, ADEL | SWAIM, DANIEL | COPELAND, BENNET |
| LEWIS, DANIEL | KEHLER, DEANNA | MOORE, FRANK |
| LEE, MICHAEL | KALEVITCH, TYLER | BARRANTES, BRIAN |
| | | BATTAH, SADEER |
| | | GUREL, DENNIS |
| | | KATTOULA, VIDAL |
| | | PATRIS, WILLIAM |
| | | SEDIGHI, ALIASHGHAR |
| | | SIBOU, WAHID |
| | | SOLIS, VICTOR |
| | | SPEIRS, JACOB |
| | | SRANDEV, MICHAEL |
| | | XU, JIAYANG |
| | | SADO, NEBIL |
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| 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 |
|--------|----------|------|-------|---------|---------------|--------------------|-------------------|---------------------------------|-------------------|---|-----------------|---------------|
| 1 | 95415TA | 2015 | Lexus | NX 200t | 37 | Trade on New | No | \$ 24,500 | \$25,000.00 | 91% | 615 | 701 |
| 2 | 63536 | 2022 | Lexus | | GX | 14 | Trade on New | Yes | \$ 63,000 | \$60,000.00 | 101% | (823) |
| 3 | 95494A | 2020 | Lexus | RX | 19 | Trade on New | Yes | \$ 51,500 | \$50,000.00 | 97% | 2,248 | 1,249 |
| 4 | 63493L | 2020 | Lexus | GX | 44 | Loaner | Yes | \$ 49,000 | \$48,000.00 | 97% | (4,336) | 0 |
| 5 | 95378A | 2020 | Lexus | RX | 40 | Trade on New | Yes | \$ 42,000 | \$42,000.00 | 92% | (890) | 3,834 |
| 6 | 63516L | 2019 | Lexus | NX | 26 | Loaner | Yes | \$ 34,000 | \$34,000.00 | 98% | (3,163) | 1,032 |
| 7 | 63492L | 2019 | Lexus | IS | 46 | Loaner | Yes | \$ 34,000 | \$33,500.00 | 98% | (2,314) | 1,050 |
| 8 | 63520L | 2021 | Lexus | NX | 27 | Loaner | Yes | \$ 42,000 | \$42,000.00 | 98% | (1,963) | 2,785 |
| 9 | 95327AB | 2019 | Lexus | ES | 28 | Trade on Used | Yes | \$ 36,000 | \$36,000.00 | 99% | (66) | 491 |
| 10 | 63522L | 2020 | Lexus | RX | 28 | Loaner | Yes | \$ 46,000 | \$46,000.00 | 96% | (5,533) | 1,207 |
| 11 | 95541A | 2020 | Lexus | ES | 19 | Trade on New | Yes | \$ 40,000 | \$38,500.00 | 95% | 2,260 | 817 |
| 12 | 63528L | 2020 | Lexus | NX | 23 | Loaner | Yes | \$ 41,000 | \$40,698.50 | 99% | (4,261) | 700 |
| 13 | 95259A | 2019 | GMC | Canyon | 40 | Trade on New | No | \$ 28,500 | \$27,500.00 | 89% | (1,744) | 602 |
| 14 | 63518L | 2020 | Lexus | | NX | 30 | Loaner | Yes | \$ 41,000 | \$41,000.00 | 98% | 4,554 |
| 15 | 63553 | 2023 | Lexus | UX | 5 | Auction/Wholesale | Yes | \$ 42,000 | \$42,000.00 | 98% | (317) | 2,596 |
| 16 | 63556 | 2014 | Lexus | ES 350 | 2 | Auction/Wholesale | No | \$ 22,000 | \$21,304.53 | 93% | 3,740 | 1,054 |
| 17 | 95606a | 2021 | Lexus | | RX | 15 | Trade on New | Yes | \$ 47,000 | \$46,000.00 | 99% | 5,834 |
| 18 | 95608A | 2013 | Lexus | RX | 24 | Trade on New | No | \$ 22,500 | \$22,500.00 | 111% | 9,134 | 1,113 |
| 19 | 63510 | 2019 | Lexus | ES | 44 | Street/Curb Buy | YES | \$ 35,500 | \$34,000.00 | 97% | (2,997) | 250 |
| 20 | 63505L | 2019 | Lexus | ES | 50 | Loaner | YES | \$ 36,000 | \$35,500.00 | 94% | (2,966) | 0 |
| 21 | 95107A | 2020 | Lexus | RX | 59 | Trade on Used | Yes | \$ 33,900 | \$39,400.00 | 88% | (2,313) | 200 |
| 22 | 95407A | 2021 | Lexus | RX | 47 | Trade on New | Yes | \$ 49,000 | \$48,500.00 | 96% | 636 | 365 |
| 23 | 95509TA | 2021 | Lexus | UX | 24 | Trade on New | Yes | \$ 35,000 | \$35,000.00 | 99% | 1,319 | 3,800 |
| 24 | 63500L | 2020 | Lexus | RX | 51 | Loaner | Yes | \$ 42,000 | \$41,000.00 | 94% | (1,613) | 1,471 |
| 25 | 95258TAA | 2016 | Lexus | IS 350 | 38 | Trade on Used | No | \$ 31,500 | \$30,500.00 | 102% | (2,055) | 615 |
| 26 | 63544 | 2021 | Lexus | | IS | 20 | Auction/Wholesale | Yes | \$ 37,000 | \$37,000.00 | 98% | 1,863 |
| 27 | 63488L | 2020 | Lexus | RC | 57 | Loaner | Yes | \$ 38,000 | \$38,000.00 | 91% | (6,908) | 4,051 |
| 28 | 63548LB | 2020 | Lexus | NX | 20 | LBO Customer | No | \$ 22,393 | \$22,392.72 | 90% | 395 | 3,016 |
| 29 | 95592A | 2020 | Lexus | RX | 26 | Trade on Used | Yes | \$ 44,000 | \$41,750.00 | 99% | (471) | 27 |

