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| COMPARATIVE STATISTICS | |
|------------------------|-----------------|
| GROUP # | SAMPLE |
| SAMPLE | GROUP NAME |
| | 2008 |
| | RUN DATE : 2008 |

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| | BOB M. | BENCHMARK | SAM | ROY | RYAN | BO | GROUP | JAMES | MARK | DON/TIM | TODD | |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|-------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 1 DATE STATEMENT RECEIVED | 3-11 | 2-6 | 3-19 | 4-10 | 3-4 | 3-17 | 4-21 | 4-7 | 4-10 | 3-14 | 4-10 | 1 |
| 2 # OF MONTHS SUBMITTED -CURR YR | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| 3 CURRENT MONTH | | | | | | | | | | | | 3 |
| 4 | | | | | | | | | | | | 4 |
| 5 TOTAL SALES | 4,366,905 | 356,434 | 1,426,291 | 5,869,790 | 3,594,544 | 4,372,166 | 3,046,708 | 407,170 | 641,819 | 5,678,729 | 1,062,955 | 5 |
| 6 TOTAL VEHICLE GROSS | 2,190,433 | 172,636 | 760,678 | 2,573,235 | 1,202,772 | 1,717,585 | 1,399,573 | 247,236 | 213,700 | 3,293,656 | 396,861 | 6 |
| 7 TOTAL INTEREST INCOME | 452,909 | 52,563 | 308,010 | 559,096 | 234,904 | 1,301,724 | 473,932 | 80,820 | 0 | 687,679 | 166,312 | 7 |
| 8 TOTAL OPERATING GROSS | 2,727,364 | 231,329 | 1,152,226 | 3,147,080 | 1,496,153 | 3,177,968 | 1,882,312 | 333,874 | 213,700 | 4,073,557 | 618,890 | 8 |
| 9 TOTAL EXPENSES / BEFORE OWNER | 832,814 | 87,608 | 466,369 | 1,143,642 | 840,036 | 1,311,318 | 774,600 | 206,309 | 149,316 | 1,713,509 | 308,085 | 9 |
| 10 CHARGE OFF / LOSS PROV. / INV. ADJ. | 326,604 | 50,261 | 295,017 | 981,204 | 241,401 | 947,134 | 539,902 | 58,887 | 12,770 | 1,722,057 | 274,041 | 10 |
| 11 NET PROFIT BEFORE TAX/OWNER | 1,567,946 | 93,460 | 390,840 | 1,022,234 | 414,716 | 919,516 | 567,811 | 68,678 | 51,614 | 637,991 | 36,764 | 11 |
| 12 NET AS % OF OPER GROSS | 57.5% | 40.4% | 33.9% | 32.5% | 27.7% | 28.9% | 27.4% | 20.6% | 24.2% | 15.7% | 5.9% | 12 |
| 13 VEHICLES RETAIL | 432 | 40 | 127 | 476 | 225 | 357 | 281 | 41 | 64 | 710 | 99 | 13 |
| 14 GROSS PER VEHICLE RETAIL | 5,136 | 4,353 | 4,643 | 5,385 | 4,224 | 4,574 | 4,537 | 4,622 | 3,234 | 4,685 | 4,333 | 14 |
| 15 | | | | | | | | | | | | 15 |
| 16 YEAR TO DATE | | | | | | | | | | | | 16 |
| 17 | | | | | | | | | | | | 17 |
| 18 TOTAL SALES | 7,670,454 | 722,187 | 2,716,996 | 9,888,746 | 6,550,631 | 7,511,874 | 5,395,769 | 749,275 | 1,156,022 | 10,292,809 | 2,025,116 | 18 |
| 19 TOTAL VEHICLE GROSS | 3,796,314 | 340,034 | 1,464,943 | 4,347,791 | 2,139,724 | 2,916,925 | 2,470,636 | 442,039 | 409,021 | 5,905,005 | 813,959 | 19 |
| 20 TOTAL INTEREST INCOME | 879,620 | 108,007 | 613,642 | 1,120,996 | 468,538 | 2,511,827 | 936,960 | 165,645 | 0 | 1,358,335 | 377,078 | 20 |
| 21 TOTAL OPERATING GROSS | 4,842,017 | 460,852 | 2,242,679 | 5,530,829 | 2,699,044 | 5,745,583 | 3,421,775 | 618,446 | 409,021 | 7,417,118 | 1,291,236 | 21 |
| 22 TOTAL EXPENSES / BEFORE OWNER | 1,582,062 | 175,368 | 994,185 | 2,065,126 | 1,557,051 | 2,632,568 | 1,512,069 | 385,497 | 279,727 | 3,418,908 | 693,495 | 22 |
| 23 CHARGE OFF / LOSS PROV. / INV. ADJ. | 705,937 | 102,398 | 527,331 | 1,839,940 | 459,072 | 1,717,022 | 1,010,887 | 135,818 | 69,745 | 3,109,416 | 533,698 | 23 |
| 24 NET PROFIT BEFORE TAX/OWNER | 2,554,018 | 183,086 | 721,163 | 1,625,763 | 682,921 | 1,395,993 | 898,819 | 97,131 | 59,549 | 888,794 | 64,043 | 24 |
| 25 NET AS % OF OPER GROSS *** | 52.7% | 39.7% | 32.2% | 29.4% | 25.3% | 24.3% | 23.5% | 15.7% | 14.6% | 12.0% | 5.0% | 25 |
| 26 NET AS % OF SALES | 33.3% | 25.6% | 31.6% | 16.4% | 11.4% | 18.6% | 15.9% | 15.0% | 5.2% | 8.6% | 3.2% | 26 |
| 27 VEH GROSS AS % OF VEH SALES | 49.5% | 47.4% | 57.3% | 44.0% | 32.7% | 38.8% | 47.0% | 62.8% | 35.4% | 57.4% | 45.5% | 27 |
| 28 | | | | | | | | | | | | 28 |
| 29 SALES - AVERAGE MONTH | 3,835,227 | 361,094 | 1,358,498 | 4,944,373 | 3,275,316 | 3,755,937 | 2,697,885 | 374,638 | 578,011 | 5,146,405 | 1,012,558 | 29 |
| 30 VEHICLE GROSS - AVERAGE MONTH | 1,898,157 | 170,017 | 732,472 | 2,173,896 | 1,069,862 | 1,458,463 | 1,235,318 | 221,020 | 204,511 | 2,952,503 | 406,980 | 30 |
| 31 OPER GROSS - AVERAGE MONTH | 2,421,009 | 230,426 | 1,121,340 | 2,765,415 | 1,349,522 | 2,872,792 | 1,710,887 | 309,223 | 204,511 | 3,708,559 | 645,618 | 31 |
| 32 EXPENSE - AVERAGE MONTH | 791,031 | 87,684 | 497,093 | 1,032,563 | 778,526 | 1,316,284 | 756,034 | 192,749 | 139,864 | 1,709,454 | 346,748 | 32 |
| 33 NET PROFIT - AVERAGE MONTH | 1,277,009 | 91,543 | 360,582 | 812,882 | 341,461 | 697,997 | 449,410 | 48,566 | 29,775 | 444,397 | 32,022 | 33 |
| 34 | | | | | | | | | | | | 34 |
| 35 VEHICLES RETAIL - AVG MO | 385 | 41 | 121 | 402 | 206 | 303 | 251 | 36 | 57 | 654 | 95 | 35 |
| 36 | | | | | | | | | | | | 36 |
| 37 PREVIOUS YEAR TO DATE | | | | | | | | | | | | 37 |
| 38 | | | | | | | | | | | | 38 |
| 39 TOTAL SALES | 5,986,425 | 731,506 | 1,823,667 | 9,688,605 | 6,631,782 | 8,438,470 | 5,165,908 | 1,305,495 | 1,235,908 | 7,980,729 | 3,402,093 | 39 |
| 40 TOTAL VEHICLE GROSS | 2,683,386 | 334,796 | 935,097 | 3,797,341 | 2,017,816 | 3,139,778 | 2,096,362 | 490,730 | 440,123 | 4,329,607 | 1,033,377 | 40 |
| 41 TOTAL INTEREST INCOME | 741,912 | 110,888 | 405,111 | 973,755 | 376,016 | 2,625,865 | 742,721 | 163,252 | 34,401 | 985,858 | 378,323 | 41 |
| 42 TOTAL OPERATING GROSS | 3,572,558 | 459,046 | 1,440,929 | 4,802,077 | 2,498,658 | 6,058,840 | 2,959,889 | 673,873 | 503,736 | 5,487,630 | 1,600,702 | 42 |
| 43 TOTAL EXPENSES / BEFORE OWNER | 1,425,918 | 175,520 | 647,390 | 2,013,867 | 1,353,893 | 3,043,670 | 1,304,445 | 377,392 | 271,709 | 1,894,113 | 712,053 | 43 |
| 44 CHARGE OFF / LOSS PROV. / INV. ADJ. | 568,096 | 104,274 | 347,987 | 1,579,275 | 314,222 | 1,384,051 | 790,538 | 109,382 | 0 | 2,093,130 | 718,703 | 44 |
| 45 NET PROFIT BEFORE TAX/OWNER | 1,578,544 | 179,252 | 445,552 | 1,208,935 | 830,543 | 1,631,119 | 864,906 | 187,099 | 232,027 | 1,500,387 | 169,946 | 45 |
| 46 NET AS % OF OPER GROSS *** | 44.2% | 39.0% | 30.9% | 25.2% | 33.2% | 26.9% | 30.2% | 27.8% | 46.1% | 27.3% | 10.6% | 46 |
| 47 NET AS % OF SALES | 26.4% | 24.9% | 29.4% | 12.5% | 13.4% | 19.3% | 18.5% | 22.9% | 18.8% | 18.8% | 5.0% | 47 |
| 48 VEH GROSS AS % OF VEH SALES | 44.8% | 46.3% | 53.8% | 39.2% | 30.4% | 37.2% | 40.7% | 37.6% | 35.6% | 54.3% | 33.1% | 48 |
| 49 | | | | | | | | | | | | 49 |
| 50 SALES - AVERAGE MONTH | 2,993,213 | 365,753 | 911,834 | 4,844,303 | 3,315,891 | 4,219,235 | 2,582,954 | 652,748 | 617,954 | 3,990,365 | 1,701,047 | 50 |
| 51 VEHICLE GROSS - AVERAGE MONTH | 1,341,693 | 167,398 | 467,549 | 1,898,671 | 1,008,908 | 1,569,889 | 1,048,181 | 245,365 | 220,062 | 2,164,804 | 516,689 | 51 |
| 52 OPER GROSS - AVERAGE MONTH | 1,786,279 | 229,523 | 720,465 | 2,401,039 | 1,249,329 | 3,029,420 | 1,479,945 | 336,937 | 251,868 | 2,743,815 | 800,351 | 52 |
| 53 EXPENSE - AVERAGE MONTH | 712,959 | 87,760 | 323,695 | 1,006,934 | 676,947 | 1,521,835 | 652,223 | 188,696 | 135,855 | 947,057 | 356,027 | 53 |
| 54 NET PROFIT - AVERAGE MONTH | 789,272 | 89,626 | 222,776 | 604,468 | 415,272 | 815,560 | 432,453 | 93,550 | 116,014 | 750,194 | 84,973 | 54 |
| 55 | | | | | | | | | | | | 55 |
| 56 VEHICLE RETAIL - AVG MO | 299 | 42 | 88 | 364 | 213 | 312 | 232 | 48 | 58 | 548 | 156 | 56 |
| 57 # OF LOTS # | 11 | 1 | 3 | 6 | 4 | 6 | 6 | 1 | 2 | 23 | 1 | 57 |

| | | SAM | BOB M. | ROY | BENCHMARK | GROUP | BO | RYAN | DON/TIM | JAMES | TODD | MARK | | |
|----|--|------------|-----------|-----------|-----------|---------|-----------|-----------|-----------|------------|-----------|-----------|-----------|----|
| | | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| 1 | VEHICLES RETAIL | -CURR YEAR | 242 | 770 | 804 | 82 | 502 | 605 | 411 | 1,307 | 72 | 189 | 114 | 1 |
| 2 | VEHICLES RETAIL | -PREV YEAR | 175 | 597 | 728 | 84 | 463 | 624 | 426 | 1,096 | 95 | 311 | 116 | 2 |
| 3 | PERCENT CHANGE | | 38.3% | 29.0% | 10.4% | -2.4% | 2.8% | -3.0% | -3.5% | 19.3% | -24.2% | -39.2% | -1.7% | 3 |
| 4 | | | | | | | | | | | | | | 4 |
| 5 | TOTAL SALES | -CURR YEAR | 2,716,996 | 7,670,454 | 9,888,746 | 722,187 | 5,395,769 | 7,511,874 | 6,550,631 | 10,292,809 | 749,275 | 2,025,116 | 1,156,022 | 5 |
| 6 | TOTAL SALES | -PREV YEAR | 1,823,667 | 5,986,425 | 9,688,605 | 731,506 | 5,165,908 | 8,438,470 | 6,631,782 | 7,980,729 | 1,305,495 | 3,402,093 | 1,235,908 | 6 |
| 7 | PERCENT CHANGE | | 49.0% | 28.1% | 2.1% | -1.3% | 0.7% | -11.0% | -1.2% | 29.0% | -42.6% | -40.5% | -6.5% | 7 |
| 8 | | | | | | | | | | | | | | 8 |
| 9 | TOTAL OPERATING GROSS | -CURR YEAR | 2,242,679 | 4,842,017 | 5,530,829 | 460,852 | 3,421,775 | 5,745,583 | 2,699,044 | 7,417,118 | 618,446 | 1,291,236 | 409,021 | 9 |
| 10 | TOTAL OPERATING GROSS | -PREV YEAR | 1,440,929 | 3,572,558 | 4,802,077 | 459,046 | 2,959,889 | 6,058,840 | 2,498,658 | 5,487,630 | 673,873 | 1,600,702 | 503,736 | 10 |
| 11 | PERCENT CHANGE | | 55.6% | 35.5% | 15.2% | 0.4% | 10.9% | -5.2% | 8.0% | 35.2% | -8.2% | -19.3% | -18.8% | 11 |
| 12 | | | | | | | | | | | | | | 12 |
| 13 | TOTAL EXPENSE / BEFORE OWNER | -CURR YEAR | 994,185 | 1,582,062 | 2,065,126 | 175,368 | 1,512,069 | 2,632,568 | 1,557,051 | 3,418,908 | 385,497 | 693,495 | 279,727 | 13 |
| 14 | TOTAL EXPENSE / BEFORE OWNER | -PREV YEAR | 647,390 | 1,425,918 | 2,013,867 | 175,520 | 1,304,445 | 3,043,670 | 1,353,893 | 1,894,113 | 377,392 | 712,053 | 271,709 | 14 |
| 15 | PERCENT CHANGE | | 53.6% | 11.0% | 2.5% | -0.1% | 16.8% | -13.5% | 15.0% | 80.5% | 2.1% | -2.6% | 3.0% | 15 |
| 16 | | | | | | | | | | | | | | 16 |
| 17 | CHARGE OFF / LOSS PROV. / INV. ADJ. | | 527,331 | 705,937 | 1,839,940 | 102,398 | 1,010,887 | 1,717,022 | 459,072 | 3,109,416 | 135,818 | 533,698 | 69,745 | 17 |
| 18 | CHARGE OFF / LOSS PROV. / INV. ADJ. | | 347,987 | 568,096 | 1,579,275 | 104,274 | 889,356 | 1,384,051 | 314,222 | 2,093,130 | 109,382 | 718,703 | 0 | 18 |
| 19 | PERCENT CHANGE | | 51.5% | 24.3% | 16.5% | -1.8% | 26.2% | 24.1% | 46.1% | 48.6% | 24.2% | -25.7% | 0.0% | 19 |
| 20 | | | | | | | | | | | | | | 20 |
| 21 | NET PROFIT PRE TAX / OWNER-C YR | | 721,163 | 2,554,018 | 1,625,763 | 183,086 | 898,819 | 1,395,993 | 682,921 | 888,794 | 97,131 | 64,043 | 59,549 | 21 |
| 22 | NET PROFIT PRE TAX / OWNER-P YR | | 445,552 | 1,578,544 | 1,208,935 | 179,252 | 864,906 | 1,631,119 | 830,543 | 1,500,387 | 187,099 | 169,946 | 232,027 | 22 |
| 23 | PERCENT CHANGE | | 61.9% | 61.8% | 34.5% | 2.1% | -11.1% | -14.4% | -17.8% | -40.8% | -48.1% | -62.3% | -74.3% | 23 |
| 24 | | | | | | | | | | | | | | 24 |
| 25 | TOTAL EMPLOYEES | -CURR YEAR | 56 | 90 | 102 | 12 | 75 | 102 | 83 | 165 | 18 | 37 | 21 | 25 |
| 26 | TOTAL EMPLOYEES | -PREV YEAR | 42 | 84 | 104 | 12 | 69 | 105 | 83 | 113 | 21 | 52 | 22 | 26 |
| 27 | PERCENT CHANGE | | 34.9% | 7.1% | -1.9% | 0.0% | 3.8% | -2.9% | 0.6% | 46.0% | -16.7% | -28.8% | -4.5% | 27 |
| 28 | | | | | | | | | | | | | | 28 |
| 29 | GROSS PER EMP - AVG MO | -CURR YEAR | 20,024 | 26,900 | 27,112 | 19,202 | 20,644 | 28,165 | 16,259 | 22,476 | 17,670 | 17,449 | 9,739 | 29 |
| 30 | GROSS PER EMP - AVG MO | -PREV YEAR | 17,361 | 21,265 | 23,087 | 19,127 | 19,208 | 28,852 | 15,143 | 24,282 | 16,045 | 15,391 | 11,449 | 30 |
| 31 | PERCENT CHANGE | | 15.3% | 26.5% | 17.4% | 0.4% | 7.3% | -2.4% | 7.4% | -7.4% | 10.1% | 13.4% | -14.9% | 31 |
| 32 | GROSS PER REP - DOLLARS | -CURR MNTH | 20,044 | 98,096 | 93,649 | 40,755 | 45,900 | 21,517 | 48,603 | 32,742 | 45,184 | 24,564 | 28,704 | 32 |
| 33 | SALES PER REP - UNITS | -CURR MNTH | 9 | 23 | 28 | 13 | 16 | 12 | 14 | 15 | 14 | 20 | 9 | 33 |
| 34 | | | | | | | | | | | | | | 34 |
| 35 | DIRECT EXPENSE | -CURR YEAR | 228,902 | 308,969 | 603,692 | 50,620 | 383,034 | 545,013 | 462,429 | 986,217 | 67,290 | 147,255 | 97,538 | 35 |
| 36 | DIRECT EXPENSE | -PREV YEAR | 133,064 | 252,953 | 551,976 | 49,620 | 327,294 | 578,291 | 413,428 | 678,767 | 62,196 | 192,371 | 82,596 | 36 |
| 37 | PERCENT CHANGE | | 72.0% | 22.1% | 9.4% | 2.0% | 17.5% | -5.8% | 11.9% | 45.3% | 8.2% | -23.5% | 18.1% | 37 |
| 38 | | | | | | | | | | | | | | 38 |
| 39 | PERSONNEL EXPENSE | -CURR YEAR | 375,501 | 539,561 | 712,891 | 72,530 | 532,783 | 961,924 | 712,711 | 1,050,207 | 164,195 | 191,075 | 86,980 | 39 |
| 40 | PERSONNEL EXPENSE | -PREV YEAR | 255,624 | 548,425 | 654,518 | 74,260 | 465,051 | 1,027,454 | 522,268 | 675,498 | 133,617 | 262,613 | 105,443 | 40 |
| 41 | PERCENT CHANGE | | 46.9% | -1.6% | 8.9% | -2.3% | 13.1% | -6.4% | 36.5% | 55.5% | 22.9% | -27.2% | -17.5% | 41 |
| 42 | | | | | | | | | | | | | | 42 |
| 43 | OPERATING EXPENSE | -CURR YEAR | 316,350 | 597,669 | 646,442 | 43,627 | 468,682 | 845,689 | 255,281 | 1,097,773 | 141,177 | 256,462 | 61,291 | 43 |
| 44 | OPERATING EXPENSE | -PREV YEAR | 226,817 | 518,718 | 721,957 | 43,790 | 413,034 | 1,193,597 | 283,787 | 372,506 | 150,609 | 205,339 | 43,977 | 44 |
| 45 | PERCENT CHANGE | | 39.5% | 15.2% | -10.5% | -0.4% | 28.6% | -29.1% | -10.0% | 194.7% | -6.3% | 24.9% | 39.4% | 45 |
| 46 | | | | | | | | | | | | | | 46 |
| 47 | FIXED EXPENSE | -CURR YEAR | 73,432 | 135,863 | 102,101 | 20,997 | 157,209 | 373,954 | 162,630 | 380,865 | 53,412 | 98,703 | 33,918 | 47 |
| 48 | FIXED EXPENSE | -PREV YEAR | 31,885 | 105,822 | 85,416 | 22,850 | 119,001 | 328,052 | 150,410 | 228,878 | 49,124 | 51,730 | 39,693 | 48 |
| 49 | PERCENT CHANGE | | 130.3% | 28.4% | 19.5% | -8.1% | 39.1% | 14.0% | 8.1% | 66.4% | 8.7% | 90.8% | -14.5% | 49 |
| 50 | | | | | | | | | | | | | | 50 |
| 51 | TOTAL EXP. PER RETAIL VEH SOLD - CURR. YR. | | 4,108 | 2,055 | 2,569 | 2,139 | 3,440 | 4,351 | 3,788 | 2,616 | 5,354 | 3,669 | 2,454 | 51 |
| 52 | TOTAL EXP. PER RETAIL VEH SOLD - PREV. YR. | | 3,699 | 2,388 | 2,766 | 2,090 | 3,027 | 4,878 | 3,178 | 1,728 | 3,973 | 2,290 | 2,342 | 52 |
| 53 | PERCENT CHANGE | | 11.1% | -14.0% | -7.1% | 2.4% | 16.6% | -10.8% | 19.2% | 51.4% | 34.8% | 60.3% | 4.8% | 53 |
| 54 | | | | | | | | | | | | | | 54 |
| 55 | # OF MONTHS SUBMITTED | -CURR YR | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 55 |
| 56 | # OF MONTHS SUBMITTED | -PREV YR | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 56 |
| 57 | # OF LOTS | # | 3 | 11 | 6 | 1 | 6 | 6 | 4 | 23 | 1 | 1 | 2 | 57 |

