Desk Manager	Finance Manager
Joseph Delzatto	Robert Horton
Scott McCaffrey	Desmond Bethune
Victor Diaz	Leo Vargas
Mustafa Azizi	Derek Neuner
Farrington	Mustafa Azizi
Mike	Farrington
	Alexis
	Mike

Sales Consultant	New Car Franchise(s)
Shawn Peterson	Nissan
Quadir Mohammad	Nissan
Omar Ladson	Nissan
Wilson	Nissan
Roman	Nissan
Tony Bentoncourt	Nissan
Trevor Bascon	Nissan
Flavio Rodriguez	Nissan
Marcus	Nissan
Jani	Nissan
Chelsea	Nissan
David Narine	Nissan
Lionel Benjamin	Nissan
Ron Lambert	Nissan
Jocelyn Interio	Nissan
Frantz	Nissan
Gina Tappan	Nissan

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#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front End Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	$ 15,000	$ 13,800	95%	$1,500	$1,000
1	2015	Nissan	ALTIMA	5	Auction/Wholesale	Yes	$ 13,765	$ 14,842	100%	$1,227	$1,729
2	2015	Nissan	ROGUE	23	LBO OEM/Leasing Co.	Yes	$ 15,995	$ 17,185	95%	$25	$3,389
3	2017	Ford	EXPLORER	54	Auction/Wholesale	No	$ 24,995	$ 25,995	86%	($1,803)	$700
4	2016	Kia	Optima	24	Auction/Wholesale	No	$ 12,595	$ 16,845	96%	$4,993	$385
5	2016	Nissan	Rogue	1	LBO Customer	Yes	$ 15,688	$ 18,600	100%	$1,962	$5,377
6	2015	Nissan	Sentra	1	LBO Customer	Yes	$ 9,842	$ 10,895	100%	$3	$750
7	2017	Nissan	Versa	18	Loaner/Rental Fleet	Yes	$ 11,595	$ 13,317	94%	$1,384	$1,619
8	2015	Nissan	Altima	1	LBO Customer	Yes	$ 12,342	$ 13,368	100%	($24)	$1,046
9	2015	Nissan	Pathfinder	1	LBO Customer	Yes	$ 17,939	$ 18,139	100%	($749)	$1,821
10	2015	Nissan	Juke	59	LBO OEM/Leasing Co.	No	$ 12,995	$ 14,088	76%	($1,964)	$0
11	2017	Dodge	Durango	33	Trade on New	No	$ 24,995	$ 30,128	83%	($2,253)	$4,452
12	2015	Dodge	Caravan	24	Auction/Wholesale	No	$ 12,995	$ 14,082	98%	($212)	$0
13	2009	Chevrolet	Traverse	13	Trade on New	No	$ 9,995	$ 9,292	91%	$3,139	$3,668
14	2015	Nissan	Sentra	1	LBO Customer	No	$ 10,717	$ 11,637	100%	$369	$0
15	2013	Nissan	Sentra	16	Trade on New	No	$ 6,500	$ 6,500	100%	$3,850	$713
16	2018	Nissan	Rogue	41	Auction/Wholesale	Yes	$ 22,595	$ 22,771	95%	($1,206)	$225
17	2015	Nissan	Rogue	72	Trade on New	Yes	$ 16,995	$ 19,090	84%	($1,162)	$1,302
18	2017	Toyota	Avalon	64	Auction/Wholesale	No	$ 14,995	$ 15,995	76%	($1,608)	$0
19	2016	Nissan	Altima	15	LBO OEM/Leasing Co.	Yes	$ 14,995	$ 14,995	98%	($2,591)	$3,533
20	2018	Nissan	Pathfinder	23	Auction/Wholesale	Yes	$ 23,595	$ 24,778	94%	$549	$1,155
21	2015	Nissan	Sentra	13	LBO OEM/Leasing Co.	Yes	$ 9,995	$ 12,255	93%	$407	$729
22	2017	Nissan	Maxima	3	Auction/Wholesale	Yes	$ 21,904	$ 24,599	100%	$4,250	$1,926
23	2017	Toyota	4 Runner	66	Auction/Wholesale	No	$ 23,995	$ 26,000	82%	($1,603)	$3,721
24	2016	Nissan	Maxima	1	LBO Customer	Yes	$ 23,749	$ 23,949	100%	($499)	$4,156
25	2016	Nissan	Rogue	18	LBO OEM/Leasing Co.	Yes	$ 17,995	$ 19,326	98%	$835	$0
26	2015	Nissan	Altima	12	LBO OEM/Leasing Co.	Yes	$ 13,595	$ 14,714	102%	$987	$0
27	2016	Nissan	Rogue	53	LBO OEM/Leasing Co.	Yes	$ 15,995	$ 17,500	88%	($3,298)	$2,372
28	2014	Jeep	Cherokee	29	Trade on New	No	$ 17,595	$ 16,524	93%	$1,193	$4,440
29	2016	Nissan	Rogue	14	LBO OEM/Leasing Co.	Yes	$ 21,995	$ 20,536	100%	($645)	$3,126
30	2015	Nissan	Altima	1	LBO Customer	No	$ 12,260	$ 13,460	100%	$0	$0
31	2017	Nissan	Altima	28	Auction/Wholesale	Yes	$ 13,595	$ 13,399	96%	($1,345)	$3,069
32	2016	Nissan	Rogue	17	LBO OEM/Leasing Co.	No	$ 18,595	$ 18,033	101%	($361)	$230
33	2012	Nissan	Altima	39	Trade on Used	No	$ 7,995	$ 8,167	87%	($389)	$500
34	2015	Nissan	Altima	13	Trade on New	No	$ 12,058	$ 15,318	98%	$3,058	$785
35	2016	Nissan	Rogue	57	LBO OEM/Leasing Co.	No	$ 15,595	$ 15,422	89%	($1,892)	$2,412
36	2016	Nissan	Rogue	31	LBO OEM/Leasing Co.	Yes	$ 21,595	$ 23,314	98%	$1,038	$6,648
37	2016	Nissan	Rogue	87	LBO OEM/Leasing Co.	Yes	$ 16,995	$ 19,480	80%	($1,588)	$4,736
38	2015	Nissan	Sentra	28	LBO OEM/Leasing Co.	Yes	$ 10,595	$ 13,798	100%	$422	$608
39	2016	Nissan	Maxima	1	LBO Customer	No	$ 21,972	$ 23,225	100%	$603	$1,055
40	2018	Nissan	Rogue	66	Auction/Wholesale	Yes	$ 21,995	$ 26,842	96%	($829)	$1,500
41	2018	Nissan	Rogue	66	Auction/Wholesale	No	$ 21,995	$ 25,185	93%	$1,742	$2,200