| | | | | | | | | | | | | |
|----|----------|------|--------|-------------|-----|-------------------|-----|-----------|-------------|------|-----------|-------|
| 30 | 63507L | 2020 | Lexus | GX | 56 | Loaner | Yes | \$ 48,000 | \$46,266.74 | 96% | (5,707) | 1,451 |
| 31 | 95585A | | TOYOTA | RAV4 | 26 | Trade on New | No | \$ 36,000 | \$36,000.00 | 98% | 4,103 | 565 |
| 32 | 95573TA | 2015 | Lexus | RX 350 | 18 | Trade on New | No | \$ 22,500 | \$22,500.00 | 97% | 3,467 | 2,161 |
| 33 | 95556A | 2020 | Lexus | NX | 21 | Trade on New | Yes | \$ 36,000 | \$35,596.00 | 95% | 2,823 | 2,340 |
| 34 | 62936L | 2020 | Lexus | LS | 329 | Loaner | Yes | \$ 65,000 | \$65,000.00 | 95% | 5,553 | 7,474 |
| 35 | 63514X | 2021 | Lexus | RX | 59 | Other | Yes | \$ 45,900 | \$45,900.00 | 94% | 91,883 | 783 |
| 36 | 95387A | 2020 | Lexus | IS | 64 | Trade on New | Yes | \$ 32,900 | \$ 32,090 | 91% | (\$2,915) | \$103 |
| 37 | 63525L | 2019 | Lexus | RX | 38 | Loaner | Yes | \$ 44,000 | \$44,000.00 | 101% | (493) | 1,466 |
| 38 | 63546L | 2021 | Lexus | UX | 23 | Loaner | Yes | \$ 39,000 | \$36,393.89 | 101% | (4,897) | 0 |
| 39 | 95540A | 2018 | TOYOTA | Camry | 28 | Trade on New | No | \$ 26,000 | \$25,000.00 | 97% | 979 | 0 |
| 40 | 95542A | 2022 | Lexus | RX | 22 | Trade on New | Yes | \$ 56,000 | \$56,000.00 | 99% | 2,799 | 26 |
| 41 | 63529L | 2021 | Lexus | ES | 34 | Loaner | Yes | \$ 36,000 | \$36,000.00 | 94% | (10,526) | 575 |
| 42 | 63523L | 2019 | Lexus | UX | 39 | Loaner | Yes | \$ 31,000 | \$30,500.00 | 93% | (3,508) | 1,525 |
| 43 | 93508 | 2020 | Lexus | NX | 59 | Auction/Wholesale | Yes | \$ 35,900 | \$35,900.00 | 90% | (3,359) | 3,302 |
| 44 | 95522A | 2020 | Lexus | ES | 25 | Trade on New | Yes | \$ 38,000 | \$37,000.00 | 98% | 2,878 | 1,366 |
| 45 | 95450TA | 2020 | Lexus | ES | 36 | Trade on Used | Yes | \$ 41,000 | \$40,000.00 | 97% | (1,237) | 2,839 |
| 46 | 95584A | 2020 | Lexus | RX | 18 | Trade on New | Yes | \$ 43,000 | \$42,500.00 | 95% | 1,480 | 430 |
| 47 | 63511L | 2019 | Lexus | RX | 53 | Loaner | Yes | \$ 41,000 | \$40,500.00 | 96% | (5,949) | 727 |
| 48 | 95499A | 2018 | HONDA | Civic Sedan | 38 | Trade on New | No | \$ 19,900 | \$19,900.00 | 95% | (53) | 2,739 |
| 49 | 63524L | 2019 | Lexus | UX | 42 | Loaner | Yes | \$ 31,000 | \$31,000.00 | 93% | (2,722) | 5,964 |
| 50 | 63549 | 2019 | TOYOTA | C-HR | 25 | Auction/Wholesale | No | \$ 23,000 | \$22,500.00 | 99% | (709) | 2,734 |
| 51 | 95548TA | 2020 | Lexus | IS | 33 | Trade on Used | Yes | \$ 33,500 | \$32,500.00 | 97% | (281) | 365 |
| 52 | 95459TA | 2020 | Lexus | ES | 52 | Trade on Used | Yes | \$ 35,500 | \$35,500.00 | 94% | 1,275 | 1,169 |
| 53 | 95489TUA | 2020 | Lexus | UX | 31 | Trade on Used | Yes | \$ 32,000 | \$32,000.00 | 94% | 1,863 | 1,157 |