| | ROY | BOB M. | SAM | JAMES | DON/TIM | GROUP | BO | TODD | BENCHMARK | RYAN | MARK | |
|---------------------------------------|-------|--------|--------|--------|---------|--------|-------|---------|-----------|-------|--------|----|
| 1 VEHICLES RETAIL -CURR YEAR | 804 | 770 | 242 | 72 | 1,307 | 502 | 605 | 189 | 82 | 411 | 114 | 1 |
| 2 VEHICLES RETAIL -PREV YEAR | 728 | 597 | 175 | 95 | 1,096 | 463 | 624 | 311 | 84 | 426 | 116 | 2 |
| 3 PERCENT CHANGE | 10.4% | 29.0% | 38.3% | -24.2% | 19.3% | 2.8% | -3.0% | -39.2% | -2.4% | -3.5% | -1.7% | 3 |
| 4 | | | | | | | | | | | | 4 |
| 5 GROSS PER VEHICLE RETAIL-CURR YEAR | 5,433 | 5,002 | 4,693 | 4,647 | 4,576 | 4,537 | 4,528 | 4,275 | 4,179 | 4,169 | 3,510 | 5 |
| 6 GROSS PER VEHICLE RETAIL-PREV YEAR | 5,353 | 4,510 | 4,107 | 4,325 | 3,977 | 4,313 | 4,736 | 3,727 | 4,016 | 4,163 | 3,921 | 6 |
| 7 PERCENT CHANGE | 1.5% | 10.9% | 14.3% | 7.4% | 15.0% | 5.5% | -4.4% | 14.7% | 4.1% | 0.1% | -10.5% | 7 |
| 8 | | | | | | | | | | | | 8 |
| 9 FINANCE INCOME -CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| 10 FINANCE INCOME -PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| 11 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 11 |
| 12 | | | | | | | | | | | | 12 |
| 13 SERVICE CONTRACT INCOME -CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 110 | 0 | 0 | 13 |
| 14 SERVICE CONTRACT INCOME -PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 |
| 15 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 15 |
| 16 | | | | | | | | | | | | 16 |
| 17 CREDIT LIFE/A&H COMM -CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17 |
| 18 CREDIT LIFE/A&H COMM -PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 |
| 19 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 19 |
| 20 | | | | | | | | | | | | 20 |
| 21 GAP COMMISSION -CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21 |
| 22 GAP COMMISSION -PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22 |
| 23 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 23 |
| 24 | | | | | | | | | | | | 24 |
| 25 OTHER F&I PRODUCTS -CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 |
| 26 OTHER F&I PRODUCTS -PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26 |
| 27 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 27 |
| 28 | | | | | | | | | | | | 28 |
| 29 TOTAL F&I GROSS INCOME -CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 110 | 0 | 0 | 29 |
| 30 TOTAL F&I GROSS INCOME -PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30 |
| 31 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 31 |
| 32 | | | | | | | | | | | | 32 |
| 33 TOTAL ADJUST/CHARGEBCAKS-CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 33 |
| 34 TOTAL ADJUST/CHARGEBCAKS-PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 34 |
| 35 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 35 |
| 36 | | | | | | | | | | | | 36 |
| 37 NET F&I PVR -CURR YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 37 |
| 38 NET F&I PVR -PREV YEAR | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 38 |
| 39 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 39 |
| 40 | | | | | | | | | | | | 40 |
| 41 TOTAL RETAIL GROSS PVR-C YR *** | 5,433 | 5,002 | 4,693 | 4,647 | 4,576 | 4,537 | 4,528 | 4,275 | 4,181 | 4,169 | 3,510 | 41 |
| 42 TOTAL RETAIL GROSS PVR-P YR | 5,353 | 4,510 | 4,107 | 4,325 | 3,977 | 4,313 | 4,736 | 3,727 | 4,016 | 4,163 | 3,921 | 42 |
| 43 PERCENT CHANGE | 1.5% | 10.9% | 14.3% | 7.4% | 15.0% | 5.5% | -4.4% | 14.7% | 4.1% | 0.1% | -10.5% | 43 |
| 44 | | | | | | | | | | | | 44 |
| 45 SERVICE GROSS -CURR YEAR | 0 | 0 | 88,005 | 9,065 | 0 | 64,414 | 0 | 96,172 | 2,172 | 0 | 0 | 45 |
| 46 SERVICE GROSS -PREV YEAR | 0 | 0 | 42,503 | 15,160 | 0 | 64,642 | 0 | 136,262 | 3,092 | 0 | 0 | 46 |
| 47 PERCENT CHANGE | 0.0% | 0.0% | 107.1% | -40.2% | 0.0% | 12.5% | 0.0% | -29.4% | -29.8% | 0.0% | 0.0% | 47 |
| 48 | | | | | | | | | | | | 48 |
| 49 HOURS PER R.O. -CURR YEAR | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.29 | 0.00 | 2.29 | 2.30 | 0.00 | 0.00 | 49 |
| 50 HOURS PER R.O. -PREV YEAR | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2.49 | 0.00 | 2.49 | 2.06 | 0.00 | 0.00 | 50 |
| 51 PERCENT CHANGE | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | -7.8% | 0.0% | -7.8% | 11.8% | 0.0% | 0.0% | 51 |
| 52 | | | | | | | | | | | | 52 |
| 53 | | | | | | | | | | | | 53 |
| 54 | | | | | | | | | | | | 54 |
| 55 # OF MONTHS SUBMITTED -CURR YR | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 55 |
| 56 # OF MONTHS SUBMITTED -PREV YR | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 56 |
| 57 # OF LOTS # | 6 | 11 | 3 | 1 | 23 | 6 | 6 | 1 | 1 | 4 | 2 | 57 |

| | JAMES | DON/TIM | SAM | MARK | GROUP | RYAN | BOB M. | BENCHMARK | TODD | ROY | BO | |
|----|----------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|-----------|-----------|----|
| 1 | | | | | | | | | | | | 1 |
| 2 | | | | | | | | | | | | 2 |
| 3 | | | | | | | | | | | | 3 |
| 4 | 0/0 | 0/0 | 0/0 | 1/1,824 | 0/258 | 0/0 | 0/0 | 0/0 | 0/0 | 1/502 | 0/0 | 4 |
| 5 | 0/0 | 0/0 | 0/0 | 1/1,824 | 2/1,040 | 0/0 | 0/0 | 1/2,012 | 0/0 | 2/256 | 0/0 | 5 |
| 6 | 0.0% | 0.0% | 0.0% | 53.7% | 31.9% | 0.0% | 0.0% | 53.0% | 0.0% | 10.2% | 0.0% | 6 |
| 7 | 0 | 0 | 0 | 1,573 | 867 | 0 | 0 | 365 | 0 | 161 | 0 | 7 |
| 8 | 0.0% | 0.0% | 0.0% | 0.7% | 0.4% | 0.0% | 0.0% | 0.8% | 0.0% | 0.1% | 0.0% | 8 |
| 9 | | | | | | | | | | | | 9 |
| 10 | | | | | | | | | | | | 10 |
| 11 | 1/4,382 | 39/3,556 | 12/2,654 | 2/3,784 | 6/1,679 | 0/0 | 0/0 | 2/4,182 | 3/732 | 0/0 | 0/0 | 11 |
| 12 | 2/3,941 | 92/3,456 | 20/2,947 | 6/3,397 | 25/2,895 | 0/0 | 0/0 | 8/3,158 | 3/732 | 0/0 | 0/0 | 12 |
| 13 | 73.0% | 62.7% | 53.9% | 63.9% | 54.9% | 0.0% | 0.0% | 54.2% | 20.9% | 0.0% | 0.0% | 13 |
| 14 | 59 | 750 | 353 | 530 | 456 | 0 | 0 | 442 | 591 | 0 | 0 | 14 |
| 15 | 2.5% | 5.9% | 5.4% | 6.9% | 4.4% | 0.0% | 0.0% | 10.1% | 1.2% | 0.0% | 0.0% | 15 |
| 16 | | | | | | | | | | | | 16 |
| 17 | | | | | | | | | | | | 17 |
| 18 | 21/4,621 | 344/4,352 | 30/4,238 | 10/3,908 | 51/3,240 | 0/0 | 0/0 | 9/4,250 | 18/3,152 | 31/3,967 | 1/4,920 | 18 |
| 19 | 32/4,715 | 623/4,288 | 66/4,366 | 20/4,067 | 115/4,071 | 0/0 | 0/0 | 21/4,063 | 20/2,633 | 43/4,096 | 2/4,330 | 19 |
| 20 | 63.9% | 59.8% | 59.0% | 58.0% | 56.3% | 0.0% | 0.0% | 54.9% | 44.1% | 51.5% | 57.8% | 20 |
| 21 | 166 | 288 | 413 | 658 | 563 | 0 | 0 | 476 | 795 | 496 | 1,128 | 21 |
| 22 | 55.6% | 51.6% | 24.0% | 30.3% | 26.2% | 0.0% | 0.0% | 33.5% | 13.8% | 8.1% | 0.3% | 22 |
| 23 | | | | | | | | | | | | 23 |
| 24 | | | | | | | | | | | | 24 |
| 25 | 9/4,601 | 180/5,130 | 74/5,048 | 16/4,565 | 110/4,865 | 51/5,517 | 432/5,136 | 10/4,223 | 39/4,468 | 129/4,813 | 56/4,506 | 25 |
| 26 | 21/4,603 | 325/5,065 | 133/5,022 | 21/4,709 | 153/4,820 | 85/5,305 | 432/5,136 | 18/4,338 | 44/4,238 | 226/4,824 | 94/4,475 | 26 |
| 27 | 54.5% | 57.8% | 56.1% | 52.5% | 52.3% | 51.7% | 52.0% | 52.8% | 48.8% | 50.4% | 47.0% | 27 |
| 28 | 358 | 236 | 468 | 865 | 643 | 1,046 | 366 | 471 | 978 | 433 | 1,040 | 28 |
| 29 | 41.8% | 32.9% | 58.5% | 40.7% | 49.4% | 100.0% | 56.8% | 31.9% | 44.0% | 50.9% | 19.0% | 29 |
| 30 | | | | | | | | | | | | 30 |
| 31 | | | | | | | | | | | | 31 |
| 32 | 0/0 | 46/5,941 | 11/5,196 | 5/4,340 | 24/2,855 | 0/0 | 0/0 | 6/4,458 | 0/0 | 41/5,573 | 110/4,644 | 32 |
| 33 | 0/0 | 76/5,911 | 23/5,246 | 9/4,912 | 105/5,044 | 0/0 | 338/4,831 | 8/4,617 | 33/4,129 | 66/5,700 | 188/4,576 | 33 |
| 34 | 0.0% | 53.7% | 48.9% | 44.7% | 48.7% | 0.0% | 50.3% | 42.9% | 52.2% | 49.9% | 41.5% | 34 |
| 35 | 0 | 201 | 448 | 790 | 645 | 0 | 487 | 507 | 952 | 521 | 1,115 | 35 |
| 36 | 0.0% | 9.7% | 12.1% | 21.4% | 25.5% | 0.0% | 43.2% | 18.6% | 30.0% | 17.8% | 44.1% | 36 |
| 37 | | | | | | | | | | | | 37 |
| 38 | | | | | | | | | | | | 38 |
| 39 | 0/0 | 0/0 | 0/0 | 0/0 | 12/1,199 | 0/0 | 0/0 | 1/3,284 | 0/0 | 42/6,127 | 67/4,663 | 39 |
| 40 | 0/0 | 0/0 | 0/0 | 0/0 | 68/4,839 | 0/0 | 0/0 | 2/4,496 | 13/3,687 | 70/6,177 | 121/4,653 | 40 |
| 41 | 0.0% | 0.0% | 0.0% | 0.0% | 42.3% | 0.0% | 0.0% | 37.7% | 50.0% | 44.1% | 32.8% | 41 |
| 42 | 0 | 0 | 0 | 0 | 823 | 0 | 0 | 499 | 743 | 403 | 1,322 | 42 |
| 43 | 0.0% | 0.0% | 0.0% | 0.0% | 23.6% | 0.0% | 0.0% | 5.1% | 11.0% | 23.1% | 36.5% | 43 |
| 44 | | | | | | | | | | | | 44 |
| 45 | 55 | 1,116 | 242 | 57 | 361 | 85 | 770 | 58 | 113 | 407 | 405 | 45 |
| 46 | 4,644 | 4,556 | 4,693 | 4,327 | 4,663 | 5,305 | 5,002 | 4,079 | 3,766 | 5,099 | 4,574 | 46 |
| 47 | 235 | 305 | 442 | 757 | 635 | 1,046 | 419 | 473 | 901 | 448 | 1,160 | 47 |
| 48 | | | | | | | | | | | | 48 |
| 49 | 60.2% | 58.7% | 55.8% | 53.3% | 52.0% | 51.7% | 51.3% | 51.0% | 49.0% | 48.9% | 39.4% | 49 |
| 50 | | | | | | | | | | | | 50 |
| 51 | 76.4% | 85.4% | 100.0% | 50.0% | 67.8% | 20.7% | 100.0% | 70.7% | 59.8% | 50.6% | 66.9% | 51 |
| 52 | | | | | | | | | | | | 52 |
| 53 | | | | | | | | | | | | 53 |
| 54 | | | | | | | | | | | | 54 |
| 55 | 78 | 910 | 175 | 48 | 309 | 54 | 597 | 60 | 191 | 341 | 389 | 55 |
| 56 | 4,357 | 3,967 | 4,107 | 4,820 | 4,438 | 5,269 | 4,510 | 3,925 | 3,091 | 5,042 | 4,782 | 56 |
| 57 | 276 | 379 | 375 | 692 | 649 | 981 | 656 | 464 | 803 | 436 | 1,242 | 57 |

| | RYAN | MARK | ROY | BO | JAMES | GROUP | DON/TIM | TODD | BENCHMARK | SAM | BOB M. | |
|----|---------------------------------|-----------|----------|---------|---------|---------|----------|-------|-----------|-------|--------|----|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | |
| 1 | CURRENT YEAR | | | | | | | | | | | 1 |
| 2 | ----- | | | | | | | | | | | 2 |
| 3 | \$4,000 AND UNDER | | | | | | | | | | | 3 |
| 4 | MONTH UNITS/GROSS PER UNIT | 0/0 | 0/0 | 1/750 | 1/150 | 0/0 | 0/100 | 0/0 | 0/0 | 0/0 | 0/0 | 4 |
| 5 | YTD UNITS/GROSS PER UNIT | 0/0 | 0/0 | 1/750 | 1/150 | 0/0 | 1/450 | 0/0 | 0/0 | 0/0 | 0/0 | 5 |
| 6 | GROSS PROFIT MARGIN % | 0.0% | 0.0% | 30.0% | 11.1% | 0.0% | 20.6% | 0.0% | 0.0% | 0.0% | 0.0% | 6 |
| 7 | RECON PER UNIT | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| 8 | % OF TOTAL SALES | 0.0% | 0.0% | 3.0% | 6.4% | 0.0% | 4.7% | 0.0% | 0.0% | 0.0% | 0.0% | 8 |
| 9 | | | | | | | | | | | | 9 |
| 10 | \$4,001 TO \$6,000 | | | | | | | | | | | 10 |
| 11 | MONTH UNITS/GROSS PER UNIT | 0/0 | 0/0 | 1/1,048 | 0/0 | 1/2,832 | 0/431 | 0/0 | 0/0 | 0/0 | 0/0 | 11 |
| 12 | YTD UNITS/GROSS PER UNIT | 0/0 | 1/1,784 | 1/1,048 | 0/0 | 1/2,832 | 1/1,888 | 0/0 | 0/0 | 0/0 | 0/0 | 12 |
| 13 | GROSS PROFIT MARGIN % | 0.0% | 30.2% | 18.2% | 0.0% | 47.2% | 31.9% | 0.0% | 0.0% | 0.0% | 0.0% | 13 |
| 14 | RECON PER UNIT | 0 | 334 | 254 | 0 | 200 | 263 | 0 | 0 | 0 | 0 | 14 |
| 15 | % OF TOTAL SALES | 0.0% | 1.1% | 7.0% | 0.0% | 22.0% | 10.0% | 0.0% | 0.0% | 0.0% | 0.0% | 15 |
| 16 | | | | | | | | | | | | 16 |
| 17 | \$6,001 TO \$8,000 | | | | | | | | | | | 17 |
| 18 | MONTH UNITS/GROSS PER UNIT | 0/0 | 4/1,493 | 2/1,968 | 1/4,000 | 0/0 | 1/829 | 0/0 | 0/0 | 0/0 | 0/0 | 18 |
| 19 | YTD UNITS/GROSS PER UNIT | 0/0 | 7/2,176 | 6/1,154 | 1/4,000 | 0/0 | 5/2,443 | 0/0 | 0/0 | 0/0 | 0/0 | 19 |
| 20 | GROSS PROFIT MARGIN % | 0.0% | 30.5% | 16.3% | 34.0% | 0.0% | 26.9% | 0.0% | 0.0% | 0.0% | 0.0% | 20 |
| 21 | RECON PER UNIT | 0 | 411 | 749 | 879 | 0 | 679 | 0 | 0 | 0 | 0 | 21 |
| 22 | % OF TOTAL SALES | 0.0% | 9.4% | 51.7% | 55.7% | 0.0% | 38.9% | 0.0% | 0.0% | 0.0% | 0.0% | 22 |
| 23 | | | | | | | | | | | | 23 |
| 24 | \$8,001 TO \$10,000 | | | | | | | | | | | 24 |
| 25 | MONTH UNITS/GROSS PER UNIT | 116/2,887 | 8/2,111 | 2/2,816 | 0/0 | 0/0 | 14/868 | 0/0 | 0/0 | 0/0 | 0/0 | 25 |
| 26 | YTD UNITS/GROSS PER UNIT | 221/2,962 | 10/2,157 | 2/2,816 | 1/-350 | 0/0 | 59/1,896 | 0/0 | 0/0 | 0/0 | 0/0 | 26 |
| 27 | GROSS PROFIT MARGIN % | 19.6% | 23.6% | 32.1% | -4.4% | 0.0% | 17.7% | 0.0% | 0.0% | 0.0% | 0.0% | 27 |
| 28 | RECON PER UNIT | 727 | 194 | 537 | 257 | 0 | 429 | 0 | 0 | 0 | 0 | 28 |
| 29 | % OF TOTAL SALES | 100.0% | 17.3% | 21.3% | 37.9% | 0.0% | 44.1% | 0.0% | 0.0% | 0.0% | 0.0% | 29 |
| 30 | | | | | | | | | | | | 30 |
| 31 | \$10,001 TO \$12,000 | | | | | | | | | | | 31 |
| 32 | MONTH UNITS/GROSS PER UNIT | 0/0 | 3/215 | 0/0 | 0/0 | 0/0 | 0/24 | 0/0 | 0/0 | 0/0 | 0/0 | 32 |
| 33 | YTD UNITS/GROSS PER UNIT | 0/0 | 5/1,831 | 0/0 | 0/0 | 0/0 | 5/1,831 | 0/0 | 0/0 | 0/0 | 0/0 | 33 |
| 34 | GROSS PROFIT MARGIN % | 0.0% | 17.1% | 0.0% | 0.0% | 0.0% | 17.1% | 0.0% | 0.0% | 0.0% | 0.0% | 34 |
| 35 | RECON PER UNIT | 0 | 249 | 0 | 0 | 0 | 249 | 0 | 0 | 0 | 0 | 35 |
| 36 | % OF TOTAL SALES | 0.0% | 10.1% | 0.0% | 0.0% | 0.0% | 10.1% | 0.0% | 0.0% | 0.0% | 0.0% | 36 |
| 37 | | | | | | | | | | | | 37 |
| 38 | \$12,001 AND OVER | | | | | | | | | | | 38 |
| 39 | MONTH UNITS/GROSS PER UNIT | 0/0 | 8/1,648 | 1/1,124 | 0/0 | 0/0 | 1/308 | 0/0 | 0/0 | 0/0 | 0/0 | 39 |
| 40 | YTD UNITS/GROSS PER UNIT | 0/0 | 21/2,497 | 1/1,124 | 0/0 | 1/1,019 | 8/1,547 | 0/0 | 0/0 | 0/0 | 0/0 | 40 |
| 41 | GROSS PROFIT MARGIN % | 0.0% | 16.0% | 8.1% | 0.0% | 4.8% | 9.6% | 0.0% | 0.0% | 0.0% | 0.0% | 41 |
| 42 | RECON PER UNIT | 0 | 382 | 1,176 | 0 | 1,330 | 963 | 0 | 0 | 0 | 0 | 42 |
| 43 | % OF TOTAL SALES | 0.0% | 62.1% | 17.0% | 0.0% | 78.0% | 52.3% | 0.0% | 0.0% | 0.0% | 0.0% | 43 |
| 44 | | | | | | | | | | | | 44 |
| 45 | TOTAL RETAIL OTHER SALES | 221 | 44 | 11 | 3 | 2 | 56 | 0 | 0 | 0 | 0 | 45 |
| 46 | AVERAGE GROSS POR *** | 2,962 | 2,277 | 1,407 | 1,267 | 1,926 | 1,968 | 0 | 0 | 0 | 0 | 46 |
| 47 | AVERAGE RECON POR | 727 | 328 | 636 | 379 | 765 | 567 | 0 | 0 | 0 | 0 | 47 |
| 48 | | | | | | | | | | | | 48 |
| 49 | % RTL OTHER GROSS PROFIT MARGIN | 19.6% | 18.9% | 18.8% | 18.0% | 14.1% | 9.9% | 0.0% | 0.0% | 0.0% | 0.0% | 49 |
| 50 | | | | | | | | | | | | 50 |
| 51 | % RTL OTHER UNITS TO TOTAL | 53.8% | 38.6% | 1.4% | 0.5% | 2.8% | 10.8% | 0.0% | 0.0% | 0.0% | 0.0% | 51 |
| 52 | | | | | | | | | | | | 52 |
| 53 | PREVIOUS YEAR | | | | | | | | | | | 53 |
| 54 | ----- | | | | | | | | | | | 54 |
| 55 | TOTAL RETAIL OTHER SALES | 264 | 50 | 10 | 6 | 14 | 58 | 0 | 3 | 0 | 0 | 55 |
| 56 | AVERAGE GROSS POR | 3,460 | 2,632 | 1,277 | 1,924 | 4,246 | 2,783 | 0 | 3,162 | 0 | 0 | 56 |
| 57 | AVERAGE RECON POR | 728 | 926 | 278 | 1,041 | 242 | 619 | 0 | 499 | 0 | 0 | 57 |

