Desk Manager(s)	Finance Manager(s)
Shawn Cordell	Joe Kaufman

Sales Consultant(s)	New Car Franchise(s)
Capehart, C	
Clark, S	
Jaramillo, H	
Jenkins,D	
Jones, M	
Maynor, R	
Stone, C	
Winter, W	
XLexus	
XToyota	

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Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	$ 15,000	$ 13,800	95%	$1,500	$500
1	G79548	2018	BMW	4 SERIES	296	Trade on New	NO	$ 28,950	$ 28,950	100%	$551	$865
2	53172	2014	TOYOTA	CAMRY	7	Trade on New	NO	$ 9,950	$ 10,950	126%	$3,682	$2,101
3	387127	2016	CHEVY	1500	30	Trade on Used	NO	$ 34,950	$ 36,652	108%	$1,454	$2,925
4	S259704	2016	TOYOTA	HIGHLANDER	81	Auction/Wholesale	NO	$ 32,950	$ 32,700	100%	$2,955	$3,409
5	47809	2017	HONDA	CIVIC	30	Street/Curb Buy	NO	$ 15,925	$ 15,440	100%	$2,550	-
6	W493984	2018	TOYOTA	RAV4	88	Auction/Wholesale	Yes	$ 30,496	$ 29,700	98%	$2,488	$1,800
7	3730	2013	AUDI	Q7	59	Trade on Used	NO	$ 23,000	$ 22,000	97%	$5,353	$3,927
8	89205	2016	TOYOTA	RAV4	19	Trade on New	NO	$ 25,950	$ 24,922	101%	$2,095	-
9	C674392	2016	TOYOTA	COROLLA	130	Auction/Wholesale	NO	$ 14,979	$ 15,779	106%	$2,763	$3,547
10	53679	2012	CADILLAC	CTS-V	24	Trade on New	NO	$ 38,950	$ 36,050	96%	$1,344	$394
11	62752	2015	NISSAN	ROGUE	21	Trade on New	NO	$ 15,950	$ 16,950	111%	$4,650	$1,440
12	283964	2016	TOYOTA	4RUNNER	31	Trade on New	NO	$ 35,950	$ 35,000	100%	$1,734	$905
13	35147	2012	TOYOTA	TACOMA	9	Trade on Used	NO	$ 19,850	$ 18,950	106%	$2,998	$2,880
14	229681	2015	HYUNDAI	ELANTRA	16	Auction/Wholesale	NO	$ 10,950	$ 10,950	106%	$2,461	$338
15	290981	2014	CHEVY	1500	9	Auction/Wholesale	NO	$ 24,950	$ 24,500	109%	$3,131	$5,783
16	480720	2015	TOYOTA	CAMRY	92	Auction/Wholesale	NO	$ 15,476	$ 14,100	92%	$1,515	$2,696
17	134342	2014	TOYOTA	COROLLA	12	Trade on Used	NO	$ 15,375	$ 13,375	94%	$3,512	$2,428
18	317593	2017	TOYOTA	RAV4	43	Trade on New	Yes	$ 19,950	$ 18,950	97%	$1,472	$4,739
19	50494	2017	LEXUS	RX350	48	Trade on New	NO	$ 33,950	$ 32,650	98%	$2,771	$5,228
20	682486	2011	BMW	328	14	Trade on New	NO	$ 10,950	$ 9,000	88%	$3,073	$635
21	30959	2016	LEXUS	RX350	7	Trade on New	NO	$ 37,950	$ 36,500	110%	$3,067	$2,000
22	613279	2017	TOYOTA	TUNDRA	27	Trade on New	NO	$ 31,950	$ 30,450	99%	$3,226	$2,095
23	137736	2007	LEXUS	GX470	41	Trade on Used	NO	$ 11,950	$ 9,531	82%	$5,385	-
24	177969	2017	LEXUS	GX470	16	Trade on New	NO	$ 41,950	$ 41,361	105%	$2,125	$344
25	P532579	2016	TOYOTA	COROLLA	133	Auction/Wholesale	NO	$ 15,479	$ 14,900	97%	$1,535	$2,408
26	522701	2018	TOYOTA	4RUNNER	7	Auction/Wholesale	Yes	$ 37,900	$ 35,775	108%	$2,565	$2,304
27	54490	2014	FORD	ESCAPE	10	Trade on New	NO	$ 11,950	$ 11,700	108%	$2,993	$1,447
28	33750	2014	MAZDA	MX5	19	Trade on New	NO	$ 18,950	$ 18,950	105%	$2,030	$2,748
29	92041	2016	TOYOTA	RAV4	28	Trade on Used	Yes	$ 21,950	$ 19,900	94%	$1,739	-
30	493544	2016	TOYOTA	COROLLA	25	Street/Curb Buy	Yes	$ 17,950	$ 16,895	98%	$2,587	$1,563
31	129	2018	HONDA	RIDGELINE	9	Trade on New	NO	$ 28,950	$ 28,167	108%	$2,226	-
32	159639	2017	GMC	YUKON XL	106	Trade on New	NO	$ 44,950	$ 44,350	100%	$1,625	$5,746
33	675469	2018	TOYOTA	TUNDRA	6	Auction/Wholesale	Yes	$ 38,950	$ 38,950	117%	$1,937	$5,937
34	51136	2010	TOYOTA	COROLLA	36	Trade on New	NO	$ 7,950	$ 6,736	87%	$1,846	$1,296
35	531024	2016	TOYOTA	COROLLA	25	Trade on New	Yes	$ 19,950	$ 18,950	99%	$4,489	$2,288
36	84602	2018	VOLVO	XC60	32	Trade on Used	NO	$ 40,950	$ 39,885	100%	$2,444	-