Scoreboard Totals

| | |
|---------------------------------------|------------|
| % Retailed of Non-Franchise Make | 8% |
| Total # Retail Units | 100 |
| Avg. Days to Sale | 39.2 |
| Avg. Advertised Price (Time of Sale) | \$ 38,172 |
| Avg. Transaction Price | \$ 37,601 |
| Avg. Market Price at 100% | \$ 39,800 |
| Avg. Price to Market % (Time of Sale) | 96% |
| Avg. Transaction to Market | 94% |
| Avg. Transactional Discount | \$ 571 |
| Avg. Front-End Gross | \$ 561 |
| Avg. Finance Gross | \$ 1,396 |
| PUVR | \$ 1,957 |
| Total Gross (Units & PUVR) | \$ 195,732 |
| GROI | 48% |
| % with Trade | 37% |
| Avg. Over/Under Allowance | \$79 |



Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager | Totals | Bob Atwood | LEE, MICHAEL |
|---------------------------------------|------------|------------|--------------|
| % Retailed of Non-New Franchise | 8% | #DIV/0! | 3% |
| Total # Retail Units | 100 | 0 | 36 |
| Avg. Days to Sale | 39.2 | #DIV/0! | 46.4 |
| Avg. Advertised Price (Time of Sale) | \$ 38,172 | #DIV/0! | \$ 38,045 |
| Avg. Transaction Price | \$ 37,601 | #DIV/0! | \$ 37,332 |
| Avg. Market Price at 100% | \$ 39,800 | #DIV/0! | \$ 39,506 |
| Avg. Price to Market % (Time of Sale) | 96% | #DIV/0! | 96% |
| Avg. Transaction to Market | 94% | #DIV/0! | 94% |
| Avg. Transactional Discount | \$ 571 | #DIV/0! | \$ 713 |
| Avg. Front-End Gross | \$ 561 | #DIV/0! | \$ 2,165 |
| Avg. Finance Gross | \$ 1,396 | #DIV/0! | \$ 1,630 |
| PUVR | \$ 1,957 | #DIV/0! | \$ 3,795 |
| Total Gross (Units & PUVR) | \$ 195,732 | #DIV/0! | \$ 136,625 |
| GROI | 48% | #DIV/0! | 79% |
| % with Trade | 37% | #DIV/0! | 39% |
| Avg. Over/Under Allowance | 79 | #DIV/0! | 83 |