| | ROY | BOB M. | JAMES | SAM | GROUP | DON/TIM | BO | RYAN | TODD | BENCHMARK | MARK | | |
|----|-------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|----|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | |
| 1 | CURRENT MONTH----- | | | | | | | | | | | 1 | |
| 2 | # CARS & TRUCKS & OTHER RTL | 476 | 432 | 41 | 127 | 281 | 710 | 357 | 225 | 99 | 40 | 64 | 2 |
| 3 | GROSS PER UNIT / % OF SALES | 5,385/45.3% | 5,136/52.0% | 4,622/60.2% | 4,643/55.2% | 4,537/47.5% | 4,685/59.2% | 4,574/39.1% | 4,224/32.0% | 4,333/49.7% | 4,351/50.6% | 3,234/34.7% | 3 |
| 4 | RECON PER UNIT (MEMO) | 487 | 366 | 272 | 472 | 609 | 283 | 1,096 | 941 | 896 | 510 | 668 | 4 |
| 5 | AVERAGE SALES PRICE | 11,877 | 9,875 | 7,680 | 8,413 | 9,855 | 7,919 | 11,711 | 13,181 | 8,714 | 8,601 | 9,325 | 5 |
| 6 | # CARS & TRUCKS WHSLE / GROSS | 139/71 | 52/-540 | 5/987 | 29/-138 | 64/40 | 109/-297 | 66/-610 | 83/828 | 76/-422 | 8/-188 | 14/478 | 6 |
| 7 | RECON PER UNIT (MEMO) | 15 | 0 | 21 | 115 | 111 | 107 | 238 | 0 | 103 | 46 | 182 | 7 |
| 8 | | | | | | | | | | | | 8 | |
| 9 | PREVIOUS MONTH----- | | | | | | | | | | | 9 | |
| 10 | # CARS & TRUCKS & OTHER RTL | 328 | 338 | 31 | 115 | 220 | 597 | 248 | 186 | 90 | 42 | 50 | 10 |
| 11 | GROSS PER UNIT / % OF SALES | 5,502/47.2% | 4,831/50.3% | 4,680/56.3% | 4,749/56.5% | 4,539/47.2% | 4,447/58.1% | 4,463/37.6% | 4,103/31.2% | 4,211/49.6% | 4,016/50.5% | 3,862/38.2% | 11 |
| 12 | RECON PER UNIT (MEMO) | 479 | 487 | 231 | 408 | 598 | 332 | 1,135 | 885 | 892 | 474 | 533 | 12 |
| 13 | AVERAGE SALES PRICE | 11,650 | 9,606 | 8,312 | 8,407 | 9,917 | 7,655 | 11,864 | 13,166 | 8,484 | 7,947 | 10,110 | 13 |
| 14 | # CARS & TRUCKS WHSLE / GROSS | 117/-257 | 47/-571 | 11/-117 | 8/-455 | 61/-76 | 106/-410 | 72/80 | 96/421 | 82/465 | 12/-107 | 14/159 | 14 |
| 15 | RECON PER UNIT (MEMO) | 45 | 0 | 141 | 93 | 91 | 123 | 121 | 90 | 58 | 30 | 60 | 15 |
| 16 | | | | | | | | | | | | 16 | |
| 17 | PRIOR MONTH----- | | | | | | | | | | | 17 | |
| 18 | # CARS & TRUCKS & OTHER RTL | 245 | 203 | 23 | 128 | 178 | 574 | 166 | 149 | 80 | 42 | 32 | 18 |
| 19 | GROSS PER UNIT / % OF SALES | 5,234/47.1% | 4,867/50.9% | 4,487/49.2% | 4,530/54.5% | 4,431/46.0% | 4,578/61.8% | 4,323/36.2% | 3,949/30.5% | 4,755/51.7% | 4,016/50.5% | 3,160/31.9% | 19 |
| 20 | RECON PER UNIT (MEMO) | 510 | 548 | 283 | 485 | 700 | 483 | 1,146 | 1,095 | 781 | 474 | 969 | 20 |
| 21 | AVERAGE SALES PRICE | 11,124 | 9,556 | 9,130 | 8,318 | 9,943 | 7,408 | 11,935 | 12,932 | 9,192 | 7,947 | 9,890 | 21 |
| 22 | # CARS & TRUCKS WHSLE / GROSS | 118/-57 | 69/-347 | 35/-262 | 18/-88 | 68/-384 | 174/-272 | 51/-1,047 | 108/-384 | 31/-947 | 12/-107 | 6/-55 | 22 |
| 23 | RECON PER UNIT (MEMO) | 43 | 0 | 148 | 26 | 191 | 117 | 231 | 79 | 249 | 30 | 631 | 23 |
| 24 | | | | | | | | | | | | 24 | |
| 25 | YEAR TO DATE----- | | | | | | | | | | | 25 | |
| 26 | # CARS RETAIL | 407 | 770 | 55 | 242 | 361 | 1,116 | 405 | 85 | 113 | 58 | 57 | 26 |
| 27 | GROSS PER UNIT | 5,099 | 5,002 | 4,644 | 4,693 | 4,663 | 4,556 | 4,574 | 5,305 | 3,766 | 4,079 | 4,327 | 27 |
| 28 | GROSS AS % OF SALES | 48.9% | 51.3% | 60.2% | 55.8% | 52.0% | 58.7% | 39.4% | 51.7% | 49.0% | 51.0% | 53.3% | 28 |
| 29 | RECOND PER UNIT (MEMO) | 448 | 419 | 235 | 442 | 635 | 305 | 1,160 | 1,046 | 901 | 473 | 757 | 29 |
| 30 | # TRUCKS RETAIL | 386 | 0 | 15 | 0 | 109 | 191 | 197 | 105 | 76 | 24 | 13 | 30 |
| 31 | GROSS PER UNIT | 5,899 | 0 | 5,021 | 0 | 5,002 | 4,692 | 4,484 | 5,789 | 5,031 | 4,421 | 4,098 | 31 |
| 32 | GROSS AS % OF SALES | 44.2% | 0.0% | 62.2% | 0.0% | 50.1% | 58.5% | 36.8% | 50.4% | 50.5% | 49.5% | 48.2% | 32 |
| 33 | RECOND PER UNIT (MEMO) | 518 | 0 | 255 | 0 | 729 | 305 | 1,024 | 1,209 | 883 | 536 | 908 | 33 |
| 34 | | | | | | | | | | | | 34 | |
| 35 | TOTAL UNITS-RETAIL | 804 | 770 | 72 | 242 | 502 | 1,307 | 605 | 411 | 189 | 82 | 114 | 35 |
| 36 | TOTAL RETAIL VEH GROSS | 4,367,976 | 3,851,277 | 334,587 | 1,135,730 | 2,370,174 | 5,980,837 | 2,739,665 | 1,713,494 | 807,892 | 342,820 | 400,105 | 36 |
| 37 | GROSS PER RETAIL UNIT | 5,433 | 5,002 | 4,647 | 4,693 | 4,537 | 4,576 | 4,528 | 4,169 | 4,275 | 4,179 | 3,510 | 37 |
| 38 | AS % OF RETAIL SALES | 46.1% | 51.3% | 58.4% | 55.8% | 47.4% | 58.7% | 38.5% | 31.6% | 49.7% | 50.6% | 36.3% | 38 |
| 39 | # CARS WHSLE / GROSS | 157/-117 | 99/-555 | 15/288 | 37/-206 | 98/-61 | 208/-333 | 138/-250 | 96/421 | 113/3 | 18/-145 | 22/198 | 39 |
| 40 | # TRKS WHSLE / GROSS | 99/-18 | 0/0 | 1/-665 | 0/0 | 40/15 | 7/-942 | 0/0 | 83/828 | 45/126 | 2/-85 | 6/760 | 40 |
| 41 | TOTAL WHOLESALE PROFIT / LOSS | -20,185 | -54,963 | 3,653 | -7,624 | -7,255 | -75,832 | -34,490 | 109,159 | 6,067 | -2,786 | 8,916 | 41 |
| 42 | % WHSLE TO UNITS SOLD | 24.2% | 11.4% | 18.2% | 13.3% | 21.7% | 14.1% | 18.6% | 30.3% | 45.5% | 19.6% | 19.7% | 42 |
| 43 | INVENTORY ADJUSTMENT | 0 | 0 | 0 | 15,920 | 3,424 | 0 | 0 | 14,900 | 0 | 0 | 0 | 43 |
| 44 | # TOTAL VEHICLES RET & WHSLE | 1,060 | 869 | 88 | 279 | 627 | 1,522 | 743 | 590 | 347 | 102 | 142 | 44 |
| 45 | | | | | | | | | | | | 45 | |
| 46 | TOTAL VEHICLE GROSS | 4,347,791 | 3,796,314 | 338,240 | 1,128,106 | 2,362,918 | 5,905,005 | 2,705,175 | 1,822,653 | 813,959 | 340,034 | 409,021 | 46 |
| 47 | GROSS PER RETAIL VEH SOLD *** | 5,408 | 4,930 | 4,698 | 4,662 | 4,557 | 4,518 | 4,471 | 4,435 | 4,307 | 4,147 | 3,588 | 47 |
| 48 | | | | | | | | | | | | 48 | |
| 49 | FINANCE INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 49 |
| 50 | SERVICE CONTRACTS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 110 | 0 | 50 |
| 51 | INSURANCE INCOME | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 51 |
| 52 | CHARGEBACKS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 52 |
| 53 | TOTAL OPERATING GROSS | 5,530,829 | 4,842,017 | 618,446 | 2,242,679 | 3,421,775 | 7,417,118 | 5,745,583 | 2,699,044 | 1,291,236 | 460,852 | 409,021 | 53 |
| 54 | OPER GROSS PER VEHICLE RETAIL | 6,879 | 6,288 | 8,590 | 9,267 | 7,020 | 5,675 | 9,497 | 6,567 | 6,832 | 5,620 | 3,588 | 54 |
| 55 | | | | | | | | | | | | 55 | |
| 56 | # OF MONTHS SUBMITTED | # | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 56 |
| 57 | # OF LOTS | # | 6 | 11 | 1 | 3 | 23 | 6 | 4 | 1 | 1 | 2 | 57 |

| | SAM | BENCHMARK | TODD | GROUP | JAMES | ROY | BOB M. | DON/TIM | BO | RYAN | MARK | |
|----|-----------------------------|-----------|-------|---------|---------|--------|--------|---------|------|-------|------|----|
| 1 | CURRENT MONTH----- | | | | | | | | | | | 1 |
| 2 | SERVICE SALES | 63,544 | 1,148 | 106,862 | 64,972 | 24,510 | 0 | 0 | 0 | 0 | 0 | 2 |
| 3 | SERVICE GROSS | 36,671 | 626 | 52,494 | 31,446 | 5,174 | 0 | 0 | 0 | 0 | 0 | 3 |
| 4 | GROSS AS % OF SALES | 57.7% | 54.5% | 49.1% | 42.6% | 21.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 4 |
| 5 | REPAIR ORDER COUNT | 0 | 3 | 312 | 312 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| 6 | PREVIOUS MONTH----- | | | | | | | | | | | 6 |
| 7 | SERVICE SALES | 98,136 | 3,908 | 128,335 | 82,563 | 21,217 | 0 | 0 | 0 | 0 | 0 | 7 |
| 8 | SERVICE GROSS | 51,334 | 1,546 | 43,678 | 32,968 | 3,891 | 0 | 0 | 0 | 0 | 0 | 8 |
| 9 | GROSS AS % OF SALES | 52.3% | 39.6% | 34.0% | 34.9% | 18.3% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 9 |
| 10 | PRIOR MONTH----- | | | | | | | | | | | 10 |
| 11 | SERVICE SALES | 62,589 | 3,908 | 127,284 | 65,104 | 5,440 | 0 | 0 | 0 | 0 | 0 | 11 |
| 12 | SERVICE GROSS | 41,052 | 1,546 | 51,849 | 31,746 | 2,337 | 0 | 0 | 0 | 0 | 0 | 12 |
| 13 | GROSS AS % OF SALES | 65.6% | 39.6% | 40.7% | 49.8% | 43.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 13 |
| 14 | AVERAGE MONTH----- | | | | | | | | | | | 14 |
| 15 | SERVICE SALES | 80,840 | 2,528 | 117,599 | 73,767 | 22,864 | 0 | 0 | 0 | 0 | 0 | 15 |
| 16 | SERVICE GROSS | 44,003 | 1,086 | 48,086 | 32,207 | 4,533 | 0 | 0 | 0 | 0 | 0 | 16 |
| 17 | GROSS AS % OF SALES | 54.4% | 43.0% | 40.9% | 38.4% | 19.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 17 |
| 18 | | | | | | | | | | | | 18 |
| 19 | CURRENT YEAR TO DATE----- | | | | | | | | | | | 19 |
| 20 | CUSTOMER LABOR SALES | 9,264 | 682 | 88,479 | 33,726 | 3,435 | 0 | 0 | 0 | 0 | 0 | 20 |
| 21 | GROSS PROFIT % | 72.4% | 56.6% | 47.1% | 73.1% | 100.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 21 |
| 22 | LABOR RATE | 60.00 | 72.50 | 60.00 | 57.50 | 55.00 | 0.00 | 0.00 | 0.00 | 55.00 | 0.00 | 22 |
| 23 | REPAIR ORDER COUNT | 0 | 1 | 236 | 236 | 0 | 0 | 0 | 0 | 0 | 0 | 23 |
| 24 | HOURS PER CUSTOMER R.O. | 0.00 | 9.41 | 6.25 | 6.25 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 24 |
| 25 | | | | | | | | | | | | 25 |
| 26 | EXT WARRANTY LABOR SALES | 40,798 | 496 | 0 | 28,925 | 17,051 | 0 | 0 | 0 | 0 | 0 | 26 |
| 27 | GROSS PROFIT % | 54.9% | 55.8% | 0.0% | 34.4% | 13.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 27 |
| 28 | LABOR RATE | 60.00 | 72.50 | 60.00 | 57.50 | 55.00 | 0.00 | 0.00 | 0.00 | 55.00 | 0.00 | 28 |
| 29 | REPAIR ORDER COUNT | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 29 |
| 30 | HOURS PER CUSTOMER R.O. | 0.00 | 6.84 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 30 |
| 31 | | | | | | | | | | | | 31 |
| 32 | INTERNAL LABOR SALES | 111,618 | 3,548 | 125,641 | 83,844 | 14,272 | 0 | 0 | 0 | 0 | 0 | 32 |
| 33 | GROSS PROFIT % | 52.8% | 41.4% | 42.2% | 36.2% | 13.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 33 |
| 34 | LABOR RATE | 60.00 | 72.50 | 60.00 | 57.50 | 55.00 | 0.00 | 0.00 | 0.00 | 55.00 | 0.00 | 34 |
| 35 | REPAIR ORDER COUNT | 0 | 10 | 271 | 271 | 0 | 0 | 0 | 0 | 0 | 0 | 35 |
| 36 | HOURS PER CUSTOMER R.O. | 0.00 | 4.89 | 7.73 | 7.73 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 36 |
| 37 | | | | | | | | | | | | 37 |
| 38 | SUBLET REPAIRS | 0 | 330 | 21,077 | 11,981 | 2,885 | 0 | 0 | 0 | 0 | 0 | 38 |
| 39 | GROSS PROFIT % | 0.0% | 10.0% | 7.3% | 7.3% | 7.2% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 39 |
| 40 | | | | | | | | | | | | 40 |
| 41 | TOTAL LABOR SALES | 161,680 | 4,726 | 214,120 | 136,853 | 34,758 | 0 | 0 | 0 | 0 | 0 | 41 |
| 42 | TOTAL LABOR GROSS | 88,005 | 2,132 | 94,629 | 63,463 | 7,755 | 0 | 0 | 0 | 0 | 0 | 42 |
| 43 | GROSS AS % OF SALES | 54.4% | 45.1% | 44.2% | 40.3% | 22.3% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 43 |
| 44 | | | | | | | | | | | | 44 |
| 45 | PARTS SALES | 0 | 0 | 0 | 8,084 | 8,084 | 0 | 0 | 0 | 0 | 0 | 45 |
| 46 | PARTS GROSS | 0 | 7 | 0 | 1,101 | 1,101 | 0 | 0 | 0 | 0 | 0 | 46 |
| 47 | GROSS AS % OF SALES | 0.0% | 0.0% | 0.0% | 13.6% | 13.6% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 47 |
| 48 | | | | | | | | | | | | 48 |
| 49 | TOTAL SERVICE SALES | 161,680 | 5,056 | 235,197 | 147,535 | 45,727 | 0 | 0 | 0 | 0 | 0 | 49 |
| 50 | TOTAL SERVICE GROSS | 88,005 | 2,172 | 96,172 | 64,414 | 9,065 | 0 | 0 | 0 | 0 | 0 | 50 |
| 51 | GROSS AS % OF SALES*** | 54.4% | 43.0% | 40.9% | 38.4% | 19.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 51 |
| 52 | PREVIOUS YEAR TO DATE----- | | | | | | | | | | | 52 |
| 53 | TOTAL LABOR SALES | 84,194 | 7,156 | 243,001 | 163,598 | 0 | 0 | 0 | 0 | 0 | 0 | 53 |
| 54 | TOTAL LABOR GROSS | 42,503 | 3,026 | 134,828 | 64,164 | 15,160 | 0 | 0 | 0 | 0 | 0 | 54 |
| 55 | GROSS AS % OF SALES | 50.5% | 42.3% | 55.5% | 53.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 55 |
| 56 | - MEMO - TECHNICIAN COUNT # | 6 | 2 | 8 | 10 | 3 | 20 | 19 | 0 | 0 | 3 | 56 |
| 57 | # OF LOTS # | 3 | 1 | 1 | 6 | 1 | 6 | 11 | 23 | 6 | 4 | 57 |

| | BOB M. | ROY | BENCHMARK | DON/TIM | TODD | GROUP | BO | JAMES | SAM | MARK | RYAN |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|-----------|---------|-----------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 1 YEAR TO DATE----- | | | | | | | | | | | |
| 2 | | | | | | | | | | | |
| 3 # RETAIL UNITS | 770 | 804 | 82 | 1,307 | 189 | 502 | 605 | 72 | 242 | 114 | 411 |
| 4 RETAIL VEHICLE GROSS | 3,851,277 | 4,367,976 | 342,820 | 5,980,837 | 807,892 | 2,370,174 | 2,739,665 | 334,587 | 1,135,730 | 400,105 | 1,713,494 |
| 5 PER VEHICLE RETAIL | 5,002 | 5,433 | 4,181 | 4,576 | 4,275 | 4,537 | 4,528 | 4,647 | 4,693 | 3,510 | 4,169 |
| 6 | | | | | | | | | | | |
| 7 TOTAL VEHICLE GROSS | 3,796,314 | 4,347,791 | 340,034 | 5,905,005 | 813,959 | 2,470,636 | 2,916,925 | 442,039 | 1,464,943 | 409,021 | 2,139,724 |
| 8 PER VEHICLE RETAIL | 4,930 | 5,408 | 4,147 | 4,518 | 4,307 | 4,997 | 4,821 | 6,139 | 6,053 | 3,588 | 5,206 |
| 9 | | | | | | | | | | | |
| 10 TOTAL OPERATING GROSS | 4,842,017 | 5,530,829 | 460,852 | 7,417,118 | 1,291,236 | 3,421,775 | 5,745,583 | 618,446 | 2,242,679 | 409,021 | 2,699,044 |
| 11 PER VEHICLE RETAIL | 6,288 | 6,879 | 5,620 | 5,675 | 6,832 | 7,020 | 9,497 | 8,590 | 9,267 | 3,588 | 6,567 |
| 12 | | | | | | | | | | | |
| 13 SALES COMMISSION-TOTAL | 86,604 | 365,867 | 21,847 | 236,008 | 61,410 | 147,384 | 203,127 | 18,358 | 80,050 | 51,940 | 223,095 |
| 14 PER VEHICLE RETAIL | 112 | 455 | 266 | 181 | 325 | 333 | 336 | 255 | 331 | 456 | 543 |
| 15 % RETAIL VEHICLE GROSS | 2.2% | 8.4% | 6.4% | 3.9% | 7.6% | 7.6% | 7.4% | 5.5% | 7.0% | 13.0% | 13.0% |
| 16 % TOTAL OPERATING GROSS | 1.8% | 6.6% | 4.7% | 3.2% | 4.8% | 5.3% | 3.5% | 3.0% | 3.6% | 12.7% | 8.3% |
| 17 | | | | | | | | | | | |
| 18 POLICY EXPENSE-VEHICLE | 22,216 | 115,126 | 8,357 | 257,418 | 30,559 | 71,546 | 38,576 | 0 | 57,489 | 382 | 122,147 |
| 19 PER VEHICLE RETAIL | 29 | 143 | 102 | 197 | 162 | 126 | 64 | 0 | 238 | 3 | 297 |
| 20 % RETAIL VEHICLE GROSS | 0.6% | 2.6% | 2.4% | 4.3% | 3.8% | 2.8% | 1.4% | 0.0% | 5.1% | 0.1% | 7.1% |
| 21 | | | | | | | | | | | |
| 22 ADVERTISING EXPENSE | 135,778 | 122,699 | 15,118 | 465,421 | 49,912 | 118,399 | 141,753 | 16,330 | 54,442 | 29,601 | 49,653 |
| 23 PER VEHICLE RETAIL | 176 | 153 | 184 | 356 | 264 | 224 | 234 | 227 | 225 | 260 | 121 |
| 24 % RETAIL VEHICLE GROSS | 3.5% | 2.8% | 4.4% | 7.8% | 6.2% | 5.0% | 5.2% | 4.9% | 4.8% | 7.4% | 2.9% |
| 25 | | | | | | | | | | | |
| 26 INTEREST-FLOOR PLAN | 15,827 | 0 | 1,159 | 0 | 0 | 7,494 | 3,254 | 19,756 | 23,767 | 4,846 | 0 |
| 27 PER VEHICLE RETAIL | 21 | 0 | 14 | 0 | 0 | 49 | 5 | 274 | 98 | 43 | 0 |
| 28 % RETAIL VEHICLE GROSS | 0.4% | 0.0% | 0.3% | 0.0% | 0.0% | 1.1% | 0.1% | 5.9% | 2.1% | 1.2% | 0.0% |
| 29 | | | | | | | | | | | |
| 30 USED VEHICLE MAINTENANCE | 20,606 | 0 | 1,712 | 0 | 4,962 | 21,802 | 135,015 | 11,046 | 0 | 6,182 | 18,411 |
| 31 PER VEHICLE RETAIL | 27 | 0 | 21 | 0 | 26 | 59 | 223 | 153 | 0 | 54 | 45 |
| 32 % RETAIL VEHICLE GROSS | 0.5% | 0.0% | 0.5% | 0.0% | 0.6% | 1.3% | 4.9% | 3.3% | 0.0% | 1.5% | 1.1% |
| 33 | | | | | | | | | | | |
| 34 TRANSPORTATION/FREIGHT | 27,938 | 0 | 1,683 | 0 | 0 | 12,367 | 19,288 | 1,800 | 13,154 | 0 | 49,123 |
| 35 PER VEHICLE RETAIL | 36 | 0 | 21 | 0 | 0 | 30 | 32 | 25 | 54 | 0 | 120 |
| 36 % RETAIL VEHICLE GROSS | 0.7% | 0.0% | 0.5% | 0.0% | 0.0% | 0.7% | 0.7% | 0.5% | 1.2% | 0.0% | 2.9% |
| 37 | | | | | | | | | | | |
| 38 TOTAL DIRECT EXPENSE | 308,969 | 603,692 | 49,876 | 958,847 | 146,843 | 378,993 | 541,013 | 67,290 | 228,902 | 92,951 | 462,429 |
| 39 PER VEHICLE RETAIL | 401 | 751 | 608 | 734 | 777 | 820 | 894 | 935 | 946 | 815 | 1,125 |
| 40 % RETAIL VEHICLE GROSS | 8.0% | 13.8% | 14.5% | 16.0% | 18.2% | 18.5% | 19.7% | 20.1% | 20.2% | 23.2% | 27.0% |
| 41 % TOTAL VEHICLE GROSS | 8.1% | 13.9% | 14.7% | 16.2% | 18.0% | 16.7% | 18.5% | 15.2% | 15.6% | 22.7% | 21.6% |
| 42 % TOTAL OPERATING GROSS | 6.4% | 10.9% | 10.8% | 12.9% | 11.4% | 12.4% | 9.4% | 10.9% | 10.2% | 22.7% | 17.1% |
| 43 | | | | | | | | | | | |
| 44 CURRENT MONTH SNAPSHOT----- | | | | | | | | | | | |
| 45 | | | | | | | | | | | |
| 46 SALES COMMISSION-TOTAL | 45,648 | 224,104 | 10,521 | 87,919 | 30,066 | 78,439 | 118,960 | 11,753 | 39,284 | 34,047 | 114,173 |
| 47 % RETAIL VEHICLE GROSS | 1.2% | 5.1% | 3.1% | 1.5% | 3.7% | 4.2% | 4.3% | 3.5% | 3.5% | 8.5% | 6.7% |
| 48 % TOTAL OPERATING GROSS | 0.9% | 4.1% | 2.3% | 1.2% | 2.3% | 3.0% | 2.1% | 1.9% | 1.8% | 8.3% | 4.2% |
| 49 | | | | | | | | | | | |
| 50 POLICY EXPENSE-VEHICLE | 10,754 | 71,572 | 4,188 | 132,153 | 16,186 | 36,850 | 20,889 | 0 | 25,761 | 382 | 53,956 |
| 51 % RETAIL VEHICLE GROSS | 0.3% | 1.6% | 1.2% | 2.2% | 2.0% | 1.4% | 0.8% | 0.0% | 2.3% | 0.1% | 3.1% |
| 52 | | | | | | | | | | | |
| 53 ADVERTISING EXPENSE | 73,657 | 66,428 | 8,146 | 249,493 | 18,321 | 63,037 | 79,450 | 8,654 | 29,454 | 12,266 | 29,608 |
| 54 % RETAIL VEHICLE GROSS | 1.9% | 1.5% | 2.4% | 4.2% | 2.3% | 2.5% | 2.9% | 2.6% | 2.6% | 3.1% | 1.7% |
| 55 | | | | | | | | | | | |
| 56 # OF MONTHS SUBMITTED | # 2 | # 2 | # 2 | # 2 | # 2 | # 2 | # 2 | # 2 | # 2 | # 2 | # 2 |
| 57 # OF LOTS | # 11 | # 6 | # 1 | # 23 | # 1 | # 6 | # 6 | # 1 | # 3 | # 2 | # 4 |