42	2015	Nissan	Altima	1	LBO Customer	No	$ 12,390	$ 13,460	100%	$0	$0
43	2016	Nissan	Pathfinder	1	LBO Customer	Yes	$ 25,931	$ 28,395	100%	$1,414	$1,835
44	2018	Nissan	Rogue	58	Auction/Wholesale	Yes	$ 21,995	$ 23,690	90%	($323)	$1,000
45	2016	Nissan	Rogue	56	LBO OEM/Leasing Co.	Yes	$ 15,595	$ 15,034	90%	($2,195)	$3,785
46											
47	2016	Nissan	Rogue	1	LBO Customer	Yes	$ 20,510	$ 21,160	100%	($299)	$3,216
48	2016	Nissan	Rogue	36	LBO OEM/Leasing Co.	Yes	$ 20,995	$ 21,593	97%	($361)	$301
49	2015	Nissan	Sentra	1	LBO Customer	Yes	$ 9,602	$ 10,396	100%	$395	$151
50	2011	Nissan	Sentra	40	Trade on Used	No	$ 6,595	$ 9,400	85%	$3,484	$884
51	2016	Nissan	Maxima	1	LBO Customer	No	$ 22,087	$ 22,982	100%	$344	$0
52	2018	Nissan	Rogue	49	Auction/Wholesale	Yes	$ 21,995	$ 23,995	92%	$314	$1,228
53	2016	Nissan	Rogue	68	LBO OEM/Leasing Co.	Yes	$ 16,595	$ 19,500	89%	$746	$3,106

Scoreboard Totals	
% Retailed of Non-New Franchise	10%
Total # Retail Units	136
Average Days to Sale	30.0
Average Advertised Price (Time of Sale)	$ 15,546
Average Transaction Price	$ 17,086
Average Market Price at 100%	$ 16,434
Average Price to Market % (Time of Sale)	95%
Average Transaction to Market	104%
Average Transactional Discount	$ (1,547)
Average Front End Gross	$ 174
Average Finance Gross	$ 1,681
PUVR	$ 1,872
Total Gross (Units & PUVR)	$ 254,626
GROI	132%