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

| SOLIMAN, ADEL | LEWIS, DANIEL | | |
|---------------|---------------|---------|---------|
| 14% | 7% | #DIV/0! | #DIV/0! |
| 37 | 27 | 0 | 0 |
| 35.1 | 35.2 | #DIV/0! | #DIV/0! |
| \$ 38,030 | \$ 38,537 | #DIV/0! | #DIV/0! |
| \$ 37,526 | \$ 38,063 | #DIV/0! | #DIV/0! |
| \$ 39,795 | \$ 39,919 | #DIV/0! | #DIV/0! |
| 96% | 97% | #DIV/0! | #DIV/0! |
| 94% | 95% | #DIV/0! | #DIV/0! |
| \$ 504 | \$ 474 | #DIV/0! | #DIV/0! |
| \$ (518) | \$ (99) | #DIV/0! | #DIV/0! |
| \$ 1,300 | \$ 1,217 | #DIV/0! | #DIV/0! |
| \$ 782 | \$ 1,118 | #DIV/0! | #DIV/0! |
| \$ 28,931 | \$ 30,176 | #DIV/0! | #DIV/0! |
| 21% | 30% | #DIV/0! | #DIV/0! |
| 30% | 44% | #DIV/0! | #DIV/0! |
| 20 | 152 | #DIV/0! | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Sales Consultant | Totals | COPELAND, BENNET | BARRANTES, BRIAN |
|---------------------------------------|------------|------------------|------------------|
| % Retailed of Non-New Franchise | 8% | 0% | 0% |
| Total # Retail Units | 100 | 1 | 8 |
| Avg. Days to Sale | 39.2 | 59.0 | 29.6 |
| Avg. Advertised Price (Time of Sale) | \$ 38,172 | \$ 35,900 | \$ 42,049 |
| Avg. Transaction Price | \$ 37,601 | \$ 35,900 | \$ 41,670 |
| Avg. Market Price at 100% | \$ 39,800 | \$ 39,889 | \$ 43,232 |
| Avg. Price to Market % (Time of Sale) | 96% | 90% | 97% |
| Avg. Transaction to Market | 94% | 90% | 96% |
| Avg. Transactional Discount | \$ 571 | \$ - | \$ 379 |
| Avg. Front-End Gross | \$ 561 | \$ (3,359) | \$ (628) |
| Avg. Finance Gross | \$ 1,396 | \$ 3,302 | \$ 1,764 |
| PUVR | \$ 1,957 | \$ (57) | \$ 1,137 |
| Total Gross (Units & PUVR) | \$ 195,732 | \$ (57) | \$ 9,093 |
| GROI | 48% | -1% | 33% |
| % with Trade | 37% | 0% | 63% |
| Avg. Over/Under Allowance | 79 | 0 | 281 |



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

| BATTAH, SADEER | GUREL, DENNIS | KATTOULA, VIDAL | PATRIS, WILLIAM |
|----------------|---------------|-----------------|-----------------|
| 0% | 20% | 0% | 6% |
| 7 | 5 | 10 | 16 |
| 40.7 | 35.2 | 33.8 | 32.4 |
| \$ 30,043 | \$ 34,360 | \$ 42,890 | \$ 39,613 |
| \$ 30,114 | \$ 33,999 | \$ 42,340 | \$ 38,859 |
| \$ 31,955 | \$ 36,007 | \$ 44,306 | \$ 40,714 |
| 94% | 95% | 97% | 97% |
| 94% | 94% | 96% | 95% |
| \$ (71) | \$ 361 | \$ 550 | \$ 753 |
| \$ (1,302) | \$ (693) | \$ 7,286 | \$ 1,593 |
| \$ 889 | \$ 1,292 | \$ 686 | \$ 1,103 |
| \$ (412) | \$ 599 | \$ 7,972 | \$ 2,695 |
| \$ (2,886) | \$ 2,994 | \$ 79,718 | \$ 43,125 |
| -12% | 18% | 201% | 77% |
| 43% | 60% | 60% | 25% |
| 43 | 200 | 125 | 78 |