| | BOB M. | ROY | DON/TIM | TODD | BENCHMARK | BO | SAM | GROUP | MARK | RYAN | JAMES | |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|-----------|---------|----|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | |
| 1 USED VEHICLE OPERATION | | | | | | | | | | | | 1 |
| 2 ----- | | | | | | | | | | | | 2 |
| 3 TOTAL VEHICLE GROSS | 3,796,314 | 4,347,791 | 5,905,005 | 813,959 | 340,034 | 2,916,925 | 1,464,943 | 2,470,636 | 409,021 | 2,139,724 | 442,039 | 3 |
| 4 TOTAL OPERATING GROSS | 4,842,017 | 5,530,829 | 7,417,118 | 1,291,236 | 460,852 | 5,745,583 | 2,242,679 | 3,421,775 | 409,021 | 2,699,044 | 618,446 | 4 |
| 5 | | | | | | | | | | | | 5 |
| 6 SUPERVISION COMPENSATION | 168,768 | 155,146 | 308,860 | 99,884 | 17,936 | 280,278 | 133,749 | 153,294 | 33,816 | 161,280 | 37,861 | 6 |
| 7 % OF TOTAL VEHICLE GROSS | 4.4% | 3.6% | 5.2% | 12.3% | 5.3% | 9.6% | 9.1% | 7.6% | 8.3% | 7.5% | 8.6% | 7 |
| 8 % OF TOTAL OPER GROSS | 3.5% | 2.8% | 4.2% | 7.7% | 3.9% | 4.9% | 6.0% | 5.5% | 8.3% | 6.0% | 6.1% | 8 |
| 9 PER VEHICLE RETAIL | 219 | 193 | 236 | 528 | 219 | 463 | 553 | 379 | 297 | 392 | 526 | 9 |
| 10 | | | | | | | | | | | | 10 |
| 11 USED VEHICLE BUYER | 0 | 55,384 | 0 | 0 | 1,513 | 12,953 | 13,600 | 16,298 | 0 | 54,871 | 9,873 | 11 |
| 12 % OF TOTAL VEHICLE GROSS | 0.0% | 1.3% | 0.0% | 0.0% | 0.4% | 0.4% | 0.9% | 0.8% | 0.0% | 2.6% | 2.2% | 12 |
| 13 % OF TOTAL OPER GROSS | 0.0% | 1.0% | 0.0% | 0.0% | 0.3% | 0.2% | 0.6% | 0.6% | 0.0% | 2.0% | 1.6% | 13 |
| 14 | | | | | | | | | | | | 14 |
| 15 CLERICAL SALARIES | 69,249 | 110,622 | 35,531 | 12,118 | 9,269 | 227,904 | 40,094 | 76,723 | 9,371 | 173,253 | 12,367 | 15 |
| 16 % OF TOTAL VEHICLE GROSS | 1.8% | 2.5% | 0.6% | 1.5% | 2.7% | 7.8% | 2.7% | 3.4% | 2.3% | 8.1% | 2.8% | 16 |
| 17 % OF TOTAL OPER GROSS | 1.4% | 2.0% | 0.5% | 0.9% | 2.0% | 4.0% | 1.8% | 2.4% | 2.3% | 6.4% | 2.0% | 17 |
| 18 | | | | | | | | | | | | 18 |
| 19 OTHER SALARIES & WAGES | 55,204 | 50,213 | 256,518 | 0 | 4,956 | 58,612 | 11,484 | 48,500 | 3,211 | 0 | 1,258 | 19 |
| 20 % OF TOTAL VEHICLE GROSS | 1.5% | 1.2% | 4.3% | 0.0% | 1.5% | 2.0% | 0.8% | 1.2% | 0.8% | 0.0% | 0.3% | 20 |
| 21 % OF TOTAL OPER GROSS | 1.1% | 0.9% | 3.5% | 0.0% | 1.1% | 1.0% | 0.5% | 0.9% | 0.8% | 0.0% | 0.2% | 21 |
| 22 | | | | | | | | | | | | 22 |
| 23 BDC DEPARTMENT | 0 | 0 | 23,799 | 0 | 217 | 37,430 | 5,400 | 8,496 | 1,500 | 8,333 | 0 | 23 |
| 24 % OF TOTAL VEHICLE GROSS | 0.0% | 0.0% | 0.4% | 0.0% | 0.1% | 1.3% | 0.4% | 0.3% | 0.4% | 0.4% | 0.0% | 24 |
| 25 % OF TOTAL OPER GROSS | 0.0% | 0.0% | 0.3% | 0.0% | 0.0% | 0.7% | 0.2% | 0.2% | 0.4% | 0.3% | 0.0% | 25 |
| 26 | | | | | | | | | | | | 26 |
| 27 COLLECTOR SALARIES & WAGES | 61,974 | 69,222 | 188,954 | 41,407 | 9,119 | 134,188 | 76,788 | 73,561 | 5,940 | 65,755 | 17,818 | 27 |
| 28 % OF TOTAL VEHICLE GROSS | 1.6% | 1.6% | 3.2% | 5.1% | 2.7% | 4.6% | 5.2% | 3.3% | 1.5% | 3.1% | 4.0% | 28 |
| 29 % OF TOTAL OPER GROSS | 1.3% | 1.3% | 2.5% | 3.2% | 2.0% | 2.3% | 3.4% | 2.3% | 1.5% | 2.4% | 2.9% | 29 |
| 30 | | | | | | | | | | | | 30 |
| 31 PAYROLL TAXES | 54,938 | 78,654 | 94,085 | 23,657 | 7,698 | 104,044 | 56,902 | 55,097 | 10,886 | 58,502 | 14,208 | 31 |
| 32 % OF TOTAL VEHICLE GROSS | 1.4% | 1.8% | 1.6% | 2.9% | 2.3% | 3.6% | 3.9% | 2.6% | 2.7% | 2.7% | 3.2% | 32 |
| 33 % OF TOTAL OPER GROSS | 1.1% | 1.4% | 1.3% | 1.8% | 1.7% | 1.8% | 2.5% | 1.9% | 2.7% | 2.2% | 2.3% | 33 |
| 34 | | | | | | | | | | | | 34 |
| 35 EMPLOYEE BENEFITS | 38,739 | 69,075 | 38,647 | 7,512 | 3,848 | 12,503 | 4,396 | 28,527 | 6,843 | 74,446 | 4,582 | 35 |
| 36 % OF TOTAL VEHICLE GROSS | 1.0% | 1.6% | 0.7% | 0.9% | 1.1% | 0.4% | 0.3% | 1.2% | 1.7% | 3.5% | 1.0% | 36 |
| 37 % OF TOTAL OPER GROSS | 0.8% | 1.2% | 0.5% | 0.6% | 0.8% | 0.2% | 0.2% | 1.0% | 1.7% | 2.8% | 0.7% | 37 |
| 38 | | | | | | | | | | | | 38 |
| 39 TECHNICIAN WAGES | 86,789 | 124,575 | 0 | 3,527 | 4,995 | 0 | 31,467 | 52,310 | 15,413 | 80,271 | 24,131 | 39 |
| 40 % OF TOTAL SERVICE GROSS | 2.3% | 2.9% | 0.0% | 0.4% | 1.5% | 0.0% | 2.1% | 3.0% | 3.8% | 3.8% | 5.5% | 40 |
| 41 % OF TOTAL OPER GROSS | 1.8% | 2.3% | 0.0% | 0.3% | 1.1% | 0.0% | 1.4% | 2.3% | 3.8% | 3.0% | 3.9% | 41 |
| 42 | | | | | | | | | | | | 42 |
| 43 PENSION FUNDING | 3,900 | 0 | 7,659 | 2,970 | 573 | 0 | 1,621 | 1,963 | 0 | 0 | 1,520 | 43 |
| 44 % OF TOTAL VEHICLE GROSS | 0.1% | 0.0% | 0.1% | 0.4% | 0.2% | 0.0% | 0.1% | 0.1% | 0.0% | 0.0% | 0.3% | 44 |
| 45 % OF TOTAL OPER GROSS | 0.1% | 0.0% | 0.1% | 0.2% | 0.1% | 0.0% | 0.1% | 0.1% | 0.0% | 0.0% | 0.2% | 45 |
| 46 | | | | | | | | | | | | 46 |
| 47 DPTL PERSONNEL EXPENSE EXCL. SVC. | 539,561 | 712,891 | 1,050,207 | 191,075 | 72,530 | 961,924 | 375,501 | 532,783 | 86,980 | 712,711 | 164,195 | 47 |
| 48 % OF TOTAL VEHICLE GROSS | 14.2% | 16.4% | 17.8% | 23.5% | 21.3% | 33.0% | 25.6% | 24.7% | 21.3% | 33.3% | 37.1% | 48 |
| 49 % OF TOTAL OPER GROSS *** | 11.1% | 12.9% | 14.2% | 14.8% | 15.7% | 16.7% | 16.7% | 17.9% | 21.3% | 26.4% | 26.5% | 49 |
| 50 | | | | | | | | | | | | 50 |
| 51 | | | | | | | | | | | | 51 |
| 52 TOTAL PERSONNEL EXPENSE | 539,561 | 712,891 | 1,050,207 | 191,075 | 72,530 | 961,924 | 375,501 | 532,783 | 86,980 | 712,711 | 164,195 | 52 |
| 53 % OF TOTAL VEHICLE GROSS | 14.2% | 16.4% | 17.8% | 23.5% | 21.3% | 33.0% | 25.6% | 24.7% | 21.3% | 33.3% | 37.1% | 53 |
| 54 % OF TOTAL OPER GROSS | 11.1% | 12.9% | 14.2% | 14.8% | 15.7% | 16.7% | 16.7% | 17.9% | 21.3% | 26.4% | 26.5% | 54 |
| 55 | | | | | | | | | | | | 55 |
| 56 TOTAL COMPENSATION INC. SALES COMP. | 626,165 | 1,078,758 | 1,286,215 | 252,485 | 94,377 | 1,165,051 | 455,551 | 680,167 | 138,920 | 935,806 | 182,553 | 56 |
| 57 % OF TOTAL OPER GROSS | 12.9% | 19.5% | 17.3% | 19.6% | 20.5% | 20.3% | 20.3% | 23.1% | 34.0% | 34.7% | 29.5% | 57 |

| | ROY | BENCHMARK | BOB M. | RYAN | SAM | DON/TIM | GROUP | BO | MARK | TODD | JAMES | |
|---------------------------------|---------|-----------|---------|---------|---------|-----------|---------|-----------|--------|---------|---------|----|
| 1 YEAR TO DATE----- | | | | | | | | | | | | 1 |
| 2 DATA PROCESSING | 0 | 1,403 | 32,397 | 34,063 | 0 | 1,430 | 12,113 | 22,170 | 4,514 | 11,117 | 3,324 | 2 |
| 3 % TOTAL OPERATING GROSS | 0.0% | 0.3% | 0.7% | 1.3% | 0.0% | 0.0% | 0.5% | 0.4% | 1.1% | 0.9% | 0.5% | 3 |
| 4 OUTSIDE SERVICES | 78,435 | 3,161 | 44,584 | 6,115 | 38,517 | 33,054 | 26,828 | 0 | 1,070 | 24,252 | 15,422 | 4 |
| 5 % TOTAL OPERATING GROSS | 1.4% | 0.7% | 0.9% | 0.2% | 1.7% | 0.4% | 1.0% | 0.0% | 0.3% | 1.9% | 2.5% | 5 |
| 6 TRAVEL & ENTERTAINMENT | 0 | 1,615 | 34,173 | 500 | 921 | 20,576 | 9,378 | 10,485 | 1,958 | 6,653 | 9,134 | 6 |
| 7 % TOTAL OPERATING GROSS | 0.0% | 0.4% | 0.7% | 0.0% | 0.0% | 0.3% | 0.4% | 0.2% | 0.5% | 0.5% | 1.5% | 7 |
| 8 DUES/PUBL/MBRSHIPS | 6,525 | 1,096 | 4,483 | 0 | 395 | 15,454 | 6,579 | 22,953 | 702 | 2,565 | 6,135 | 8 |
| 9 % TOTAL OPERATING GROSS | 0.1% | 0.2% | 0.1% | 0.0% | 0.0% | 0.2% | 0.2% | 0.4% | 0.2% | 0.2% | 1.0% | 9 |
| 10 LEGAL/AUDIT | 21,547 | 2,222 | 2,465 | 33,756 | 18,942 | 23,930 | 21,639 | 80,698 | 3,543 | 7,870 | 2,000 | 10 |
| 11 % TOTAL OPERATING GROSS | 0.4% | 0.5% | 0.1% | 1.3% | 0.8% | 0.3% | 0.7% | 1.4% | 0.9% | 0.6% | 0.3% | 11 |
| 12 TELEPHONE | 20,235 | 2,547 | 15,434 | 16,162 | 5,277 | 24,331 | 15,685 | 40,987 | 3,653 | 9,500 | 5,584 | 12 |
| 13 % TOTAL OPERATING GROSS | 0.4% | 0.6% | 0.3% | 0.6% | 0.2% | 0.3% | 0.6% | 0.7% | 0.9% | 0.7% | 0.9% | 13 |
| 14 OFFICE SUPPLIES | 27,962 | 3,481 | 27,044 | 20,527 | 7,531 | 84,071 | 27,703 | 61,197 | 11,340 | 4,600 | 5,051 | 14 |
| 15 % TOTAL OPERATING GROSS | 0.5% | 0.8% | 0.6% | 0.8% | 0.3% | 1.1% | 0.9% | 1.1% | 2.8% | 0.4% | 0.8% | 15 |
| 16 TRAINING | 6,070 | 1,594 | 7,118 | 16,322 | 4,114 | 7,489 | 6,164 | 10,199 | 0 | 0 | 4,168 | 16 |
| 17 % TOTAL OPERATING GROSS | 0.1% | 0.3% | 0.1% | 0.6% | 0.2% | 0.1% | 0.2% | 0.2% | 0.0% | 0.0% | 0.7% | 17 |
| 18 OTHER SUPPLIES | 67,259 | 1,036 | 0 | 0 | 5,195 | 16,837 | 15,646 | 30,599 | 1,975 | 16,508 | 2,440 | 18 |
| 19 % TOTAL OPERATING GROSS | 1.2% | 0.2% | 0.0% | 0.0% | 0.2% | 0.2% | 0.5% | 0.5% | 0.5% | 1.3% | 0.4% | 19 |
| 20 BANK/CREDIT CARD FEES | 36,954 | 1,761 | 19,589 | 12,006 | 34,390 | 14,758 | 21,557 | 59,149 | 1,051 | 5,493 | 10,626 | 20 |
| 21 % TOTAL OPERATING GROSS | 0.7% | 0.4% | 0.4% | 0.4% | 1.5% | 0.2% | 0.7% | 1.0% | 0.3% | 0.4% | 1.7% | 21 |
| 22 INTEREST CREDIT LINE | 278,710 | 17,347 | 240,497 | 0 | 149,178 | 550,066 | 197,990 | 381,230 | 22,972 | 100,658 | 58,598 | 22 |
| 23 % TOTAL OPERATING GROSS | 5.0% | 3.8% | 5.0% | 0.0% | 6.7% | 7.4% | 6.0% | 6.6% | 5.6% | 7.8% | 9.5% | 23 |
| 24 INTEREST-OTHER | 6,936 | 1,919 | 27,169 | 69,180 | 0 | 0 | 21,944 | 62,106 | 0 | 32,104 | 0 | 24 |
| 25 % TOTAL OPERATING GROSS | 0.1% | 0.4% | 0.6% | 2.6% | 0.0% | 0.0% | 0.8% | 1.1% | 0.0% | 2.5% | 0.0% | 25 |
| 26 EQUIPMENT-REPAIRS-RENTAL | 11,812 | 279 | 0 | 0 | 0 | 7,736 | 4,919 | 0 | 4,786 | 18,248 | 1,692 | 26 |
| 27 % TOTAL OPERATING GROSS | 0.2% | 0.1% | 0.0% | 0.0% | 0.0% | 0.1% | 0.4% | 0.0% | 1.2% | 1.4% | 0.3% | 27 |
| 28 REPO-COLLECTION EXPENSE | 70,558 | 3,224 | 131,427 | 26,991 | 38,074 | 232,089 | 68,210 | 100,158 | 2,983 | 3,509 | 8,104 | 28 |
| 29 % TOTAL OPERATING GROSS | 1.3% | 0.7% | 2.7% | 1.0% | 1.7% | 3.1% | 1.5% | 1.7% | 0.7% | 0.3% | 1.3% | 29 |
| 30 POLICY EXPENSE-SERVICE | 0 | 116 | 0 | 0 | 0 | 0 | 1,138 | 0 | 0 | 2,184 | 8,058 | 30 |
| 31 % TOTAL OPERATING GROSS | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.2% | 0.0% | 0.0% | 0.2% | 1.3% | 31 |
| 32 MISCELLANEOUS | 13,439 | 826 | 11,289 | 19,659 | 13,816 | 65,952 | 11,189 | -36,242 | 744 | 11,201 | 841 | 32 |
| 33 % TOTAL OPERATING GROSS | 0.2% | 0.2% | 0.2% | 0.7% | 0.6% | 0.9% | 0.4% | -0.6% | 0.2% | 0.9% | 0.1% | 33 |
| 34 | | | | | | | | | | | | 34 |
| 35 TOTAL OPERATING EXPENSE | 646,442 | 43,627 | 597,669 | 255,281 | 316,350 | 1,097,773 | 468,682 | 845,689 | 61,291 | 256,462 | 141,177 | 35 |
| 36 % TOTAL OPERATING GROSS | 11.7% | 9.5% | 12.3% | 9.5% | 14.1% | 14.8% | 15.0% | 14.7% | 15.0% | 19.9% | 22.8% | 36 |
| 37 | | | | | | | | | | | | 37 |
| 38 RENT | 35,640 | 11,449 | 28,977 | 55,769 | 23,898 | 238,283 | 78,467 | 243,730 | 27,503 | 28,000 | 24,403 | 38 |
| 39 % TOTAL OPERATING GROSS | 0.6% | 2.5% | 0.6% | 2.1% | 1.1% | 3.2% | 2.7% | 4.2% | 6.7% | 2.2% | 3.9% | 39 |
| 40 PER VEHICLE RETAIL | 44 | 140 | 38 | 136 | 99 | 182 | 181 | 403 | 241 | 148 | 339 | 40 |
| 41 REPAIRS-REAL ESTATE | 0 | 1,059 | 20,143 | 44,001 | 14,297 | 4,773 | 11,139 | 12,078 | 0 | 0 | 4,959 | 41 |
| 42 % TOTAL OPERATING GROSS | 0.0% | 0.2% | 0.4% | 1.6% | 0.6% | 0.1% | 0.4% | 0.2% | 0.0% | 0.0% | 0.8% | 42 |
| 43 TAXES-REAL ESTATE | 0 | 570 | 11,736 | 9,232 | 16,921 | 33,110 | 8,111 | 0 | 0 | 0 | 2,000 | 43 |
| 44 % TOTAL OPERATING GROSS | 0.0% | 0.1% | 0.2% | 0.3% | 0.8% | 0.4% | 0.2% | 0.0% | 0.0% | 0.0% | 0.3% | 44 |
| 45 TAXES-OTHER | 692 | 550 | 717 | 0 | 0 | 7,647 | 6,256 | 31,377 | 1,421 | 1,140 | 13,314 | 45 |
| 46 % TOTAL OPERATING GROSS | 0.0% | 0.1% | 0.0% | 0.0% | 0.0% | 0.1% | 0.4% | 0.5% | 0.3% | 0.1% | 2.2% | 46 |
| 47 DEPRECIATION | 20,000 | 1,250 | 26,800 | 12,000 | 0 | 50,292 | 21,120 | 29,808 | 0 | 49,559 | 1,620 | 47 |
| 48 % TOTAL OPERATING GROSS | 0.4% | 0.3% | 0.6% | 0.4% | 0.0% | 0.7% | 0.7% | 0.5% | 0.0% | 3.8% | 0.3% | 48 |
| 49 INSURANCE-BUILDING-INV | 11,718 | 3,524 | 24,080 | 10,911 | 7,943 | 30,357 | 13,965 | 18,287 | 9,174 | 12,818 | 394 | 49 |
| 50 % TOTAL OPERATING GROSS | 0.2% | 0.8% | 0.5% | 0.4% | 0.4% | 0.4% | 0.6% | 0.3% | 2.2% | 1.0% | 0.1% | 50 |
| 51 UTILITIES | 34,051 | 3,339 | 23,410 | 30,717 | 10,373 | 43,773 | 22,192 | 42,674 | 407 | 7,598 | 6,722 | 51 |
| 52 % TOTAL OPERATING GROSS | 0.6% | 0.7% | 0.5% | 1.1% | 0.5% | 0.6% | 0.6% | 0.7% | 0.1% | 0.6% | 1.1% | 52 |
| 53 | | | | | | | | | | | | 53 |
| 54 TOTAL FIXED EXPENSE | 102,101 | 20,997 | 135,863 | 162,630 | 73,432 | 380,865 | 157,209 | 373,954 | 33,918 | 98,703 | 53,412 | 54 |
| 55 % TOTAL OPERATING GROSS | 1.8% | 4.6% | 2.8% | 6.0% | 3.3% | 5.1% | 5.6% | 6.5% | 8.3% | 7.6% | 8.6% | 55 |
| 56 TOTAL EXPENSE - FIXED & OPER | 748,543 | 64,624 | 733,532 | 417,911 | 389,782 | 1,478,638 | 625,890 | 1,219,643 | 95,209 | 355,165 | 194,589 | 56 |
| 57 % TOTAL OPERATING GROSS *** | 13.5% | 14.0% | 15.1% | 15.5% | 17.4% | 19.9% | 20.6% | 21.2% | 23.3% | 27.5% | 31.5% | 57 |