MY

Scoreboard

Desk Manager	Totals	Joseph Delzatto
% Retailed of Non-New Franchise	10%	13%
Total # Retail Units	136	45
Average Days to Sale	30.0	27.4
Average Advertised Price (Time of Sale)	$ 15,546	$ 16,317
Average Transaction Price	$ 17,086	$ 18,036
Average Market Price at 100%	$ 16,434	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	104%	#DIV/0!
Average Transactional Discount	$ (1,547)	$ (1,719)
Average Front End Gross	$ 174	$ 62
Average Finance Gross	$ 1,681	$ 1,828
PUVR	$ 1,872	$ 1,910
Total Gross (Units & PUVR)	$ 254,626	$ 85,961
GROI	132%	139%

NADA ACADEMY

Scott McCaffrey	Victor Diaz	Mustafa Azizi
5%	11%	100%
60	18	1
32.8	29.9	24.0
$ 15,745	$ 13,919	$ 12,595
$ 16,869	$ 15,290	$ 16,845
#DIV/0!	$ 14,716	$ 13,120
#DIV/0!	95%	96%
#DIV/0!	104%	128%
$ (1,124)	$ (1,371)	$ (4,250)
$ (298)	$ 146	$ 4,993
$ 1,735	$ 1,706	$ 385
$ 1,477	$ 1,852	$ 5,378
$ 88,612	$ 33,335	$ 5,378
96%	146%	479%

Farrington		
25%	#DIV/0!	#DIV/0!
4	0	0
17.8	#DIV/0!	#DIV/0!
$ 12,730	#DIV/0!	#DIV/0!
$ 14,817	#DIV/0!	#DIV/0!
$ 12,563	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!
118%	#DIV/0!	#DIV/0!
$ (2,087)	#DIV/0!	#DIV/0!
$ 3,936	#DIV/0!	#DIV/0!
$ 289	#DIV/0!	#DIV/0!
$ 4,224	#DIV/0!	#DIV/0!
$ 16,897	#DIV/0!	#DIV/0!
578%	#DIV/0!	#DIV/0!

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Scoreboard

Sales Consultant	Totals	Shawn Peterson
% Retailed of Non-New Franchise	10%	15%
Total # Retail Units	136	13
Average Days to Sale	30.0	24.9
Average Advertised Price (Time of Sale)	$ 15,546	$ 16,962
Average Transaction Price	$ 17,086	$ 18,237
Average Market Price at 100%	$ 16,434	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	104%	#DIV/0!
Average Transactional Discount	$ (1,547)	$ (1,275)
Average Front End Gross	$ 174	$ 418
Average Finance Gross	$ 1,681	$ 1,313
PUVR	$ 1,872	$ 1,952
Total Gross (Units & PUVR)	$ 254,626	$ 25,377
GROI	132%	155%

NADA ACADEMY

Quadir Mohammad	Omar Ladson	Wilson
14%	8%	10%
7	12	10
31.1	28.0	24.6
$ 11,309	$ 15,356	$ 17,024
$ 12,825	$ 17,840	$ 18,270
$ 12,246	$ 16,058	$ 17,568
92%	96%	97%
105%	111%	104%
$ (1,516)	$ (2,483)	$ (1,246)
$ 974	$ 719	$ 561
$ 1,690	$ 1,883	$ 1,979
$ 2,663	$ 2,602	$ 2,540
$ 18,642	$ 31,223	$ 25,398
240%	188%	203%

Roman	Tony Bentoncourt	Trevor Bascon
0%	0%	0%
5	6	7
24.4	36.2	19.1
$ 15,526	$ 17,912	$ 14,999
$ 15,869	$ 20,193	$ 16,404
$ 16,430	$ 18,866	$ 16,404
94%	95%	91%
97%	107%	100%
$ (344)	$ (2,281)	$ (1,441)
$ (1,116)	$ (2,029)	$ 1,364
$ 3,060	$ 1,536	$ 1,979
$ 1,944	$ (493)	$ 3,343
$ 9,721	$ (2,960)	$ 23,398
181%	-24%	383%

Flavio Rodriguez	Marcus	Jani
14%	0%	0%
14	4	7
42.9	36.8	30.7
$ 18,131	$ 15,664	$ 12,995
$ 19,484	$ 16,460	$ 14,032
$ 19,548	$ 16,955	$ 13,700
93%	92%	95%
100%	97%	102%
$ (1,353)	$ (796)	$ (1,037)
$ (1,034)	$ (535)	$ (43)
$ 2,375	$ 1,276	$ 1,744
$ 1,341	$ 741	$ 1,701
$ 18,768	$ 2,963	$ 11,905
58%	44%	142%