| SEDIGHI, ALIASHGH | SIBOU, WAHID | SOLIS, VICTOR | SPEIRS, JACOB |
|-------------------|--------------|---------------|---------------|
| #DIV/0! | 0% | 14% | 0% |
| 0 | 8 | 7 | 1 |
| #DIV/0! | 38.6 | 27.4 | 2.0 |
| #DIV/0! | \$ 40,063 | \$ 36,643 | \$ 22,000 |
| #DIV/0! | \$ 38,362 | \$ 36,179 | \$ 21,305 |
| #DIV/0! | \$ 41,650 | \$ 37,632 | \$ 23,656 |
| #DIV/0! | 96% | 97% | 93% |
| #DIV/0! | 92% | 96% | 90% |
| #DIV/0! | \$ 1,701 | \$ 464 | \$ 695 |
| #DIV/0! | \$ 437 | \$ (579) | \$ 3,740 |
| #DIV/0! | \$ 710 | \$ 2,036 | \$ 1,054 |
| #DIV/0! | \$ 1,147 | \$ 1,456 | \$ 4,794 |
| #DIV/0! | \$ 9,179 | \$ 10,194 | \$ 4,794 |
| #DIV/0! | 28% | 53% | 4050% |
| #DIV/0! | 25% | 43% | 0% |
| #DIV/0! | 50 | 86 | 0 |

| SRANDEV, MICHAEXU, JIAYANG | | SADO, NEBIL | |
|----------------------------|------------|-------------|---------|
| 17% | 0% | 13% | #DIV/0! |
| 12 | 2 | 15 | 0 |
| 39.8 | 55.5 | 57.2 | #DIV/0! |
| \$ 36,617 | \$ 32,450 | \$ 39,320 | #DIV/0! |
| \$ 36,207 | \$ 32,200 | \$ 39,237 | #DIV/0! |
| \$ 38,597 | \$ 33,783 | \$ 41,173 | #DIV/0! |
| 95% | 96% | 96% | #DIV/0! |
| 94% | 95% | 95% | #DIV/0! |
| \$ 410 | \$ 250 | \$ 83 | #DIV/0! |
| \$ (1,524) | \$ (2,444) | \$ 39 | #DIV/0! |
| \$ 1,532 | \$ 525 | \$ 2,089 | #DIV/0! |
| \$ 8 | \$ (1,919) | \$ 2,129 | #DIV/0! |
| \$ 96 | \$ (3,837) | \$ 31,928 | #DIV/0! |
| 0% | -39% | 34% | #DIV/0! |
| 33% | 50% | 20% | #DIV/0! |
| 58 | 50 | 0 | #DIV/0! |

Scoreboard

(Click on the blue header to access the dropdown)

| Finance Manager | Totals | SWAIM, DANIEL | KEHLER, DEANN |
|---------------------------------------|------------|---------------|---------------|
| % Retailed of Non-New Franchise | 8% | 5% | 8% |
| Total # Retail Units | 100 | 37 | 25 |
| Avg. Days to Sale | 39.2 | 49.7 | 31.2 |
| Avg. Advertised Price (Time of Sale) | \$ 38,172 | \$ 38,708 | \$ 36,716 |
| Avg. Transaction Price | \$ 37,601 | \$ 38,374 | \$ 35,968 |
| Avg. Market Price at 100% | \$ 39,800 | \$ 40,496 | \$ 37,953 |
| Avg. Price to Market % (Time of Sale) | 96% | 96% | 97% |
| Avg. Transaction to Market | 94% | 95% | 95% |
| Avg. Transactional Discount | \$ 571 | \$ 334 | \$ 748 |
| Avg. Front-End Gross | \$ 561 | \$ 1,316 | \$ 154 |
| Avg. Finance Gross | \$ 1,396 | \$ 1,406 | \$ 1,877 |
| PUVR | \$ 1,957 | \$ 2,722 | \$ 2,031 |
| Total Gross (Units & PUVR) | \$ 195,732 | \$ 100,707 | \$ 50,763 |
| GROI | 48% | 51% | 65% |
| % with Trade | 37% | 0% | 0% |
| Avg. Over/Under Allowance | 79 | 55 | 170 |