| | BOB M. | DON/TIM | ROY | BENCHMARK | TODD | GROUP | BO | SAM | JAMES | RYAN | MARK |
|-------------------------------|-----------|-----------|-----------|-----------|---------|-----------|-----------|-----------|---------|-----------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 1 CURRENT MONTH----- | | | | | | | | | | | |
| 2 | | | | | | | | | | | |
| 3 # RETAIL UNITS | 432 | 710 | 476 | 40 | 99 | 281 | 357 | 127 | 41 | 225 | 64 |
| 4 RETAIL VEHICLE GROSS | 2,218,537 | 3,326,056 | 2,563,371 | 174,138 | 428,927 | 1,345,140 | 1,632,887 | 589,637 | 189,504 | 950,340 | 207,004 |
| 5 PER VEHICLE RETAIL | 5,136 | 4,685 | 5,385 | 4,353 | 4,333 | 4,537 | 4,574 | 4,643 | 4,622 | 4,224 | 3,234 |
| 6 | | | | | | | | | | | |
| 7 TOTAL VEHICLE GROSS | 2,190,433 | 3,293,656 | 2,573,235 | 172,636 | 396,861 | 1,399,573 | 1,717,585 | 760,678 | 247,236 | 1,202,772 | 213,700 |
| 8 PER VEHICLE RETAIL | 5,070 | 4,639 | 5,406 | 4,316 | 4,009 | 4,960 | 4,811 | 5,990 | 6,030 | 5,346 | 3,339 |
| 9 | | | | | | | | | | | |
| 10 TOTAL OPERATING GROSS | 2,727,364 | 4,073,557 | 3,147,080 | 231,329 | 618,890 | 1,882,312 | 3,177,968 | 1,152,226 | 333,874 | 1,496,153 | 213,700 |
| 11 PER VEHICLE RETAIL | 6,313 | 5,737 | 6,612 | 5,783 | 6,251 | 6,780 | 8,902 | 9,073 | 8,143 | 6,650 | 3,339 |
| 12 | | | | | | | | | | | |
| 13 SALES COMMISSION-TOTAL | 45,648 | 87,919 | 224,104 | 10,521 | 30,066 | 78,439 | 118,960 | 39,284 | 11,753 | 114,173 | 34,047 |
| 14 PER VEHICLE RETAIL | 106 | 124 | 471 | 263 | 304 | 330 | 333 | 309 | 287 | 507 | 532 |
| 15 % RETAIL VEHICLE GROSS | 2.1% | 2.6% | 8.7% | 6.0% | 7.0% | 7.7% | 7.3% | 6.7% | 6.2% | 12.0% | 16.4% |
| 16 % TOTAL OPERATING GROSS | 1.7% | 2.2% | 7.1% | 4.5% | 4.9% | 5.6% | 3.7% | 3.4% | 3.5% | 7.6% | 15.9% |
| 17 | | | | | | | | | | | |
| 18 POLICY EXPENSE-VEHICLE | 10,754 | 132,153 | 71,572 | 4,188 | 16,186 | 36,850 | 20,889 | 25,761 | 0 | 53,956 | 382 |
| 19 PER VEHICLE RETAIL | 25 | 186 | 150 | 105 | 163 | 115 | 59 | 203 | 0 | 240 | 6 |
| 20 % RETAIL VEHICLE GROSS | 0.5% | 4.0% | 2.8% | 2.4% | 3.8% | 2.5% | 1.3% | 4.4% | 0.0% | 5.7% | 0.2% |
| 21 | | | | | | | | | | | |
| 22 ADVERTISING EXPENSE | 73,657 | 249,493 | 66,428 | 8,146 | 18,321 | 63,037 | 79,450 | 29,454 | 8,654 | 29,608 | 12,266 |
| 23 PER VEHICLE RETAIL | 171 | 351 | 140 | 204 | 185 | 204 | 223 | 232 | 211 | 132 | 192 |
| 24 % RETAIL VEHICLE GROSS | 3.3% | 7.5% | 2.6% | 4.7% | 4.3% | 4.6% | 4.9% | 5.0% | 4.6% | 3.1% | 5.9% |
| 25 | | | | | | | | | | | |
| 26 INTEREST-FLOOR PLAN | 17,716 | 0 | 0 | 454 | 0 | 4,937 | 2,713 | 11,413 | 9,873 | 0 | 2,719 |
| 27 PER VEHICLE RETAIL | 41 | 0 | 0 | 11 | 0 | 47 | 8 | 90 | 241 | 0 | 42 |
| 28 % RETAIL VEHICLE GROSS | 0.8% | 0.0% | 0.0% | 0.3% | 0.0% | 1.0% | 0.2% | 1.9% | 5.2% | 0.0% | 1.3% |
| 29 | | | | | | | | | | | |
| 30 USED VEHICLE MAINTENANCE | 9,937 | 0 | 0 | 789 | 3,011 | 11,885 | 73,110 | 0 | 6,760 | 8,845 | 5,302 |
| 31 PER VEHICLE RETAIL | 23 | 0 | 0 | 20 | 30 | 61 | 205 | 0 | 165 | 39 | 83 |
| 32 % RETAIL VEHICLE GROSS | 0.4% | 0.0% | 0.0% | 0.5% | 0.7% | 1.4% | 4.5% | 0.0% | 3.6% | 0.9% | 2.6% |
| 33 | | | | | | | | | | | |
| 34 TRANSPORTATION/FREIGHT | 13,763 | 0 | 0 | 968 | 0 | 6,103 | 10,444 | 5,698 | 180 | 24,841 | 0 |
| 35 PER VEHICLE RETAIL | 32 | 0 | 0 | 24 | 0 | 25 | 29 | 45 | 4 | 110 | 0 |
| 36 % RETAIL VEHICLE GROSS | 0.6% | 0.0% | 0.0% | 0.6% | 0.0% | 0.5% | 0.6% | 1.0% | 0.1% | 2.6% | 0.0% |
| 37 | | | | | | | | | | | |
| 38 TOTAL DIRECT EXPENSE | 171,475 | 469,565 | 362,104 | 25,066 | 67,584 | 201,251 | 305,566 | 111,610 | 37,220 | 231,423 | 54,716 |
| 39 PER VEHICLE RETAIL | 397 | 661 | 761 | 627 | 683 | 781 | 856 | 879 | 908 | 1,029 | 855 |
| 40 % RETAIL VEHICLE GROSS *** | 7.7% | 14.1% | 14.1% | 14.4% | 15.8% | 17.8% | 18.7% | 18.9% | 19.6% | 24.4% | 26.4% |
| 41 % TOTAL VEHICLE GROSS | 7.8% | 14.3% | 14.1% | 14.5% | 17.0% | 16.2% | 17.8% | 14.7% | 15.1% | 19.2% | 25.6% |
| 42 % TOTAL OPERATING GROSS | 6.3% | 11.5% | 11.5% | 10.8% | 10.9% | 12.4% | 9.6% | 9.7% | 11.1% | 15.5% | 25.6% |
| 43 | | | | | | | | | | | |
| 44 YEAR TO DATE SNAPSHOT----- | | | | | | | | | | | |
| 45 | | | | | | | | | | | |
| 46 SALES COMMISSION-TOTAL | 86,604 | 236,008 | 365,867 | 21,847 | 61,410 | 147,384 | 203,127 | 80,050 | 18,358 | 223,095 | 51,940 |
| 47 % RETAIL VEHICLE GROSS | 0.0% | 0.0% | 0.1% | 11000.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% |
| 48 % TOTAL OPERATING GROSS | 1.8% | 3.2% | 6.6% | 4.7% | 4.8% | 5.3% | 3.5% | 3.6% | 3.0% | 8.3% | 12.7% |
| 49 | | | | | | | | | | | |
| 50 POLICY EXPENSE-VEHICLE | 22,216 | 257,418 | 115,126 | 8,357 | 30,559 | 71,546 | 38,576 | 57,489 | 0 | 122,147 | 382 |
| 51 % RETAIL VEHICLE GROSS | 0.0% | 0.0% | 0.0% | 11000.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.0% | 0.1% | 0.0% |
| 52 | | | | | | | | | | | |
| 53 ADVERTISING EXPENSE | 135,778 | 465,421 | 122,699 | 15,118 | 49,912 | 118,399 | 141,753 | 54,442 | 16,330 | 49,653 | 29,601 |
| 54 % RETAIL VEHICLE GROSS | 0.0% | 0.1% | 0.0% | 11000.0% | 0.1% | 0.1% | 0.1% | 0.0% | 0.0% | 0.0% | 0.1% |
| 55 | | | | | | | | | | | |
| 56 # OF MONTHS SUBMITTED # | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| 57 # OF LOTS # | 11 | 23 | 6 | 1 | 1 | 6 | 6 | 3 | 1 | 4 | 2 |

| | BOB M. | TODD | ROY | DON/TIM | BO | SAM | BENCHMARK | GROUP | MARK | RYAN | JAMES | |
|--|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|---------|-----------|---------|----|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | |
| 1 USED VEHICLE OPERATION | | | | | | | | | | | | 1 |
| 2 ----- | | | | | | | | | | | | 2 |
| 3 TOTAL VEHICLE GROSS | 2,190,433 | 396,861 | 2,573,235 | 3,293,656 | 1,717,585 | 760,678 | 172,636 | 1,399,573 | 213,700 | 1,202,772 | 247,236 | 3 |
| 4 TOTAL OPERATING GROSS | 2,727,364 | 618,890 | 3,147,080 | 4,073,557 | 3,177,968 | 1,152,226 | 231,329 | 1,882,312 | 213,700 | 1,496,153 | 333,874 | 4 |
| 5 | | | | | | | | | | | | 5 |
| 6 SUPERVISION COMPENSATION | 94,261 | 34,888 | 82,556 | 174,975 | 117,576 | 62,670 | 8,965 | 77,685 | 18,765 | 90,500 | 22,977 | 6 |
| 7 % OF TOTAL VEHICLE GROSS | 4.3% | 8.8% | 3.2% | 5.3% | 6.8% | 8.2% | 5.2% | 6.9% | 8.8% | 7.5% | 9.3% | 7 |
| 8 % OF TOTAL OPER GROSS | 3.5% | 5.6% | 2.6% | 4.3% | 3.7% | 5.4% | 3.9% | 5.2% | 8.8% | 6.0% | 6.9% | 8 |
| 9 PER VEHICLE RETAIL | 218 | 352 | 173 | 246 | 329 | 493 | 224 | 341 | 293 | 402 | 560 | 9 |
| 10 | | | | | | | | | | | | 10 |
| 11 USED VEHICLE BUYER | 0 | 0 | 30,769 | 0 | 7,633 | 2,445 | 670 | 8,905 | 0 | 32,379 | 6,923 | 11 |
| 12 % OF TOTAL VEHICLE GROSS | 0.0% | 0.0% | 1.2% | 0.0% | 0.4% | 0.3% | 0.4% | 0.8% | 0.0% | 2.7% | 2.8% | 12 |
| 13 % OF TOTAL OPER GROSS | 0.0% | 0.0% | 1.0% | 0.0% | 0.2% | 0.2% | 0.3% | 0.6% | 0.0% | 2.2% | 2.1% | 13 |
| 14 | | | | | | | | | | | | 14 |
| 15 CLERICAL SALARIES | 34,434 | 3,863 | 64,215 | 21,550 | 96,896 | 16,413 | 4,605 | 38,674 | 5,550 | 98,155 | 6,990 | 15 |
| 16 % OF TOTAL VEHICLE GROSS | 1.6% | 1.0% | 2.5% | 0.7% | 5.6% | 2.2% | 2.7% | 3.0% | 2.6% | 8.2% | 2.8% | 16 |
| 17 % OF TOTAL OPER GROSS | 1.3% | 0.6% | 2.0% | 0.5% | 3.0% | 1.4% | 2.0% | 2.2% | 2.6% | 6.6% | 2.1% | 17 |
| 18 | | | | | | | | | | | | 18 |
| 19 OTHER SALARIES & WAGES | 27,159 | 0 | 28,700 | 118,440 | 28,897 | 5,763 | 3,166 | 23,524 | 2,100 | 0 | 653 | 19 |
| 20 % OF TOTAL VEHICLE GROSS | 1.2% | 0.0% | 1.1% | 3.6% | 1.7% | 0.8% | 1.8% | 1.1% | 1.0% | 0.0% | 0.3% | 20 |
| 21 % OF TOTAL OPER GROSS | 1.0% | 0.0% | 0.9% | 2.9% | 0.9% | 0.5% | 1.4% | 0.8% | 1.0% | 0.0% | 0.2% | 21 |
| 22 | | | | | | | | | | | | 22 |
| 23 BDC DEPARTMENT | 0 | 0 | 0 | 14,307 | 19,942 | 2,700 | 217 | 5,031 | 0 | 8,333 | 0 | 23 |
| 24 % OF TOTAL VEHICLE GROSS | 0.0% | 0.0% | 0.0% | 0.4% | 1.2% | 0.4% | 0.1% | 0.3% | 0.0% | 0.7% | 0.0% | 24 |
| 25 % OF TOTAL OPER GROSS | 0.0% | 0.0% | 0.0% | 0.4% | 0.6% | 0.2% | 0.1% | 0.2% | 0.0% | 0.6% | 0.0% | 25 |
| 26 | | | | | | | | | | | | 26 |
| 27 COLLECTOR SALARIES & WAGES | 29,840 | 9,548 | 44,565 | 84,778 | 62,626 | 39,136 | 4,265 | 35,577 | 3,220 | 35,784 | 10,698 | 27 |
| 28 % OF TOTAL VEHICLE GROSS | 1.4% | 2.4% | 1.7% | 2.6% | 3.6% | 5.1% | 2.5% | 2.9% | 1.5% | 3.0% | 4.3% | 28 |
| 29 % OF TOTAL OPER GROSS | 1.1% | 1.5% | 1.4% | 2.1% | 2.0% | 3.4% | 1.8% | 2.1% | 1.5% | 2.4% | 3.2% | 29 |
| 30 | | | | | | | | | | | | 30 |
| 31 PAYROLL TAXES | 25,376 | 11,987 | 45,939 | 41,724 | 47,885 | 24,979 | 3,849 | 27,488 | 6,530 | 33,827 | 9,145 | 31 |
| 32 % OF TOTAL VEHICLE GROSS | 1.2% | 3.0% | 1.8% | 1.3% | 2.8% | 3.3% | 2.2% | 2.5% | 3.1% | 2.8% | 3.7% | 32 |
| 33 % OF TOTAL OPER GROSS | 0.9% | 1.9% | 1.5% | 1.0% | 1.5% | 2.2% | 1.7% | 1.9% | 3.1% | 2.3% | 2.7% | 33 |
| 34 | | | | | | | | | | | | 34 |
| 35 EMPLOYEE BENEFITS | 18,741 | 3,325 | 31,361 | 19,048 | 4,199 | 1,353 | 1,585 | 13,222 | 3,357 | 36,854 | 757 | 35 |
| 36 % OF TOTAL VEHICLE GROSS | 0.9% | 0.8% | 1.2% | 0.6% | 0.2% | 0.2% | 0.9% | 1.0% | 1.6% | 3.1% | 0.3% | 36 |
| 37 % OF TOTAL OPER GROSS | 0.7% | 0.5% | 1.0% | 0.5% | 0.1% | 0.1% | 0.7% | 0.8% | 1.6% | 2.5% | 0.2% | 37 |
| 38 | | | | | | | | | | | | 38 |
| 39 TECHNICIAN WAGES | 41,968 | 1,574 | 71,113 | 0 | 0 | 13,195 | 3,058 | 28,112 | 8,170 | 45,661 | 15,103 | 39 |
| 40 % OF TOTAL SERVICE GROSS | 1.9% | 0.4% | 2.8% | 0.0% | 0.0% | 1.7% | 1.8% | 2.9% | 3.8% | 3.8% | 6.1% | 40 |
| 41 % OF TOTAL OPER GROSS | 1.5% | 0.3% | 2.3% | 0.0% | 0.0% | 1.1% | 1.3% | 2.4% | 3.8% | 3.1% | 4.5% | 41 |
| 42 | | | | | | | | | | | | 42 |
| 43 PENSION FUNDING | 1,772 | 0 | 0 | 4,787 | 0 | 586 | 114 | 893 | 0 | 0 | 888 | 43 |
| 44 % OF TOTAL VEHICLE GROSS | 0.1% | 0.0% | 0.0% | 0.1% | 0.0% | 0.1% | 0.1% | 0.1% | 0.0% | 0.0% | 0.4% | 44 |
| 45 % OF TOTAL OPER GROSS | 0.1% | 0.0% | 0.0% | 0.1% | 0.0% | 0.1% | 0.0% | 0.1% | 0.0% | 0.0% | 0.3% | 45 |
| 46 | | | | | | | | | | | | 46 |
| 47 DPTL PERSONNEL EXPENSE EXCL. SVC. | 273,551 | 65,185 | 399,218 | 537,301 | 431,783 | 169,240 | 35,400 | 270,122 | 47,692 | 401,493 | 105,634 | 47 |
| 48 % OF TOTAL VEHICLE GROSS | 12.5% | 16.4% | 15.5% | 16.3% | 25.1% | 22.2% | 20.5% | 23.0% | 22.3% | 33.4% | 42.7% | 48 |
| 49 % OF TOTAL OPER GROSS *** | 10.0% | 10.5% | 12.7% | 13.2% | 13.6% | 14.7% | 15.3% | 17.3% | 22.3% | 26.8% | 31.6% | 49 |
| 50 | | | | | | | | | | | | 50 |
| 51 | | | | | | | | | | | | 51 |
| 52 TOTAL PERSONNEL EXPENSE | 273,551 | 65,185 | 399,218 | 537,301 | 431,783 | 169,240 | 35,400 | 270,122 | 47,692 | 401,493 | 105,634 | 52 |
| 53 % OF TOTAL VEHICLE GROSS | 12.5% | 16.4% | 15.5% | 16.3% | 25.1% | 22.2% | 20.5% | 23.0% | 22.3% | 33.4% | 42.7% | 53 |
| 54 % OF TOTAL OPER GROSS | 10.0% | 10.5% | 12.7% | 13.2% | 13.6% | 14.7% | 15.3% | 17.3% | 22.3% | 26.8% | 31.6% | 54 |
| 55 | | | | | | | | | | | | 55 |
| 56 TOTAL COMPENSATION INC. SALES COMP. | 319,199 | 95,251 | 623,322 | 625,220 | 550,743 | 208,524 | 45,921 | 348,561 | 81,739 | 515,666 | 117,387 | 56 |
| 57 % OF TOTAL OPER GROSS | 10.0% | 10.5% | 12.7% | 13.2% | 13.6% | 14.7% | 15.3% | 17.3% | 22.3% | 26.8% | 31.6% | 57 |