37	28742	2016	CADILLAC	SRX	14	Street/Curb Buy	NO	$ 26,950	$ 28,150	112%	$5,334	$4,431
38	538182	2018	TOYOTA	HIGHLANDER	6	Trade on New	Yes	$ 39,950	$ 38,950	114%	$5,805	$200
39	79341	2018	TOYOTA	CAMRY	18	Trade on New	Yes	$ 24,950	$ 23,400	99%	$1,897	$265
40	279780	2013	TOYOTA	TUNDRA	4	Trade on Used	NO	$ 25,500	$ 24,900	122%	$2,670	$2,180
41	5141047	2013	TOYOTA	4RUNNER	1	Trade on Used	NO	$ 19,950	$ 19,450	195%	$1,728	$1,842
42	1045	2015	LEXUS	NX 200T	26	Trade on New	NO	$ 22,950	$ 22,550	102%	$2,445	-
43	698957	2019	RAM	1500	11	Trade on Used	NO	$ 56,500	$ 54,900	106%	$1,959	$3,136
44	680320	2015	CHEVY	TAHOE	16	Trade on Used	NO	$ 30,950	$ 35,500	122%	$4,047	$2,486
45	449053	2018	TOYOTA	4RUNNER	12	Trade on New	Yes	$ 39,950	$ 36,950	100%	$872	$2,100
46	639203	2013	NISSAN	ROGUE	19	Trade on Used	NO	$ 11,950	$ 10,276	91%	$2,345	-
47	67074	2017	LEXUS	RX350	73	Trade on Used	NO	$ 44,950	$ 42,550	96%	$3,630	$407
48	247	2013	LEXUS	ES300H	38	Trade on Used	NO	$ 22,450	$ 23,950	109%	$7,533	-
49	156605	2017	LEXUS	GX460	2	Trade on Used	NO	$ 42,500	$ 41,992	148%	$5,542	$945
50	461661	2017	TOYOTA	4RUNNER	15	Trade on New	NO	$ 38,950	$ 38,000	104%	$2,984	-
51	156217	2018	GMC	2500	90	Trade on New	NO	$ 65,650	$ 62,926	97%	$1,896	-
52	207943	2013	NISSAN	JUKE	17	Trade on Used	NO	$ 8,450	$ 8,121	102%	$2,920	$892
53	261293	2012	DODGE	1500	8	Trade on Used	NO	$ 19,995	$ 19,995	113%	$2,118	$2,329

Scoreboard Totals	
% Retailed of Non-Franchise Make	99%
Total # Retail Units	200
Avg. Days to Sale	34.0
Avg. Advertised Price (Time of Sale)	$ 24,725
Avg. Transaction Price	$ 24,028
Avg. Market Price at 100%	$ 23,774
Avg. Price to Market % (Time of Sale)	104%
Avg. Transaction to Market	101%
Avg. Transactional Discount	$ 709
Avg. Front-End Gross	$ 3,163
Avg. Finance Gross	$ 2,408
PUVR	$ 5,007
Total Gross (Units & PUVR)	$ 1,001,439
GROI	221%
% with Trade	36%
Avg. Over/Under Allowance	$1,047