Chelsea	David Narine	Lionel Benjamin
0%	20%	14%
3	5	14
36.7	32.2	30.8
$ 14,030	$ 18,822	$ 15,793
$ 15,028	$ 20,073	$ 17,131
$ 14,771	$ 19,532	$ 16,741
95%	96%	94%
102%	103%	102%
$ (998)	$ (1,251)	$ (1,338)
$ 1,416	$ (265)	$ 102
$ 1,994	$ 1,378	$ 1,438
$ 3,410	$ 1,112	$ 1,540
$ 10,229	$ 5,561	$ 21,557
223%	62%	105%

Ron Lambert	Jocelyn Interio	Frantz
22%	17%	13%
9	6	8
20.0	24.6	27.9
$ 13,345	$ 14,568	$ 14,469
$ 14,967	$ 16,373	$ 17,195
$ 14,351	#DIV/0!	#DIV/0!
93%	#DIV/0!	#DIV/0!
104%	#DIV/0!	#DIV/0!
$ (1,690)	$ (1,805)	$ (2,726)
$ 631	$ 1,068	$ 1,000
$ 1,517	$ 602	$ 1,432
$ 2,149	$ 1,802	$ 2,333
$ 19,338	$ 10,810	$ 18,661
258%	161%	175%

Gina Tappan		
0%	#DIV/0!	#DIV/0!
4	0	0
51.0	#DIV/0!	#DIV/0!
$ 13,784	#DIV/0!	#DIV/0!
$ 15,461	#DIV/0!	#DIV/0!
$ 15,259	#DIV/0!	#DIV/0!
90%	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!
$ (1,677)	#DIV/0!	#DIV/0!
$ (687)	#DIV/0!	#DIV/0!
$ 1,088	#DIV/0!	#DIV/0!
$ 401	#DIV/0!	#DIV/0!
$ 1,603	#DIV/0!	#DIV/0!
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Scoreboard

Finance Manager	Totals	Robert Horton
% Retailed of Non-New Franchise	10%	12%
Total # Retail Units	136	25
Average Days to Sale	30.0	24.2
Average Advertised Price (Time of Sale)	$ 15,546	$ 13,727
Average Transaction Price	$ 17,086	$ 15,055
Average Market Price at 100%	$ 16,434	$ 14,309
Average Price to Market % (Time of Sale)	95%	96%
Average Transaction to Market %	104%	105%
Average Transactional Discount	$ (1,547)	$ (1,327)
Average Front End Gross	$ 174	$ 237
Average Finance Gross	$ 1,681	$ 1,418
PUVR	$ 1,872	$ 1,656
Total Gross (Units & PUVR)	$ 254,626	$ 41,390
GROI	132%	164%

NADA ACADEMY

Desmond Bethune	Leo Vargas	Derek Neuner
8%	11%	3%
26	37	29
28.2	35.1	30.2
$ 16,070	$ 16,581	$ 15,727
$ 17,579	$ 17,900	$ 16,900
$ 17,582	#DIV/0!	$ 16,585
91%	#DIV/0!	95%
100%	#DIV/0!	102%
$ (1,526)	$ (1,323)	$ (1,174)
$ 334	$ (462)	$ (485)
$ 2,108	$ 1,952	$ 1,784
$ 2,442	$ 1,573	$ 1,299
$ 63,503	$ 58,189	$ 37,669
177%	90%	92%

Mustafa Azizi	Alexis	
100%	25%	#DIV/0!
1	4	0
24.0	40.3	#DIV/0!
$ 12,595	$ 18,015	#DIV/0!
$ 16,845	$ 19,070	#DIV/0!
$ 13,120	$ 19,397	#DIV/0!
96%	93%	#DIV/0!
128%	98%	#DIV/0!
$ (4,250)	$ (1,056)	#DIV/0!
$ 4,993	$ (1,303)	#DIV/0!
$ 385	$ 528	#DIV/0!
$ 5,378	$ (775)	#DIV/0!
$ 5,378	$ (3,099)	#DIV/0!
479%	-36%	#DIV/0!