| | ROY | BENCHMARK | BOB M. | RYAN | SAM | DON/TIM | GROUP | BO | MARK | TODD | JAMES | |
|---------------------------------|---------|-----------|---------|---------|---------|---------|---------|---------|--------|---------|--------|----|
| 1 CURRENT MONTH----- | | | | | | | | | | | | 1 |
| 2 DATA PROCESSING | 0 | 618 | 20,402 | 20,148 | 0 | 735 | 6,504 | 9,514 | 1,470 | 4,411 | 1,855 | 2 |
| 3 % TOTAL OPERATING GROSS | 0.0% | 0.3% | 0.7% | 1.3% | 0.0% | 0.0% | 0.5% | 0.3% | 0.7% | 0.7% | 0.6% | 3 |
| 4 OUTSIDE SERVICES | 62,449 | 925 | 27,430 | 3,084 | 15,002 | 15,869 | 15,800 | 0 | 251 | 11,686 | 6,429 | 4 |
| 5 % TOTAL OPERATING GROSS | 2.0% | 0.4% | 1.0% | 0.2% | 1.3% | 0.4% | 1.0% | 0.0% | 0.1% | 1.9% | 1.9% | 5 |
| 6 TRAVEL & ENTERTAINMENT | 0 | 670 | 15,109 | 500 | 678 | 11,190 | 5,076 | 6,510 | 1,029 | 6,172 | 4,498 | 6 |
| 7 % TOTAL OPERATING GROSS | 0.0% | 0.3% | 0.6% | 0.0% | 0.1% | 0.3% | 0.4% | 0.2% | 0.5% | 1.0% | 1.3% | 7 |
| 8 DUES/PUBL/MBRSHIPS | 4,190 | 402 | 728 | 0 | 0 | 12,635 | 5,029 | 21,405 | 440 | 1,414 | 4,447 | 8 |
| 9 % TOTAL OPERATING GROSS | 0.1% | 0.2% | 0.0% | 0.0% | 0.0% | 0.3% | 0.3% | 0.7% | 0.2% | 0.2% | 1.3% | 9 |
| 10 LEGAL/AUDIT | 3,358 | 1,054 | 1,273 | 19,528 | 9,881 | 17,454 | 9,015 | 24,467 | 40 | 4,137 | 1,000 | 10 |
| 11 % TOTAL OPERATING GROSS | 0.1% | 0.5% | 0.0% | 1.3% | 0.9% | 0.4% | 0.5% | 0.8% | 0.0% | 0.7% | 0.3% | 11 |
| 12 TELEPHONE | 9,933 | 1,061 | 8,078 | 7,714 | 1,295 | 12,382 | 7,416 | 18,106 | 2,076 | 4,821 | 2,343 | 12 |
| 13 % TOTAL OPERATING GROSS | 0.3% | 0.5% | 0.3% | 0.5% | 0.1% | 0.3% | 0.5% | 0.6% | 1.0% | 0.8% | 0.7% | 13 |
| 14 OFFICE SUPPLIES | 17,138 | 1,402 | 14,753 | 10,712 | 4,277 | 25,629 | 13,272 | 35,437 | 5,403 | 2,268 | 3,834 | 14 |
| 15 % TOTAL OPERATING GROSS | 0.5% | 0.6% | 0.5% | 0.7% | 0.4% | 0.6% | 0.9% | 1.1% | 2.5% | 0.4% | 1.1% | 15 |
| 16 TRAINING | 6,012 | 637 | 4,203 | 10,938 | 3,379 | 5,957 | 4,403 | 5,906 | 0 | 0 | 3,229 | 16 |
| 17 % TOTAL OPERATING GROSS | 0.2% | 0.3% | 0.2% | 0.7% | 0.3% | 0.1% | 0.3% | 0.2% | 0.0% | 0.0% | 1.0% | 17 |
| 18 OTHER SUPPLIES | 34,034 | 467 | 0 | 0 | 1,086 | 7,598 | 7,663 | 17,719 | 606 | 6,556 | 1,369 | 18 |
| 19 % TOTAL OPERATING GROSS | 1.1% | 0.2% | 0.0% | 0.0% | 0.1% | 0.2% | 0.4% | 0.6% | 0.3% | 1.1% | 0.4% | 19 |
| 20 BANK/CREDIT CARD FEES | 19,326 | 825 | 9,760 | 5,824 | 17,748 | 10,815 | 11,314 | 29,682 | 616 | 2,100 | 5,956 | 20 |
| 21 % TOTAL OPERATING GROSS | 0.6% | 0.4% | 0.4% | 0.4% | 1.5% | 0.3% | 0.7% | 0.9% | 0.3% | 0.3% | 1.8% | 21 |
| 22 INTEREST CREDIT LINE | 119,843 | 9,152 | 115,132 | 0 | 71,445 | 267,687 | 92,604 | 171,821 | 10,821 | 49,338 | 27,345 | 22 |
| 23 % TOTAL OPERATING GROSS | 3.8% | 4.0% | 4.2% | 0.0% | 6.2% | 6.6% | 5.3% | 5.4% | 5.1% | 8.0% | 8.2% | 23 |
| 24 INTEREST-OTHER | 3,014 | 1,919 | 27,507 | 33,637 | 0 | 0 | 12,105 | 30,362 | 0 | 14,423 | 0 | 24 |
| 25 % TOTAL OPERATING GROSS | 0.1% | 0.8% | 1.0% | 2.2% | 0.0% | 0.0% | 0.7% | 1.0% | 0.0% | 2.3% | 0.0% | 25 |
| 26 EQUIPMENT-REPAIRS-RENTAL | 6,572 | 147 | 0 | 0 | 0 | 4,596 | 2,395 | 0 | 3,623 | 5,936 | 829 | 26 |
| 27 % TOTAL OPERATING GROSS | 0.2% | 0.1% | 0.0% | 0.0% | 0.0% | 0.1% | 0.4% | 0.0% | 1.7% | 1.0% | 0.2% | 27 |
| 28 REPO-COLLECTION EXPENSE | 33,979 | 1,664 | 65,439 | 16,419 | 20,466 | 112,739 | 33,213 | 45,488 | 640 | 2,069 | 1,674 | 28 |
| 29 % TOTAL OPERATING GROSS | 1.1% | 0.7% | 2.4% | 1.1% | 1.8% | 2.8% | 1.3% | 1.4% | 0.3% | 0.3% | 0.5% | 29 |
| 30 POLICY EXPENSE-SERVICE | 0 | 116 | 0 | 0 | 0 | 0 | 487 | 0 | 0 | 1,426 | 2,959 | 30 |
| 31 % TOTAL OPERATING GROSS | 0.0% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.0% | 0.0% | 0.2% | 0.9% | 31 |
| 32 MISCELLANEOUS | 11,431 | 673 | 5,917 | 15,023 | 6,232 | 46,618 | 12,133 | 12,002 | 512 | 9,255 | 2,211 | 32 |
| 33 % TOTAL OPERATING GROSS | 0.4% | 0.3% | 0.2% | 1.0% | 0.5% | 1.1% | 0.7% | 0.4% | 0.2% | 1.5% | 0.7% | 33 |
| 34 | | | | | | | | | | | | 34 |
| 35 TOTAL OPERATING EXPENSE | 331,279 | 21,732 | 315,731 | 143,527 | 151,489 | 551,904 | 238,430 | 428,419 | 27,527 | 126,012 | 69,978 | 35 |
| 36 % TOTAL OPERATING GROSS | 10.5% | 9.4% | 11.6% | 9.6% | 13.1% | 13.5% | 14.0% | 13.5% | 12.9% | 20.4% | 21.0% | 36 |
| 37 | | | | | | | | | | | | 37 |
| 38 RENT | 17,620 | 5,528 | 13,947 | 27,885 | 11,949 | 119,429 | 39,176 | 121,865 | 13,922 | 14,000 | 11,967 | 38 |
| 39 % TOTAL OPERATING GROSS | 0.6% | 2.4% | 0.5% | 1.9% | 1.0% | 2.9% | 2.6% | 3.8% | 6.5% | 2.3% | 3.6% | 39 |
| 40 PER VEHICLE RETAIL | 37 | 138 | 32 | 124 | 94 | 168 | 161 | 341 | 218 | 141 | 292 | 40 |
| 41 REPAIRS-REAL ESTATE | 0 | 332 | 14,116 | 24,195 | 3,152 | 3,228 | 5,840 | 5,205 | 0 | 0 | 2,664 | 41 |
| 42 % TOTAL OPERATING GROSS | 0.0% | 0.1% | 0.5% | 1.6% | 0.3% | 0.1% | 0.4% | 0.2% | 0.0% | 0.0% | 0.8% | 42 |
| 43 TAXES-REAL ESTATE | 0 | 237 | 5,868 | 4,616 | 5,996 | 16,711 | 3,799 | 0 | 0 | 0 | 1,000 | 43 |
| 44 % TOTAL OPERATING GROSS | 0.0% | 0.1% | 0.2% | 0.3% | 0.5% | 0.4% | 0.2% | 0.0% | 0.0% | 0.0% | 0.3% | 44 |
| 45 TAXES-OTHER | 179 | 424 | 50 | 0 | 0 | 4,275 | 3,774 | 22,091 | 1,021 | 200 | 6,151 | 45 |
| 46 % TOTAL OPERATING GROSS | 0.0% | 0.2% | 0.0% | 0.0% | 0.0% | 0.1% | 0.4% | 0.7% | 0.5% | 0.0% | 1.8% | 46 |
| 47 DEPRECIATION | 10,000 | 594 | 13,400 | 6,000 | 0 | 25,542 | 10,504 | 14,904 | 0 | 24,527 | 167 | 47 |
| 48 % TOTAL OPERATING GROSS | 0.3% | 0.3% | 0.5% | 0.4% | 0.0% | 0.6% | 0.7% | 0.5% | 0.0% | 4.0% | 0.1% | 48 |
| 49 INSURANCE-BUILDING-INV | 5,859 | 1,693 | 12,070 | 5,458 | 7,943 | 16,707 | 7,608 | 9,379 | 4,438 | 6,615 | 0 | 49 |
| 50 % TOTAL OPERATING GROSS | 0.2% | 0.7% | 0.4% | 0.4% | 0.7% | 0.4% | 0.6% | 0.3% | 2.1% | 1.1% | 0.0% | 50 |
| 51 UTILITIES | 17,383 | 1,508 | 12,606 | 15,439 | 4,990 | 26,539 | 11,354 | 18,235 | 0 | 3,962 | 3,028 | 51 |
| 52 % TOTAL OPERATING GROSS | 0.6% | 0.7% | 0.5% | 1.0% | 0.4% | 0.7% | 0.6% | 0.6% | 0.0% | 0.6% | 0.9% | 52 |
| 53 | | | | | | | | | | | | 53 |
| 54 TOTAL FIXED EXPENSE | 51,041 | 9,572 | 72,057 | 83,593 | 34,030 | 198,711 | 80,016 | 189,679 | 17,162 | 48,892 | 24,977 | 54 |
| 55 % TOTAL OPERATING GROSS | 1.6% | 4.1% | 2.6% | 5.6% | 3.0% | 4.9% | 5.2% | 6.0% | 8.0% | 7.9% | 7.5% | 55 |
| 56 TOTAL EXPENSE - FIXED & OPER | 382,320 | 31,304 | 387,788 | 227,120 | 185,519 | 750,615 | 318,445 | 618,098 | 44,689 | 174,904 | 94,955 | 56 |
| 57 % TOTAL OPERATING GROSS *** | 12.1% | 13.5% | 14.2% | 15.2% | 16.1% | 18.4% | 19.2% | 19.4% | 20.9% | 28.3% | 28.4% | 57 |

| | JAMES | MARK | RYAN | BOB M. | DON/TIM | GROUP | BENCHMARK | BO | ROY | SAM | TODD | |
|--|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----|
| 1 USED CAR INVENTORY - EOM | 52,216 | 188,548 | 318,559 | 2,388,983 | 2,631,645 | 1,389,162 | 168,315 | 2,833,569 | 2,181,071 | 1,243,974 | 663,892 | 1 |
| 2 DAYS SUPPLY \$ AMT / # UNITS | 17/15 | 40/45 | 38/36 | 35/37 | 40/55 | 48/56 | 45/46 | 53/55 | 50/62 | 78/83 | 82/113 | 2 |
| 3 USED CAR TURN PER YEAR | 22 | 9 | 10 | 10 | 9 | 9 | 8 | 7 | 7 | 5 | 4 | 3 |
| 4 | | | | | | | | | | | | 4 |
| 5 USED TRUCK INVENTORY - EOM | 19,373 | 221,610 | 341,546 | 0 | 445,109 | 1,014,070 | 86,782 | 1,771,845 | 3,633,713 | 0 | 665,294 | 5 |
| 6 DAYS SUPPLY \$ AMT / # UNITS | 20/20 | 198/120 | 31/31 | 0/0 | 39/44 | 73/65 | 46/50 | 58/57 | 63/69 | 0/0 | 104/115 | 6 |
| 7 USED TRUCK TURN PER YEAR | 18 | 2 | 12 | 0 | 9 | 8 | 8 | 6 | 6 | 0 | 3 | 7 |
| 8 | | | | | | | | | | | | 8 |
| 9 OTHER INVENTORY - EOM | 14,026 | 0 | 1,580,323 | 0 | 0 | 524,222 | 0 | 114,729 | 387,811 | 0 | 0 | 9 |
| 10 DAYS SUPPLY \$ AMT / # UNITS | 133/150 | 0/0 | 33/29 | 0/0 | 0/0 | 208/136 | 0/0 | 383/195 | 284/171 | 0/0 | 0/0 | 10 |
| 11 USED OTHER TURN PER YEAR | 3 | 0 | 11 | 0 | 0 | 4 | 0 | 1 | 1 | 0 | 0 | 11 |
| 12 | | | | | | | | | | | | 12 |
| 13 TOTAL VEHICLE INVENTORY - EOM | 85,615 | 410,158 | 2,240,428 | 2,388,983 | 3,076,754 | 2,410,871 | 255,097 | 4,720,143 | 6,202,595 | 1,243,974 | 1,329,186 | 13 |
| 14 DAYS SUPPLY \$ AMOUNT | 20 | 32 | 33 | 35 | 40 | 50 | 45 | 56 | 60 | 78 | 92 | 14 |
| 15 DAYS SUPPLY - # UNITS | 20 | 58 | 65 | 37 | 2,822 | 369 | 47 | 56 | 68 | 83 | 114 | 15 |
| 16 TOTAL INVENTORY TURN PER YEAR | 17.57 | 11.4 | 10.79 | 10.28 | 8.96 | 8.89 | 8 | 6.48 | 5.98 | 4.62 | 3.92 | 16 |
| 17 EXCESS \$ INVENTORY OVER 30 DAYS | 0 | 20,352 | 0 | 341,582 | 780,464 | 686,255 | 85,101 | 2,057,460 | 2,724,899 | 765,103 | 895,457 | 17 |
| 18 | | | | | | | | | | | | 18 |
| 19 TOTAL INVENTORY TURN - CURR MO | 17.57 | 11.40 | 10.79 | 10.28 | 8.96 | 8.89 | 8.00 | 6.48 | 5.98 | 4.62 | 3.92 | 19 |
| 20 TOTAL INVENTORY TURN - PREV MO | 10.18 | 9.25 | 9.49 | 7.51 | 8.32 | 6.33 | 7.86 | 3.96 | 2.85 | 3.08 | 2.35 | 20 |
| 21 TOTAL INVENTORY TURN - PRIOR MO | 8.84 | 6.87 | 7.16 | 4.34 | 7.28 | 5.08 | 7.86 | 2.36 | 2.06 | 4.60 | 2.26 | 21 |
| 22 | | | | | | | | | | | | 22 |
| 23 GROSS PROFIT AS % OF INV INVESTMENT *** | 147.7% | 47.6% | 42.1% | 63.3% | 96.1% | 55.8% | 67.0% | 21.4% | 21.3% | 43.2% | 19.3% | 23 |
| 24 | | | | | | | | | | | | 24 |
| 25 TOTAL INV DOLLARS - CURR MO | 85,615 | 410,158 | 2,240,428 | 2,388,983 | 3,076,754 | 2,410,871 | 255,097 | 4,720,143 | 6,202,595 | 1,243,974 | 1,329,186 | 25 |
| 26 % OVER 60 | 91.7% | 30.1% | 15.6% | 20.7% | 24.3% | 49.5% | 19.3% | 64.6% | 65.0% | 53.0% | 80.3% | 26 |
| 27 | | | | | | | | | | | | 27 |
| 28 TOTAL INV DOLLARS - PREV MO | 132,731 | 405,344 | 2,131,475 | 2,577,753 | 2,761,634 | 2,851,567 | 251,943 | 5,568,268 | 8,488,624 | 1,637,362 | 1,960,912 | 28 |
| 29 % OVER 60 | 90.4% | 42.1% | 25.1% | 34.5% | 27.7% | 52.2% | 19.6% | 73.5% | 66.2% | 23.2% | 86.9% | 29 |
| 30 | | | | | | | | | | | | 30 |
| 31 TOTAL INV DOLLARS - PRIOR MO | 145,006 | 376,168 | 2,242,970 | 2,633,213 | 2,678,469 | 2,897,840 | 251,943 | 6,429,892 | 8,425,647 | 1,263,998 | 1,885,199 | 31 |
| 32 % OVER 60 | 90.2% | 25.8% | 29.1% | 27.3% | 31.5% | 44.4% | 19.6% | 53.1% | 62.4% | 17.9% | 62.6% | 32 |
| 33 | | | | | | | | | | | | 33 |
| 34 CURRENT MONTH CONTRACTS | | | | | | | | | | | | 34 |
| 35 | | | | | | | | | | | | 35 |
| 36 IN TRANSIT 1 TO 15 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 36 |
| 37 IN TRANSIT 16 TO 30 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 37 |
| 38 IN TRANSIT ABOVE 30 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 38 |
| 39 | | | | | | | | | | | | 39 |
| 40 PREVIOUS MONTH CONTRACTS | | | | | | | | | | | | 40 |
| 41 | | | | | | | | | | | | 41 |
| 42 IN TRANSIT 1 TO 15 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 42 |
| 43 IN TRANSIT 16 TO 30 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 43 |
| 44 IN TRANSIT ABOVE 30 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 44 |
| 45 | | | | | | | | | | | | 45 |
| 46 PRIOR MONTH CONTRACTS | | | | | | | | | | | | 46 |
| 47 | | | | | | | | | | | | 47 |
| 48 IN TRANSIT 1 TO 15 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 48 |
| 49 IN TRANSIT 16 TO 30 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 49 |
| 50 IN TRANSIT ABOVE 30 DAYS | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 50 |
| 51 | | | | | | | | | | | | 51 |
| 52 CIT RATIO TO RETAIL SALES (90 DAY) | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 52 |
| 53 | | | | | | | | | | | | 53 |
| 54 | | | | | | | | | | | | 54 |
| 55 | | | | | | | | | | | | 55 |
| 56 # OF MONTHS SUBMITTED # | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 56 |
| 57 # OF LOTS # | 1 | 2 | 4 | 11 | 23 | 6 | 1 | 6 | 6 | 3 | 1 | 57 |

| | TODD | SAM | BO | DON/TIM | JAMES | RYAN | MARK | ROY | BOB M. | GROUP | BENCHMARK | |
|-------------------------------------|------------|------------|------------|------------|-----------|------------|----------|------------|------------|------------|-----------|-------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 1 # OF LOANS SUBMITTED # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 2 # OF LOANS CONDITIONED # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| 3 # OF LOANS APPROVED # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| 4 | | | | | | | | | | | | 4 |
| 5 # CAR NOTES MADE # | 92 | 127 | 471 | 710 | 45 | 109 | 0 | 469 | 432 | 307 | 40 | 5 |
| 6 TOTAL CAR NOTES MADE # | 831,619 | 1,310,997 | 5,686,205 | 5,218,649 | 366,808 | 1,444,957 | 0 | 5,474,379 | 4,079,508 | 3,051,640 | 0 | 6 |
| 7 # SALES ACCOUNTS - EOM # | 1,696 | 2,219 | 6,880 | 9,677 | 857 | 0 | 0 | 5,874 | 4,887 | 4,584 | 516 | 7 |
| 8 CAR SALES RECEIVABLES - EOM \$ | 10,512,014 | 17,369,338 | 56,264,679 | 50,540,183 | 5,221,308 | 18,732,997 | 0 | 49,028,574 | 32,840,621 | 30,063,714 | 3,636,000 | 8 |
| 9 # DOWN PAYMENT NOTES MADE # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 |
| 10 TOTAL \$ DOWN PMNT NOTES MADE \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| 11 # DOWN PAYMENT NOTES - EOM # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 |
| 12 RECV DOWN PMNT NOTES - EOM \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 |
| 13 TOTAL # SERVICE NOTES MADE # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 |
| 14 TOTAL \$ SERVICE NOTES MADE \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 14 |
| 15 # SERVICE NOTES - EOM \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 15 |
| 16 RECV SERVICE NOTES - EOM \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 16 |
| 17 TOTAL # ALL NOTES MADE # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 40 | 17 |
| 18 TOTAL \$ ALL NOTES MADE \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 |
| 19 TOTAL # ALL NOTES - EOM # | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 516 | 19 |
| 20 TOTAL \$ ALL NOTES - EOM \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,636,032 | 20 |
| 21 TOTAL COLLECTION-SALE ACCTS \$ | 452,639 | 794,532 | 1,905,611 | 1,929,162 | 205,069 | 651,699 | 0 | 1,793,125 | 1,532,267 | 1,158,013 | 151,500 | 21 |
| 22 TOTAL COLLECTION-DOWN NOTES \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 22 |
| 23 TOTAL COLLECTION-SERV NOTES \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 23 |
| 24 TOTAL COLLECTION-RECOVERY \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 24 |
| 25 TOTAL COLLECTION-ALL NOTES \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 |
| 26 | | | | | | | | | | | | 26 |
| 27 CASH FLOW | | | | | | | | | | | | 27 |
| 28 TOTAL DOLLARS COLLECTED \$ | 936,138 | 1,362,793 | 2,804,055 | 4,024,851 | 367,375 | 2,975,021 | 0 | 2,882,327 | 1,975,634 | 2,166,024 | 252,748 | 28 |
| 29 TOTAL NET LOAN ADVANCE \$ | -325,298 | -444,112 | -794,771 | 549,429 | 0 | -4,850 | 0 | 0 | 313,000 | -117,767 | 6,795 | 29 |
| 30 TOTAL EXPENSE PAID \$ | 663,480 | 583,963 | 3,283,491 | 4,465,566 | 367,572 | 3,202,053 | 149,316 | 2,154,167 | 2,820,517 | 1,965,569 | 245,161 | 30 |
| 31 EQUAL TO CASH FLOW \$ | -52,640 | 334,718 | -1,274,207 | 108,714 | -197 | -231,882 | -149,316 | 728,160 | -531,883 | -118,726 | 792 | 31 |
| 32 | | | | | | | | | | | | 32 |
| 33 INTEREST INCOME COLLECTED \$ | 166,312 | 308,010 | 1,301,724 | 687,679 | 80,820 | 234,904 | 0 | 559,096 | 452,909 | 473,932 | 52,563 | 33 |
| 34 INSURANCE INCOME \$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 34 |
| 35 DISCOUNT INCOME \$ | 256,568 | 276,749 | 383,178 | 1,480,869 | 83,484 | 406,344 | 0 | 0 | 487,801 | 482,142 | 27,905 | 35 |
| 36 OTHER INCOME \$ | 250 | 2,232 | 0 | 203 | 644 | 18,881 | 0 | 11,632 | -9,580 | 3,466 | 1,801 | 36 |
| 37 RECOVERY INCOME \$ | 0 | 44,585 | 158,659 | 92,019 | 0 | 39,596 | 0 | 2,527 | 90,715 | 71,350 | 3,004 | 37 |
| 38 TOTAL \$ | 426,103 | 631,626 | 1,843,561 | 2,260,770 | 164,948 | 699,725 | 0 | 573,845 | 1,024,732 | 953,164 | 85,273 | 38 |
| 39 | | | | | | | | | | | | 39 |
| 40 | | | | | | | | | | | | 40 |
| 41 | | | | | | | | | | | | 41 |
| 42 | | | | | | | | | | | | 42 |
| 43 | | | | | | | | | | | | 43 |
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| 52 | | | | | | | | | | | | 52 |
| 53 | | | | | | | | | | | | 53 |
| 54 | | | | | | | | | | | | 54 |
| 55 | | | | | | | | | | | | 55 |
| 56 # OF MONTHS SUBMITTED # | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 56 |
| 57 # OF LOTS # | 1 | 3 | 6 | 23 | 1 | 4 | 2 | 6 | 11 | 6 | 1 | 57 |