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

| KALEVITCH, TYLER | | | |
|------------------|---------|---------|---------|
| 11% | #DIV/0! | #DIV/0! | #DIV/0! |
| 38 | 0 | 0 | 0 |
| 34.3 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 38,608 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 37,922 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 40,139 | #DIV/0! | #DIV/0! | #DIV/0! |
| 96% | #DIV/0! | #DIV/0! | #DIV/0! |
| 94% | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 685 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 95 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,070 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 1,165 | #DIV/0! | #DIV/0! | #DIV/0! |
| \$ 44,262 | #DIV/0! | #DIV/0! | #DIV/0! |
| 32% | #DIV/0! | #DIV/0! | #DIV/0! |
| 0% | #DIV/0! | #DIV/0! | #DIV/0! |
| 41 | #DIV/0! | #DIV/0! | #DIV/0! |

Scoreboard

| CPO | Totals | Yes | No |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units | 100 | 81 | 19 |
| Avg. Days to Sale | 39.2 | 41.3 | 30.2 |
| Avg. Advertised Price (Time of Sale) | \$ 38,172 | \$ 41,199 | \$ 24,703 |
| Avg. Transaction Price | \$ 37,601 | \$ 40,626 | \$ 24,703 |
| Avg. Market Price at 100% | \$ 39,800 | \$ 42,786 | \$ 26,672 |
| Avg. Price to Market % (Time of Sale) | 96% | 96% | 93% |
| Avg. Transaction to Market | 94% | 95% | 93% |
| Avg. Transactional Discount | \$ 571 | \$ 572 | \$ 565 |
| Avg. Front-End Gross | \$ 561 | \$ 454 | \$ 1,016 |
| Avg. Finance Gross | \$ 1,396 | \$ 1,501 | \$ 951 |
| PUVR | \$ 1,957 | \$ 1,955 | \$ 1,967 |
| Total Gross (Units & PUVR) | \$ 195,732 | \$ 158,359 | \$ 37,373 |
| GROI | 48% | 42% | 95% |
| % with Trade | 37% | 41% | 21% |
| Avg. Over/Under Allowance | 79 | 85 | 53 |



Scoreboard

| Same Brand as New | Totals | Yes | No |
|---------------------------------------|------------|------------|-----------|
| Total # Retail Units | 100 | 92 | 8 |
| Avg. Days to Sale | 39.2 | 39.4 | 37.1 |
| Avg. Advertised Price (Time of Sale) | \$ 38,172 | \$ 38,962 | \$ 28,213 |
| Avg. Transaction Price | \$ 37,601 | \$ 38,417 | \$ 28,213 |
| Avg. Market Price at 100% | \$ 39,800 | \$ 40,471 | \$ 31,137 |
| Avg. Price to Market % (Time of Sale) | 96% | 96% | 91% |
| Avg. Transaction to Market | 94% | 95% | 91% |
| Avg. Transactional Discount | \$ 571 | \$ 545 | \$ 875 |
| Avg. Front-End Gross | \$ 561 | \$ 564 | \$ 529 |
| Avg. Finance Gross | \$ 1,396 | \$ 1,437 | \$ 927 |
| PUVR | \$ 1,957 | \$ 2,001 | \$ 1,456 |
| Total Gross (Units & PUVR) | \$ 195,732 | \$ 184,086 | \$ 11,646 |
| GROI | 48% | 48% | 50% |
| % with Trade | 37% | 39% | 13% |
| Avg. Over/Under Allowance | 79 | 74 | 125 |



Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---------------------------------|------------|--------------|---------------|
| Total # Retail Units | 100 | 37 | 15 |
| % of Retail Units | 100% | 37% | 15% |
| % Retailed of Non-New Franchise | 8% | 19% | 0% |
| Avg. Days to Sale | 39.2 | 33.0 | 32.3 |
| Avg. Transaction Price | \$ 37,601 | \$ 39,047 | \$ 33,470 |
| Avg. Transaction to Market % | 94% | 95% | 95% |
| Avg. Transactional Discount | \$ 571 | \$ 559 | \$ 257 |
| Avg. Front End Gross | \$ 561 | \$ 1,326 | \$ 57 |
| Avg. Finance Gross | \$ 1,396 | \$ 1,248 | \$ 916 |
| PUVR | \$ 1,957 | \$ 2,573 | \$ 973 |
| Total Gross (Units & PUVR) | \$ 195,732 | \$ 95,218 | \$ 14,600 |
| GROI | 48% | 72% | 32% |
| % with Trade | 37% | 35% | 27% |
| Avg. Over/Under Allowance | 79 | 93 | 13 |



| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
|-----------------|-------------------|-------------|--------------|
| 2 | 8 | 36 | 1 |
| 2% | 8% | 36% | 1% |
| 0% | 13% | 0% | 0% |
| 38.5 | 25.9 | 51.5 | 20.0 |
| \$ 38,000 | \$ 34,807 | \$ 38,627 | \$ 22,393 |
| 95% | 95% | 94% | 90% |
| \$ 750 | \$ 306 | \$ 796 | \$ 0 |
| \$ 1,101 | \$ 239 | \$ (2,505) | \$ 395 |
| \$ 408 | \$ 1,646 | \$ 1,720 | \$ 3,016 |
| \$ 1,508 | \$ 1,884 | \$ (785) | \$ 3,411 |
| \$ 3,016 | \$ 15,073 | \$ (28,252) | \$ 3,411 |
| 37% | 75% | -14% | 274% |
| 50% | 25% | 44% | 0% |
| 500 | 0 | 89 | 0 |

| BO OEM/Leasing | central Fleet (Enterprise, etc | Other |
|----------------|--------------------------------|-----------|
| 0 | 0 | 1 |
| 0% | 0% | 1% |
| #DIV/0! | #DIV/0! | 0% |
| #DIV/0! | #DIV/0! | 59.0 |
| #DIV/0! | #DIV/0! | \$ 45,900 |
| #DIV/0! | #DIV/0! | 94% |
| #DIV/0! | #DIV/0! | \$ - |
| #DIV/0! | #DIV/0! | \$ 91,883 |
| #DIV/0! | #DIV/0! | \$ 783 |
| #DIV/0! | #DIV/0! | \$ 92,666 |
| #DIV/0! | #DIV/0! | \$ 92,666 |
| #DIV/0! | #DIV/0! | 1232% |
| #DIV/0! | #DIV/0! | 100% |
| #DIV/0! | #DIV/0! | 0 |

Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---------------------------------|------------|------------|------------|
| Total # Retail Units | 100 | 44 | 24 |
| % of Retail Units | 100% | 44% | 24% |
| % Retailed of Non-New Franchise | 8% | 7% | 17% |
| Avg. Days to Sale | 39.2 | 20.6 | 37.8 |
| Avg. Transaction Price | \$ 37,601 | \$ 38,389 | \$ 35,154 |
| Avg. Transaction to Market % | 94% | 96% | 95% |
| Avg. Transactional Discount | \$ 571 | \$ 563 | \$ 346 |
| Avg. Front End Gross | \$ 561 | \$ 1,191 | \$ (1,270) |
| Avg. Finance Gross | \$ 1,396 | \$ 1,308 | \$ 1,490 |
| PUVR | \$ 1,957 | \$ 2,499 | \$ 220 |
| Total Gross (Units & PUVR) | \$ 195,732 | \$ 109,968 | \$ 5,274 |
| GROI | 48% | 114% | 6% |
| % with Trade | 37% | 34% | 54% |
| Avg. Over/Under Allowance | 79 | 68 | 158 |



| 46-60 days | 61-90 days | 90+ days |
|------------|-------------|-----------|
| 20 | 11 | 1 |
| 20% | 11% | 1% |
| 0% | 9% | 0% |
| 52.9 | 65.5 | 329.0 |
| \$ 37,648 | \$ 37,207 | \$ 65,000 |
| 93% | 90% | 95% |
| \$ 407 | \$ 1,447 | \$ - |
| \$ 2,898 | \$ (2,665) | \$ 5,553 |
| \$ 1,242 | \$ 1,271 | \$ 7,474 |
| \$ 4,140 | \$ (1,394) | \$ 13,027 |
| \$ 82,797 | \$ (15,334) | \$ 13,027 |
| 75% | -21% | 22% |
| 25% | 36% | 0% |
| 48 | 9 | 0 |