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Scoreboard

CPO	Totals	Yes
Total # Retail Units	136	77
Average Days to Sale	30.0	31.4
Average Advertised Price (Time of Sale)	$ 15,546	$ 16,645
Average Transaction Price	$ 17,086	$ 17,944
Average Market Price at 100%	$ 16,434	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	104%	#DIV/0!
Average Transactional Discount	$ (1,547)	$ (1,303)
Average Front End Gross	$ 174	$ (441)
Average Finance Gross	$ 1,681	$ 2,210
PUVR	$ 1,872	$ 1,816
Total Gross (Units & PUVR)	$ 254,626	$ 139,841
GROI	132%	116%

No
59
28.3
$ 15,993
$ 15,993
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$ (1,850)
$ 966
$ 998
$ 1,944
$ 114,688
155%

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	136	120
Average Days to Sale	30.0	29.4
Average Advertised Price (Time of Sale)	$ 15,546	$ 15,575
Average Transaction Price	$ 17,086	$ 17,050
Average Market Price at 100%	$ 16,434	#DIV/0!
Average Price to Market % (Time of Sale)	95%	#DIV/0!
Average Transaction to Market %	104%	#DIV/0!
Average Transactional Discount	$ (1,547)	$ (1,474)
Average Front End Gross	$ 174	$ 21
Average Finance Gross	$ 1,681	$ 1,685
PUVR	$ 1,872	$ 1,723
Total Gross (Units & PUVR)	$ 254,626	$ 206,709
GROI	132%	124%

No
14
36.7
$ 17,544
$ 17,544
$ 17,286
101%
101%
$ (2,152)
$ 1,408
$ 1,517
$ 2,925
$ 40,948
163%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	136	27
% of Retail Units	100%	20%
% Retailed of Off-Brand	10%	26%
Average Days to Sale	30.0	32.1
Average Transaction Price	$ 17,086	$ 15,887
Average Transaction to Market %	104%	108%
Average Transactional Discount	$ (1,547)	$ (2,073)
Average Front End Gross	$ 174	$ 2,152
Average Finance Gross	$ 1,681	$ 1,304
PUVR	$ 1,872	$ 3,456
Total Gross (Units & PUVR)	$ 254,626	$ 93,325
GROI	132%	244%

NADA ACADEMY

Trade on Used	Street/Curb buy	Auction/wholesale
4	1	21
3%	1%	15%
25%	0%	24%
28.8	41.0	41.1
$ 10,850	$ 13,500	$ 20,730
110%	98%	105%
$ (1,624)	$ 95	$ (2,291)
$ 1,834	$ 760	$ 899
$ 987	$ 2,542	$ 1,509
$ 2,821	$ 3,302	$ 2,409
$ 11,285	$ 3,302	$ 50,580
326%	215%	102%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing Co.
14	32	33
10%	24%	24%
7%	0%	0%
31.2	1.0	48.8
$ 19,447	$ 16,523	$ 16,158
104%	106%	101%
$ (1,336)	$ (823)	$ (1,497)
$ (2,941)	$ 1	$ (621)
$ 1,393	$ 1,895	$ 2,126
$ (1,548)	$ 1,896	$ 1,504
$ (21,668)	$ 60,673	$ 49,640
-92%	4131%	69%

Other
0
0%
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Scoreboard

Age	Totals	0-30 days
Total # Retail Units	136	79
% of Retail Units	100%	58%
% Retailed of Off-Brand	10%	800%
Average Days to Sale	30.0	10.7
Average Transaction Price	$ 17,086	$ 16,509
Average Transaction to Market %	104%	#DIV/0!
Average Transactional Discount	$ (1,547)	$ (1,351)
Average Front End Gross	$ 174	$ 601
Average Finance Gross	$ 1,681	$ 1,602
PUVR	$ 1,872	$ 2,203
Total Gross (Units & PUVR)	$ 254,626	$ 174,001
GROI	132%	449%

NADA ACADEMY

31-45 days	46-60 days	61-90 days	90+ days
12	19	23	0
9%	14%	17%	0%
100%	100%	400%	0%
37.8	54.3	71.9	#DIV/0!
$ 17,641	$ 16,887	$ 18,919	#DIV/0!
101%	100%	99%	#DIV/0!
$ (1,225)	$ (1,458)	$ (2,437)	#DIV/0!
$ 514	$ (301)	$ (1,037)	#DIV/0!
$ 1,884	$ 2,056	$ 1,612	#DIV/0!
$ 2,397	$ 1,756	$ 575	#DIV/0!
$ 28,769	$ 33,356	$ 13,214	#DIV/0!
129%	69%	15%	#DIV/0!