| | TODD | SAM | BO | DON/TIM | JAMES | RYAN | MARK | ROY | BOB M. | GROUP | BENCHMARK |
|---------------------------------------|------------|------------|------------|------------|-----------|------------|-----------|------------|------------|------------|-----------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 1 CURRENT MONTH----- | | | | | | | | | | | |
| 2 NUMBER OF LOANS SUBMITTED | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| 3 NUMBER OF LOANS APPROVED | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 % APPROVAL | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 5 NUMBER OF LOANS CONDITIONED | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6 | | | | | | | | | | | |
| 7 TOTAL NUMBER OF ALL NOTES - EOM | 1,696 | 2,219 | 6,880 | 9,677 | 857 | 0 | 0 | 5,874 | 4,887 | 4,584 | 516 |
| 8 TOTAL NUMBER OF ALL NOTES - BOM | 1,786 | 2,156 | 6,749 | 9,489 | 855 | 0 | 445 | 5,755 | 4,679 | 3,989 | 757 |
| 9 % CHANGE | -5.0% | 2.9% | 1.9% | 2.0% | 0.2% | 0.0% | -100.0% | 2.1% | 4.4% | -11.4% | -31.8% |
| 10 | | | | | | | | | | | |
| 11 TOTAL ALL NOTES EOM | 10,512,014 | 17,369,338 | 56,264,679 | 50,540,183 | 5,221,308 | 18,732,997 | 0 | 49,028,574 | 32,840,621 | 30,063,714 | 3,636,000 |
| 12 TOTAL ALL NOTES BOM | 10,812,329 | 17,365,438 | 54,448,537 | 49,028,330 | 5,219,292 | 18,266,391 | 2,413,103 | 47,058,929 | 31,658,823 | 26,252,352 | 3,854,141 |
| 13 % CHANGE | -2.8% | 0.0% | 3.3% | 3.1% | 0.0% | 2.6% | -100.0% | 4.2% | 3.7% | -9.5% | -5.7% |
| 14 | | | | | | | | | | | |
| 15 TOTAL COLLECTION ALL NOTES | 618,951 | 1,102,542 | 3,207,335 | 2,616,841 | 285,889 | 886,603 | 0 | 2,352,221 | 1,985,176 | 1,631,945 | 204,063 |
| 16 % OF ALL NOTES - EOM | 5.9% | 6.3% | 5.7% | 5.2% | 5.5% | 4.7% | 0.0% | 4.8% | 6.0% | 5.5% | 5.6% |
| 17 AVERAGE DOLLARS PER ALL NOTES | 365 | 497 | 466 | 270 | 334 | 0 | 0 | 400 | 406 | 391 | 395 |
| 18 | | | | | | | | | | | |
| 19 # CAR NOTES MADE | 92 | 127 | 471 | 710 | 45 | 109 | 0 | 469 | 432 | 307 | 40 |
| 20 AVG - SALE PRICE | 8,714 | 8,413 | 11,740 | 7,919 | 7,722 | 10,971 | 8,398 | 11,940 | 9,875 | 9,521 | 8,601 |
| 21 AVG - GROSS | 4,333 | 4,643 | 4,588 | 4,685 | 4,667 | 5,647 | 4,154 | 5,439 | 5,136 | 4,810 | 4,351 |
| 22 AVG - COST | 4,381 | 3,771 | 7,152 | 3,234 | 3,055 | 5,325 | 4,244 | 6,501 | 4,739 | 4,711 | 4,250 |
| 23 AVG - DOWN PAYMENT | 926 | 488 | 1,164 | 572 | 848 | 1,068 | 742 | 1,037 | 560 | 823 | 762 |
| 24 AVG - EXPOSURE | 3,455 | 3,283 | 5,973 | 2,662 | 2,209 | 7,889 | 5,349 | 5,454 | 4,179 | 4,495 | 3,488 |
| 25 AVG - # WEEKS TO + \$ POSITION | 44 | 33 | 69 | 35 | 15 | 93 | 69 | 57 | 49 | 52 | 44 |
| 26 | | | | | | | | | | | |
| 27 AVG - BEGINNING LOAN BAL | 9,039 | 10,323 | 12,073 | 7,350 | 8,151 | 13,256 | 0 | 11,672 | 9,443 | 10,164 | 0 |
| 28 AVG - PAYMENT PER WEEK | 78 | 98 | 87 | 76 | 150 | 85 | 77 | 95 | 85 | 92 | 80 |
| 29 AVG - CONTRACT TERM (WEEKS) | 145 | 150 | 208 | 122 | 76 | 203 | 138 | 155 | 143 | 149 | 134 |
| 30 AVG - CONTRACT GROSS BALANCE | 11,310 | 14,700 | 18,096 | 9,272 | 11,400 | 17,255 | 10,626 | 14,725 | 12,155 | 13,282 | 10,720 |
| 31 POTENTIAL FIN EARNING | 2,271 | 4,377 | 6,023 | 1,922 | 3,249 | 3,999 | 10,626 | 3,053 | 2,712 | 4,248 | 10,720 |
| 32 ***** | | | | | | | | | | | |
| 33 | | | | | | | | | | | |
| 34 CHARGE OFF FOR MONTH | 274,041 | 464,248 | 947,134 | 1,347,057 | 58,887 | 234,201 | 12,770 | 981,204 | 326,604 | 516,238 | 50,261 |
| 35 | | | | | | | | | | | |
| 36 # REPOS / CHARGE OFFS | 39 | 74 | 176 | 298 | 17 | 37 | 0 | 183 | 128 | 119 | 12 |
| 37 AVG C/O BEFORE COLLATERAL RECOVERY | 7,027 | 7,700 | 8,742 | 4,941 | 5,339 | 7,821 | 0 | 9,353 | 6,794 | 7,215 | 0 |
| 38 AVG C/O AFTER COLLATERAL RECOVERY | 7,027 | 6,274 | 5,381 | 4,520 | 3,464 | 6,330 | 0 | 5,362 | 2,552 | 5,114 | 4,188 |
| 39 AGE LOAN IN MONTHS/CHARGE OFF | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 40 | | | | | | | | | | | |
| 41 | | | | | | | | | | | |
| 42 CHARGE OFF \$ YTD | 533,698 | 806,481 | 1,717,022 | 2,584,417 | 135,818 | 444,172 | 69,745 | 1,839,940 | 705,937 | 981,914 | 50,261 |
| 43 # CHARGE OFFS YTD | 101 | 117 | 291 | 577 | 42 | 73 | 8 | 361 | 264 | 204 | 28 |
| 44 AVG CHARGE OFFS PER MONTH | 266,849 | 403,241 | 858,511 | 1,292,209 | 67,909 | 222,086 | 34,873 | 919,970 | 352,969 | 490,957 | 25,131 |
| 45 | | | | | | | | | | | |
| 46 | | | | | | | | | | | |
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| 53 | | | | | | | | | | | |
| 54 | | | | | | | | | | | |
| 55 | | | | | | | | | | | |
| 56 # OF MONTHS SUBMITTED | # | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| 57 # OF LOTS | # | 1 | 3 | 6 | 23 | 1 | 4 | 2 | 6 | 11 | 1 |

| | TODD | SAM | BO | DON/TIM | JAMES | RYAN | MARK | ROY | BOB M. | GROUP | BENCHMARK | | |
|----|------------------------------------|------------|------------|------------|------------|-----------|------------|-----------|------------|------------|------------|-----------|----|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | | |
| 1 | PREVIOUS MONTH----- | | | | | | | | | | | 1 | |
| 2 | NUMBER OF LOANS SUBMITTED | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | |
| 3 | NUMBER OF LOANS APPROVED | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | |
| 4 | % APPROVAL | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 4 | |
| 5 | NUMBER OF LOANS CONDITIONED | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | |
| 6 | | | | | | | | | | | | 6 | |
| 7 | TOTAL NUMBER OF ALL NOTES - EOM | 1,786 | 2,156 | 6,749 | 9,489 | 855 | 445 | 5,755 | 4,679 | 3,989 | 757 | 7 | |
| 8 | TOTAL NUMBER OF ALL NOTES - BOM | 1,684 | 2,159 | 6,737 | 9,378 | 867 | 0 | 5,735 | 4,613 | 4,453 | 757 | 8 | |
| 9 | % CHANGE | 6.1% | -0.1% | 0.2% | 1.2% | -1.4% | 0.0% | 0.3% | 1.4% | 1.1% | 0.0% | 9 | |
| 10 | | | | | | | | | | | | 10 | |
| 11 | TOTAL ALL NOTES EOM | 10,812,329 | 17,365,438 | 54,448,537 | 49,028,330 | 5,219,292 | 18,266,391 | 2,413,103 | 47,058,929 | 31,658,823 | 26,252,352 | 3,854,141 | 11 |
| 12 | TOTAL ALL NOTES BOM | 10,445,254 | 17,037,167 | 78,315,632 | 48,201,363 | 5,320,213 | 18,045,535 | 0 | 56,780,324 | 36,974,099 | 33,889,948 | 3,854,141 | 12 |
| 13 | % CHANGE | 3.5% | 1.9% | -30.5% | 1.7% | -1.9% | 1.2% | 0.0% | -17.1% | -14.4% | -6.9% | 0.0% | 13 |
| 14 | | | | | | | | | | | | | 14 |
| 15 | TOTAL COLLECTION ALL NOTES | 734,683 | 968,178 | 3,157,369 | 2,506,705 | 276,167 | 825,204 | 96,945 | 2,311,131 | 2,224,971 | 1,455,706 | 55,444 | 15 |
| 16 | % OF ALL NOTES - EOM | 6.8% | 5.6% | 5.8% | 5.1% | 5.3% | 4.5% | 4.0% | 4.9% | 7.0% | 5.4% | 1.4% | 16 |
| 17 | AVERAGE DOLLARS PER ALL NOTES | 411 | 449 | 468 | 264 | 323 | 0 | 218 | 402 | 476 | 376 | 73 | 17 |
| 18 | | | | | | | | | | | | | 18 |
| 19 | # CAR NOTES MADE | 80 | 115 | 297 | 597 | 35 | 81 | 29 | 324 | 338 | 211 | 42 | 19 |
| 20 | AVG - SALE PRICE | 8,484 | 8,407 | 11,880 | 7,655 | 7,879 | 10,888 | 7,891 | 11,704 | 9,606 | 9,377 | 7,947 | 20 |
| 21 | AVG - GROSS | 4,211 | 4,749 | 4,482 | 4,447 | 4,802 | 5,473 | 4,469 | 5,561 | 4,831 | 4,780 | 4,016 | 21 |
| 22 | AVG - COST | 4,273 | 3,659 | 7,397 | 3,208 | 3,077 | 5,414 | 3,421 | 6,144 | 4,775 | 4,597 | 3,931 | 22 |
| 23 | AVG - DOWN PAYMENT | 575 | 480 | 1,000 | 372 | 596 | 922 | 707 | 1,040 | 426 | 680 | 752 | 23 |
| 24 | AVG - EXPOSURE | 3,698 | 3,179 | 6,401 | 2,836 | 3,036 | 8,141 | 5,541 | 5,108 | 4,349 | 4,699 | 3,179 | 24 |
| 25 | AVG - # WEEKS TO + \$ POSITION | 46 | 33 | 71 | 39 | 38 | 97 | 76 | 56 | 52 | 56 | 41 | 25 |
| 26 | | | | | | | | | | | | | 26 |
| 27 | AVG - BEGINNING LOAN BAL | 9,555 | 10,447 | 12,627 | 7,116 | 8,366 | 13,559 | 7,228 | 11,703 | 12,098 | 10,300 | 0 | 27 |
| 28 | AVG - PAYMENT PER WEEK | 80 | 96 | 90 | 73 | 79 | 84 | 73 | 91 | 84 | 83 | 78 | 28 |
| 29 | AVG - CONTRACT TERM (WEEKS) | 151 | 153 | 207 | 122 | 150 | 203 | 128 | 161 | 144 | 158 | 126 | 29 |
| 30 | AVG - CONTRACT GROSS BALANCE | 12,080 | 14,688 | 18,630 | 8,906 | 11,850 | 17,052 | 9,344 | 14,651 | 12,096 | 13,255 | 9,828 | 30 |
| 31 | POTENTIAL FIN EARNING | 2,525 | 4,241 | 6,003 | 1,790 | 3,484 | 3,493 | 2,116 | 2,948 | -2 | 2,955 | 9,828 | 31 |
| 32 | ***** | | | | | | | | | | | | 32 |
| 33 | | | | | | | | | | | | | 33 |
| 34 | CHARGE OFF FOR MONTH | 259,657 | 342,233 | 769,888 | 1,237,360 | 76,931 | 209,971 | 56,975 | 858,736 | 379,333 | 465,676 | 52,137 | 34 |
| 35 | | | | | | | | | | | | | 35 |
| 36 | # REPOS / CHARGE OFFS | 62 | 43 | 115 | 279 | 25 | 36 | 8 | 178 | 136 | 98 | 16 | 36 |
| 37 | AVG C/O BEFORE COLLATERAL RECOVERY | 4,189 | 9,875 | 9,458 | 4,786 | 4,022 | 7,224 | 7,122 | 9,248 | 6,633 | 6,951 | 0 | 37 |
| 38 | AVG C/O AFTER COLLATERAL RECOVERY | 4,188 | 7,959 | 6,695 | 4,435 | 3,077 | 5,833 | 7,122 | 4,824 | 2,789 | 5,214 | 3,259 | 38 |
| 39 | AGE LOAN IN MONTHS/CHARGE OFF | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 39 |
| 40 | | | | | | | | | | | | | 40 |
| 41 | | | | | | | | | | | | | 41 |
| 42 | CHARGE OFF \$ YTD | 259,657 | 342,233 | 769,888 | 1,237,360 | 76,931 | 209,971 | 56,975 | 858,736 | 379,333 | 465,676 | 52,137 | 42 |
| 43 | # CHARGE OFFS YTD | 101 | 117 | 291 | 577 | 42 | 73 | 8 | 361 | 264 | 204 | 28 | 43 |
| 44 | AVG CHARGE OFFS PER MONTH | 129,829 | 171,117 | 384,944 | 618,680 | 38,466 | 104,986 | 28,488 | 429,368 | 189,667 | 232,838 | 26,069 | 44 |
| 45 | | | | | | | | | | | | | 45 |
| 46 | | | | | | | | | | | | | 46 |
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| 54 | | | | | | | | | | | | | 54 |
| 55 | | | | | | | | | | | | | 55 |
| 56 | # OF MONTHS SUBMITTED | # | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 56 |
| 57 | # OF LOTS | # | 1 | 3 | 6 | 21 | 1 | 4 | 2 | 6 | 11 | 6 | 57 |

| | TODD | SAM | BO | DON/TIM | JAMES | RYAN | MARK | ROY | BOB M. | GROUP | BENCHMARK | |
|----|-------------------------------|-----------|------------|-----------|---------|-----------|----------|------------|-----------|-----------|-----------|----|
| 1 | CURRENT MONTH----- | | | | | | | | | | | |
| 2 | 452,639 | 794,532 | 1,905,611 | 1,929,162 | 205,069 | 651,699 | 0 | 1,793,125 | 1,532,267 | 1,158,013 | 151,500 | 1 |
| 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 |
| 5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 |
| 6 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 |
| 7 | -325,298 | -444,112 | -794,771 | 549,429 | 0 | -4,850 | 0 | 0 | 313,000 | -117,767 | 6,795 | 6 |
| 8 | 663,480 | 583,963 | 3,283,491 | 4,465,566 | 367,572 | 3,202,053 | 149,316 | 2,154,167 | 2,820,517 | 1,965,569 | 245,161 | 7 |
| 9 | -52,640 | 334,718 | -1,274,207 | 108,714 | -197 | -231,882 | -149,316 | 728,160 | -531,883 | -118,726 | 792 | 8 |
| 10 | | | | | | | | | | | | |
| 11 | PREVIOUS MONTH----- | | | | | | | | | | | |
| 12 | 523,917 | 662,546 | 1,947,266 | 1,836,049 | 191,342 | 591,570 | 96,945 | 1,749,231 | 1,798,260 | 1,044,125 | 0 | 9 |
| 13 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 |
| 15 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 12 |
| 16 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 |
| 17 | -453,222 | 245,757 | -879,779 | 699,224 | 0 | -5,676 | 0 | 0 | 341,000 | -8,783 | 0 | 14 |
| 18 | 760,865 | 1,322,020 | 2,499,787 | 3,536,444 | 320,491 | 2,793,713 | 130,411 | 3,228,862 | 2,391,456 | 1,887,117 | 283,607 | 15 |
| 19 | -418,787 | 84,378 | -591,083 | 658,074 | 39,691 | -129,582 | -130,411 | -569,021 | 139,980 | -101,862 | 23,250 | 16 |
| 20 | | | | | | | | | | | | |
| 21 | PRIOR MONTH----- | | | | | | | | | | | |
| 22 | 688,729 | 787,114 | 2,802,025 | 1,854,121 | 163,257 | 597,381 | 0 | 2,280,091 | 1,581,970 | 1,344,336 | 0 | 17 |
| 23 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 18 |
| 24 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 19 |
| 25 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 |
| 26 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21 |
| 27 | 20,241 | 1,019,283 | 221 | 335,180 | 0 | 0 | 0 | 0 | -176,000 | 239,785 | 0 | 22 |
| 28 | 1,141,169 | 1,360,068 | 2,754,051 | 3,242,805 | 389,867 | 662,491 | 93,126 | 2,508,780 | 2,008,460 | 1,573,424 | 283,607 | 23 |
| 29 | -11,541 | 523,450 | 800,007 | 470,491 | 50,723 | -641,792 | -93,126 | 34,586 | -283,187 | 94,401 | 23,250 | 24 |
| 30 | | | | | | | | | | | | |
| 31 | YEAR TO DATE----- | | | | | | | | | | | |
| 32 | 976,556 | 1,457,078 | 3,852,877 | 3,765,211 | 396,411 | 1,243,269 | 96,945 | 3,542,356 | 3,330,527 | 2,073,470 | 151,500 | 25 |
| 33 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 26 |
| 34 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 27 |
| 35 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 28 |
| 36 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 29 |
| 37 | -778,520 | -198,355 | -1,674,550 | 1,248,653 | 0 | -10,526 | 0 | 0 | 654,000 | -126,550 | 6,795 | 30 |
| 38 | 1,424,345 | 1,905,983 | 5,783,278 | 8,002,010 | 688,063 | 5,995,766 | 279,727 | 5,383,029 | 5,211,973 | 3,852,686 | 528,768 | 31 |
| 39 | -471,427 | 419,096 | -1,865,290 | 766,788 | 39,494 | -361,464 | -279,727 | 159,139 | -391,903 | -220,588 | 24,042 | 32 |
| 40 | | | | | | | | | | | | |
| 41 | YEAR TO DATE - PRIOR YEAR---- | | | | | | | | | | | |
| 42 | 724,121 | 1,324,069 | 5,834,597 | 2,380,495 | 417,192 | 1,313,789 | 162,362 | 4,331,842 | 2,692,047 | 2,131,168 | 0 | 33 |
| 43 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 34 |
| 44 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 35 |
| 45 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 36 |
| 46 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 37 |
| 47 | 0 | -252,451 | 435,125 | -134,000 | 0 | 67,391 | 0 | -200,000 | 102,000 | 3,011 | 0 | 38 |
| 48 | 641,668 | 1,196,501 | 8,507,915 | 3,818,191 | 821,207 | 6,190,896 | 95,405 | 6,751,162 | 4,488,213 | 3,612,351 | 567,214 | 39 |
| 49 | -634,812 | 62,783 | 2,185,819 | 1,050,680 | -9,697 | 3,243 | 94,861 | -1,988,825 | -728,998 | 3,895 | 46,500 | 40 |
| 50 | | | | | | | | | | | | |
| 51 | | | | | | | | | | | | |
| 52 | | | | | | | | | | | | |
| 53 | | | | | | | | | | | | |
| 54 | | | | | | | | | | | | |
| 55 | | | | | | | | | | | | |
| 56 | # OF MONTHS SUBMITTED | # | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 56 |
| 57 | # OF LOTS | # | 1 | 3 | 6 | 23 | 1 | 4 | 2 | 6 | 11 | 57 |

| | TODD | SAM | BO | DON/TIM | JAMES | RYAN | MARK | ROY | BOB M. | GROUP | BENCHMARK | |
|--------------------------------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|----|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | |
| 1 RETAIL SALES (UNITS) | 99 | 127 | 357 | 710 | 41 | 225 | 64 | 476 | 432 | 281 | 40 | 1 |
| 2 RETAIL SALES (DOLLARS) | 862,656 | 1,068,508 | 4,180,841 | 5,622,346 | 314,860 | 2,965,698 | 596,810 | 5,653,256 | 4,265,938 | 2,836,768 | 344,024 | 2 |
| 3 AVERAGE RETAIL PRICE | 8,714 | 8,413 | 11,711 | 7,919 | 7,680 | 13,181 | 9,325 | 11,877 | 9,875 | 9,855 | 8,601 | 3 |
| 4 COGS | 433,729 | 478,871 | 2,547,954 | 2,296,290 | 125,356 | 2,015,358 | 389,806 | 3,089,885 | 2,047,401 | 1,491,628 | 169,996 | 4 |
| 5 RETAIL GROSS PROFIT | 428,927 | 589,637 | 1,632,887 | 3,326,056 | 189,504 | 950,340 | 207,004 | 2,563,371 | 2,218,537 | 1,345,140 | 174,028 | 5 |
| 6 GROSS PER UNIT | 4,333 | 4,643 | 4,574 | 4,685 | 4,622 | 4,224 | 3,234 | 5,385 | 5,136 | 4,537 | 4,351 | 6 |
| 7 | | | | | | | | | | | | 7 |
| 8 CASH / WHOLESALE (UNITS) | 76 | 29 | 66 | 109 | 5 | 83 | 14 | 139 | 52 | 64 | 8 | 8 |
| 9 CASH / WHOLESALE (DOLLARS) | 93,437 | 68,810 | 191,325 | 56,383 | 9,343 | 306,513 | 45,009 | 216,534 | 100,967 | 120,925 | 11,152 | 9 |
| 10 AVERAGE WHOLESALE PRICE | 1,229 | 2,373 | 2,899 | 517 | 1,869 | 3,693 | 3,215 | 1,558 | 1,942 | 2,144 | 1,394 | 10 |
| 11 COGS | 125,503 | 72,798 | 231,577 | 88,783 | 4,407 | 237,811 | 38,313 | 206,670 | 129,071 | 126,104 | 12,654 | 11 |
| 12 WHOLESALE GROSS PROFIT | -32,066 | -3,988 | -40,252 | -32,400 | 4,936 | 68,702 | 6,696 | 9,864 | -28,104 | -5,179 | -1,502 | 12 |
| 13 GROSS PER UNIT | -422 | -138 | -610 | -297 | 987 | 828 | 478 | 71 | -540 | 40 | -188 | 13 |
| 14 | | | | | | | | | | | | 14 |
| 15 SERVICE SALES | 106,862 | 63,544 | 0 | 0 | 24,510 | 0 | 0 | 0 | 0 | 64,972 | 1,148 | 15 |
| 16 SERVICE GROSS | 52,494 | 36,671 | 0 | 0 | 5,174 | 0 | 0 | 0 | 0 | 31,446 | 626 | 16 |
| 17 | | | | | | | | | | | | 17 |
| 18 OPERATIONAL GROSS PROFIT | 449,355 | 612,929 | 1,592,635 | 3,293,656 | 199,614 | 1,011,842 | 213,700 | 2,573,235 | 2,190,433 | 1,348,600 | 173,152 | 18 |
| 19 GROSS MARGIN | 42.3% | 51.0% | 36.4% | 58.0% | 57.2% | 30.9% | 33.3% | 43.8% | 50.2% | 44.8% | 48.6% | 19 |
| 20 | | | | | | | | | | | | 20 |
| 21 DISCOUNT ON SALE/REC. | 253,711 | 525,398 | 918,249 | 2,081,693 | 113,817 | 577,983 | 80,386 | 0 | 1,527,758 | 759,874 | 106,553 | 21 |
| 22 DISCOUNT PERCENT | 29.4% | 49.2% | 22.0% | 37.0% | 36.1% | 19.5% | 13.5% | 0.0% | 35.8% | 30.3% | 31.0% | 22 |
| 23 | | | | | | | | | | | | 23 |
| 24 NET OPERATIONAL GROSS | 195,644 | 87,531 | 674,386 | 1,211,963 | 85,797 | 433,859 | 133,314 | 2,573,235 | 662,675 | 673,156 | 66,599 | 24 |
| 25 | | | | | | | | | | | | 25 |
| 26 SELLING EXPENSE (DIRECT) | 67,996 | 111,610 | 307,566 | 483,285 | 37,220 | 231,423 | 56,935 | 362,104 | 171,475 | 203,290 | 25,810 | 26 |
| 27 PERSONNEL EXPENSE | 31,848 | 72,008 | 150,738 | 263,004 | 75,416 | 247,807 | 44,472 | 305,977 | 180,896 | 152,463 | 25,938 | 27 |
| 28 OPERATING EXPENSE | 48,361 | 12,131 | 24,648 | 84,927 | 32,737 | 51,879 | 16,066 | 164,905 | 93,883 | 58,837 | 8,884 | 28 |
| 29 FIXED EXPENSE | 19,241 | 27,084 | 101,765 | 161,402 | 24,972 | 53,867 | 17,162 | 51,041 | 60,544 | 57,453 | 8,870 | 29 |
| 30 TOTAL EXPENSES | 167,446 | 222,833 | 584,717 | 992,618 | 170,345 | 584,976 | 134,635 | 884,027 | 506,798 | 472,044 | 69,502 | 30 |
| 31 | | | | | | | | | | | | 31 |
| 32 OTHER INCOME / DEDUCTIONS | 0 | 175,029 | 124,950 | 0 | 52,796 | 183,730 | 0 | 0 | 0 | 134,126 | 110 | 32 |
| 33 | | | | | | | | | | | | 33 |
| 34 OPERATIONAL NET P/L - COMPOSITE | 28,198 | 39,727 | 214,619 | 219,345 | -31,752 | 32,613 | -1,321 | 1,689,208 | 155,877 | 260,724 | -2,793 | 34 |
| 35 OPERATIONAL NET P/L - STATEMENT | 17,174 | 39,729 | 214,617 | 219,348 | -31,753 | 32,611 | 0 | 1,689,208 | 155,878 | 292,102 | 1,264 | 35 |
| 36 VARIANCE DOLLARS | 11,024 | -2 | 2 | -3 | 1 | 2 | -1,321 | 0 | -1 | 1,213 | -4,057 | 36 |
| 37 VARIANCE PERCENT | 39.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 100.0% | 0.0% | 0.0% | 17.4% | 145.3% | 37 |
| 38 | | | | | | | | | | | | 38 |
| 39 INVENTORY (UNITS) | 375 | 353 | 667 | 66,793 | 27 | 236 | 79 | 1,061 | 529 | 7,791 | 63 | 39 |
| 40 INVENTORY (DOLLARS) | 1,329,186 | 1,243,974 | 4,720,143 | 3,076,754 | 85,615 | 2,240,428 | 410,158 | 6,202,595 | 2,388,983 | 2,410,871 | 255,097 | 40 |
| 41 AVERAGE INVENTORY COST | 3,544 | 3,524 | 7,077 | 46 | 3,171 | 9,493 | 5,192 | 5,846 | 4,516 | 4,712 | 4,049 | 41 |
| 42 | | | | | | | | | | | | 42 |
| 43 1-30 DAYS (UNITS) | 59 | 51 | 197 | 777 | 3 | 138 | 36 | 183 | 328 | 197 | 34 | 43 |
| 44 1-30 DAYS (DOLLARS) | 134,670 | 149,570 | 1,316,990 | 1,832,624 | 3,207 | 1,286,929 | 168,590 | 597,964 | 1,510,797 | 777,927 | 131,494 | 44 |
| 45 PCT. (UNITS) / PCT. (DOLLARS) | 15.7%/10.1% | 14.4%/12.0% | 29.5%/27.9% | 1.2%/59.6% | 11.1%/3.7% | 58.5%/57.4% | 45.6%/41.1% | 17.2%/9.6% | 62.0%/63.2% | 28.4%/31.6% | 54.0%/51.5% | 45 |
| 46 | | | | | | | | | | | | 46 |
| 47 31-60 DAYS (UNITS) | 40 | 124 | 49 | 205 | 1 | 55 | 15 | 259 | 89 | 93 | 18 | 47 |
| 48 31-60 DAYS (DOLLARS) | 127,843 | 435,306 | 352,077 | 497,618 | 3,932 | 603,296 | 118,300 | 1,571,650 | 383,346 | 454,819 | 74,265 | 48 |
| 49 PCT. (UNITS) / PCT. (DOLLARS) | 10.7%/9.6% | 35.1%/35.0% | 7.3%/7.5% | 0.3%/16.2% | 3.7%/4.6% | 23.3%/26.9% | 19.0%/28.8% | 24.4%/25.3% | 16.8%/16.0% | 15.6%/18.9% | 28.6%/29.1% | 49 |
| 50 | | | | | | | | | | | | 50 |
| 51 61-90 DAYS (UNITS) | 40 | 116 | 54 | 124 | 1 | 20 | 5 | 96 | 48 | 56 | 7 | 51 |
| 52 61-90 DAYS (DOLLARS) | 107,635 | 425,617 | 368,333 | 341,133 | 3,604 | 172,867 | 21,770 | 501,700 | 206,607 | 238,807 | 32,011 | 52 |
| 53 PCT. (UNITS) / PCT. (DOLLARS) | 10.7%/8.1% | 32.9%/34.2% | 8.1%/7.8% | 0.2%/11.1% | 3.7%/4.2% | 8.5%/7.7% | 6.3%/5.3% | 9.0%/8.1% | 9.1%/8.6% | 9.8%/10.6% | 11.1%/12.5% | 53 |
| 54 | | | | | | | | | | | | 54 |
| 55 90+ DAYS (UNITS) | 236 | 62 | 367 | 152 | 22 | 23 | 23 | 523 | 64 | 164 | 4 | 55 |
| 56 90+ DAYS (DOLLARS) | 959,038 | 233,481 | 2,682,743 | 405,379 | 74,872 | 177,336 | 101,498 | 3,531,281 | 288,233 | 939,318 | 17,327 | 56 |
| 57 PCT. (UNITS) / PCT. (DOLLARS) | 62.9%/72.2% | 17.6%/18.8% | 55.0%/56.8% | 0.2%/13.2% | 81.5%/87.5% | 9.7%/7.9% | 29.1%/24.7% | 49.3%/56.9% | 12.1%/12.1% | 35.3%/38.9% | 6.3%/6.8% | 57 |

| | TODD | SAM | BO | DON/TIM | JAMES | RYAN | MARK | ROY | BOB M. | GROUP | BENCHMARK | |
|--|------------|------------|------------|------------|-----------|------------|-----------|------------|------------|------------|-----------|----|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | |
| 1 ROLLING 12 MO. C/O RATE | | | | | | | | | | | | 1 |
| 2 12 MO. AVG. A/R (NET) | 11,792,983 | 15,070,782 | 75,760,278 | 41,121,796 | 5,636,960 | 17,352,489 | 1,782,098 | 54,725,477 | 37,588,060 | 28,981,214 | 3,636,000 | 2 |
| 3 12 MO. NET CHARGE OFF | 3,656,214 | 3,809,939 | 10,272,423 | 12,412,681 | 1,147,290 | 2,504,242 | 389,793 | 9,904,409 | 5,827,062 | 5,547,117 | 603,132 | 3 |
| 4 12 MO. NET CHARGE OFF PERCENT | 31.0% | 25.3% | 13.6% | 30.2% | 20.4% | 14.4% | 21.9% | 18.1% | 15.5% | 21.1% | 16.6% | 4 |
| 5 | | | | | | | | | | | | 5 |
| 6 | | | | | | | | | | | | 6 |
| 7 ROLLING 12 MO. REPO RATE | | | | | | | | | | | | 7 |
| 8 12 MO. AVG. # OF ACCOUNTS | 2,017 | 1,986 | 7,032 | 8,807 | 909 | 0 | 278 | 5,731 | 4,658 | 3,927 | 516 | 8 |
| 9 12 MO. # OF REPOS | 796 | 625 | 1,973 | 2,806 | 322 | 382 | 72 | 2,023 | 1,895 | 1,210 | 144 | 9 |
| 10 12 MO. REPO RATE PERCENT | 39.5% | 31.5% | 28.1% | 31.9% | 35.4% | 0.0% | 25.9% | 35.3% | 40.7% | 33.5% | 27.9% | 10 |
| 11 | | | | | | | | | | | | 11 |
| 12 TOTAL CREDIT LINE BORROWINGS | 5,399,575 | 9,478,718 | 31,580,291 | 40,397,995 | 0 | 175,930 | 0 | 0 | 18,327,644 | 17,560,026 | 1,028,940 | 12 |
| 13 A/R FROM BALANCE SHEET | 10,512,014 | 17,369,338 | 56,264,679 | 50,540,183 | 5,221,308 | 18,732,998 | 0 | 49,028,574 | 32,840,621 | 30,063,714 | 3,636,000 | 13 |
| 14 LEVERAGE RATIO | 51.4% | 54.6% | 56.1% | 79.9% | 0.0% | 0.9% | 0.0% | 0.0% | 55.8% | 49.8% | 28.3% | 14 |
| 15 COST OF FUNDS | 0.00 | 10.50 | 7.56 | 8.29 | 10.00 | 6.00 | 0.00 | 6.50 | 7.00 | 7.98 | 9.27 | 15 |
| 16 | | | | | | | | | | | | 16 |
| 17 RESERVE FOR BAD DEBT | 1,550,579 | 6,030,438 | 0 | 14,000,000 | 630,794 | 0 | 0 | 10,598,000 | 0 | 6,561,962 | 91,530 | 17 |
| 18 CHANGE IN BAD DEBT PROVISION | 186,090 | -324,493 | 0 | 375,000 | 0 | 0 | 0 | 0 | 0 | 78,866 | 0 | 18 |
| 19 LOSS COVERAGE (% OF 12 MO. C/O) | 42.4% | 158.3% | 0.0% | 112.8% | 55.0% | 0.0% | 0.0% | 107.0% | 0.0% | 95.1% | 15.2% | 19 |
| 20 LOSS COVERAGE (% OF A/R) | 14.8% | 34.7% | 0.0% | 27.7% | 12.1% | 0.0% | 0.0% | 21.6% | 0.0% | 22.2% | 2.5% | 20 |
| 21 FINANCE CHARGE-CHARGE OFF RATIO - MO | 0.61 | 1.04 | 1.37 | 0.40 | 1.37 | 0.97 | 0.00 | 0.57 | 1.39 | 0.97 | 1.05 | 21 |
| 22 FINANCE CHARGE-CHARGE OFF RATIO - YTD | 0.71 | 1.16 | 1.46 | 0.44 | 1.22 | 1.02 | 0.00 | 0.61 | 1.25 | 0.98 | 1.05 | 22 |
| 23 | | | | | | | | | | | | 23 |
| 24 | | | | | | | | | | | | 24 |
| 25 CASH COLLECTIONS | 648,128 | 1,181,098 | 2,331,446 | 3,424,147 | 278,872 | 935,961 | 0 | 2,352,667 | 1,535,154 | 1,585,934 | 196,421 | 25 |
| 26 CASH COLLECTION PERCENT | 6.0% | 6.8% | 4.3% | 7.0% | 5.3% | 5.1% | 0.0% | 5.0% | 4.8% | 5.5% | 5.1% | 26 |
| 27 | | | | | | | | | | | | 27 |
| 28 PRINCIPLE COLLECTED | 452,639 | 794,532 | 1,905,611 | 1,929,162 | 205,069 | 651,699 | 0 | 1,793,125 | 1,532,267 | 1,158,013 | 151,500 | 28 |
| 29 PRINCIPLE CHARGE OFF | 323,337 | 569,799 | 2,331,422 | 1,472,475 | 90,767 | 289,360 | 12,770 | 2,092,467 | 869,604 | 894,667 | 69,219 | 29 |
| 30 COLLATERAL SALES - MONTH | 49,296 | 105,551 | 483,718 | 125,418 | 0 | 37,986 | 0 | 636,026 | 303,549 | 248,792 | 18,958 | 30 |
| 31 COLLATERAL RECOVERY RATE - MONTH | 64.7% | 66.0% | 56.4% | 60.4% | 69.3% | 73.3% | 0.0% | 62.5% | 76.4% | 66.1% | 77.2% | 31 |
| 32 | | | | | | | | | | | | 32 |
| 33 FINANCE CHARGE INCOME | 166,312 | 308,010 | 1,301,724 | 687,679 | 80,820 | 234,904 | 0 | 559,096 | 452,909 | 473,932 | 52,563 | 33 |
| 34 DISCOUNT INCOME | 256,568 | 276,749 | 383,178 | 1,480,869 | 83,484 | 406,344 | 0 | 0 | 487,801 | 482,142 | 27,905 | 34 |
| 35 RECOVERY INCOME | 0 | 44,585 | 158,659 | 92,019 | 0 | 39,596 | 0 | 2,527 | 90,715 | 71,350 | 3,004 | 35 |
| 36 FEES INCOME | 2,973 | 50 | 0 | 0 | 0 | 0 | 0 | 590 | 2,887 | 1,625 | 699 | 36 |
| 37 OTHER INCOME | 250 | 2,232 | 0 | 203 | 644 | 18,881 | 0 | 11,632 | -9,580 | 3,466 | 1,801 | 37 |
| 38 TOTAL INCOME | 426,103 | 631,626 | 1,843,561 | 2,260,770 | 164,948 | 699,725 | 0 | 573,845 | 1,024,732 | 953,164 | 85,273 | 38 |
| 39 REVENUE / PCT. OF A/R | 3.9% | 3.6% | 3.4% | 4.6% | 3.2% | 3.8% | 0.0% | 1.2% | 3.2% | 3.4% | 2.2% | 39 |
| 40 | | | | | | | | | | | | 40 |
| 41 OPERATING EXPENSE | 28,313 | 67,913 | 231,950 | 199,290 | 9,896 | 91,648 | 640 | 46,531 | 106,716 | 86,989 | 3,696 | 41 |
| 42 PERSONNEL EXPENSE | 33,337 | 97,232 | 281,045 | 274,297 | 30,218 | 153,686 | 3,220 | 93,241 | 92,655 | 117,659 | 9,462 | 42 |
| 43 FIXED EXPENSE | 29,651 | 6,946 | 87,914 | 37,309 | 5 | 29,726 | 0 | 0 | 11,513 | 29,009 | 702 | 43 |
| 44 INTEREST EXPENSE | 49,338 | 71,445 | 171,821 | 267,687 | 27,345 | 0 | 10,821 | 119,843 | 115,132 | 104,179 | 9,152 | 44 |
| 45 TOTAL EXPENSES | 140,639 | 243,536 | 772,730 | 778,583 | 67,464 | 275,060 | 14,681 | 259,615 | 326,016 | 319,814 | 23,012 | 45 |
| 46 EXPENSES / PCT. OF A/R | 1.3% | 1.4% | 1.4% | 1.6% | 1.3% | 1.5% | 0.6% | 0.6% | 1.0% | 1.2% | 0.6% | 46 |
| 47 | | | | | | | | | | | | 47 |
| 48 | | | | | | | | | | | | 48 |
| 49 NET C/O OR CHANGE PROVISION | 274,041 | 285,626 | 947,134 | 1,722,057 | 58,887 | 234,201 | 12,770 | 981,204 | 326,604 | 538,058 | 50,261 | 49 |
| 50 | | | | | | | | | | | | 50 |
| 51 | | | | | | | | | | | | 51 |
| 52 OPERATIONAL NET P/L - COMPOSITE | 11,423 | 102,464 | 123,697 | -239,870 | 38,597 | 190,464 | -27,451 | -666,974 | 372,112 | -10,615 | 12,000 | 52 |
| 53 | | | | | | | | | | | | 53 |
| 54 | | | | | | | | | | | | 54 |
| 55 OPERATIONAL NET P/L - STATEMENT | 22,447 | 102,462 | 123,699 | -239,873 | 38,598 | 190,466 | 0 | -666,974 | 372,111 | -7,133 | 8,642 | 55 |
| 56 VARIANCE DOLLARS | -11,024 | 2 | -2 | 3 | -1 | -2 | -27,451 | 0 | 1 | -4,809 | 3,358 | 56 |
| 57 VARIANCE PERCENT | -96.5% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 100.0% | 0.0% | 0.0% | 0.4% | 28.0% | 57 |

| RANK | PAGE 1 | PAGE 2 | PAGE 3 | PAGE 4 | PAGE 5 | PAGE 6 | PAGE 7 | PAGE 8 | PAGE 9 | PAGE 10 | PAGE 11 | PAGE 12 | PAGE 13 | PAGE 14 | PAGE 15 | PAGE 16 | PAGE 18 | PAGE 19 |
|------|--------------|---------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|--------------|---------------|
| 1 | 12 52.7% | 07 61.9% | 08 5,433 | 03 60.2% | 03 62.2% | 06 19.6% | 08 5,408 | 07 54.4% | 12 8.0% | 12 11.1% | 08 13.5% | 12 7.7% | 12 10.0% | 08 12.1% | 03 17.57 | BM 80.7% | 06 90.0% | 01 10.24% |
| 2 | BM 39.7% | 12 61.8% | 12 5,002 | 04 58.7% | 04 58.5% | 10 18.9% | 12 4,930 | BM 43.0% | 08 13.8% | 08 12.9% | BM 14.0% | 04 14.1% | 01 10.5% | BM 13.5% | 10 11.4 | 12 79.3% | 03 47.3% | 04 14.54% |
| 3 | 07 32.2% | 08 34.5% | 07 4,693 | 07 55.8% | 01 50.5% | 08 18.8% | 03 4,698 | 01 40.9% | BM 14.5% | 04 14.2% | 12 15.1% | 08 14.1% | 08 12.7% | 12 14.2% | 06 10.79 | 04 75.7% | AVG 39.7% | 06 14.81% |
| 4 | 08 29.4% | BM 2.1% | 03 4,647 | 10 53.3% | 06 50.4% | 14 18.0% | 07 4,662 | AVG 38.4% | 04 16.0% | 01 14.8% | 06 15.5% | BM 14.4% | 04 13.2% | 06 15.2% | 12 10.28 | 06 71.0% | 14 15.4% | 14 14.96% |
| 5 | 06 25.3% | AVG -11.1% | 04 4,576 | AVG 52.0% | BM 49.5% | 03 14.1% | AVG 4,557 | 03 19.8% | 01 18.2% | BM 15.7% | 07 17.4% | 01 15.8% | 14 13.6% | 07 16.1% | 04 8.96 | 10 69.9% | 08 6.0% | 03 19.03% |
| 6 | 14 24.3% | 14 -14.4% | AVG 4,537 | 06 51.7% | 10 48.2% | AVG 9.9% | 04 4,518 | 08 0.0% | AVG 18.5% | 14 16.7% | 04 19.9% | AVG 17.8% | 07 14.7% | 04 18.4% | AVG 8.89 | AVG 48.5% | BM 0.0% | AVG 20.04% |
| 7 | AVG 23.5% | 06 -17.8% | 14 4,528 | 12 51.3% | 08 44.2% | 04 0.0% | 14 4,471 | 12 0.0% | 14 19.7% | 07 16.7% | AVG 20.6% | 14 18.7% | BM 15.3% | AVG 19.2% | BM 8 | 07 47.0% | 12 0.0% | 12 20.34% |
| 8 | 03 15.7% | 04 -40.8% | 01 4,275 | BM 51.0% | AVG 39.0% | 01 0.0% | 06 4,435 | 04 0.0% | 03 20.1% | AVG 17.9% | 14 21.2% | 07 18.9% | AVG 17.3% | 14 19.4% | 14 6.48 | 08 36.9% | 04 0.0% | 08 21.70% |
| 9 | 10 14.6% | 03 -48.1% | BM 4,181 | 01 49.0% | 14 36.8% | BM 0.0% | 01 4,307 | 14 0.0% | 07 20.2% | 10 21.3% | 10 23.3% | 03 19.6% | 10 22.3% | 10 20.9% | 08 5.98 | 14 35.9% | 10 0.0% | BM 24.11% |
| 10 | 04 12.0% | 01 -62.3% | 06 4,169 | 08 48.9% | 07 0.0% | 07 0.0% | BM 4,147 | 06 0.0% | 10 23.2% | 06 26.4% | 01 27.5% | 06 24.4% | 06 26.8% | 01 28.3% | 07 4.62 | 01 19.7% | 07 0.0% | 10 27.54% |
| 11 | 01 5.0% | 10 -74.3% | 10 3,510 | 14 39.4% | 12 0.0% | 12 0.0% | 10 3,588 | 10 0.0% | 06 27.0% | 03 26.5% | 03 31.5% | 10 26.4% | 03 31.6% | 03 28.4% | 01 3.92 | 03 0.7% | 01 0.0% | 07 37.20% |