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Scoreboard

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Desk Manager	Totals	Shawn Cordell
% Retailed of Non-New Franchise	99%	99%
Total # Retail Units	200	200
Avg. Days to Sale	34.0	34.0
Avg. Advertised Price (Time of Sale)	$ 24,725	$ 24,725
Avg. Transaction Price	$ 24,028	$ 24,028
Avg. Market Price at 100%	$ 23,774	$ 23,674
Avg. Price to Market % (Time of Sale)	104%	104%
Avg. Transaction to Market	101%	101%
Avg. Transactional Discount	$ 709	$ 709
Avg. Front-End Gross	$ 3,163	$ 3,163
Avg. Finance Gross	$ 2,408	$ 2,408
PUVR	$ 5,007	$ 5,007
Total Gross (Units & PUVR)	$ 1,001,439	$ 1,001,439
GROI	221%	221%
% with Trade	36%	36%
Avg. Over/Under Allowance	1,047	1,047

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Scoreboard

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Sales Consultant	Totals	Capehart, C
% Retailed of Non-New Franchise	99%	94%
Total # Retail Units	200	31
Avg. Days to Sale	34.0	39.4
Avg. Advertised Price (Time of Sale)	$ 24,725	$ 25,327
Avg. Transaction Price	$ 24,028	$ 24,449
Avg. Market Price at 100%	$ 23,774	$ 24,196
Avg. Price to Market % (Time of Sale)	104%	105%
Avg. Transaction to Market	101%	101%
Avg. Transactional Discount	$ 709	$ 973
Avg. Front-End Gross	$ 3,163	$ 2,491
Avg. Finance Gross	$ 2,408	$ 2,732
PUVR	$ 5,007	$ 4,864
Total Gross (Units & PUVR)	$ 1,001,439	$ 150,797
GROI	221%	182%
% with Trade	36%	39%
Avg. Over/Under Allowance	1,047	1,019

NADA ACADEMY

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Stone, C	Winter, W	Jones, M
100%	100%	100%
29	15	16
36.7	26.5	21.9
$ 22,247	$ 28,768	$ 23,940
$ 21,557	$ 27,214	$ 23,900
$ 20,942	$ 29,194	$ 21,998
106%	99%	109%
103%	93%	109%
$ 690	$ 1,554	$ 40
$ 2,514	$ 3,097	$ 3,387
$ 2,064	$ 2,577	$ 2,584
$ 4,080	$ 4,987	$ 5,325
$ 118,327	$ 74,804	$ 85,198
186%	249%	366%
38%	33%	50%
2,041	1,100	964

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Jenkins,D	Jaramillo, H	Clark, S
100%	100%	100%
6	18	8
23.0	23.7	49.6
$ 25,708	$ 22,842	$ 26,836
$ 25,371	$ 22,020	$ 26,755
$ 24,906	$ 22,269	$ 25,583
103%	103%	105%
102%	99%	105%
$ 337	$ 823	$ 81
$ 4,303	$ 3,443	$ 3,606
$ 4,656	$ 2,314	$ 1,591
$ 8,182	$ 5,243	$ 4,998
$ 49,094	$ 94,367	$ 39,987
505%	361%	136%
17%	44%	25%
1,500	1,906	775

Maynor, R	XLexus	XToyota
100%	100%	100%
23	29	25
39.5	32.8	37.6
$ 15,402	$ 30,506	$ 27,242
$ 14,589	$ 29,527	$ 27,095
$ 15,390	$ 28,900	$ 25,662
100%	106%	106%
95%	102%	106%
$ 813	$ 978	$ 147
$ 2,802	$ 4,748	$ 2,524
$ 2,321	$ 2,216	$ 2,199
$ 4,518	$ 6,124	$ 4,283
$ 103,904	$ 177,594	$ 107,081
282%	227%	151%
13%	52%	24%
1,260	-181	1,200

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Scoreboard

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Finance Manager	Totals	Joe Kaufman
% Retailed of Non-New Franchise	99%	99%
Total # Retail Units	200	200
Avg. Days to Sale	34.0	34.0
Avg. Advertised Price (Time of Sale)	$ 24,725	$ 24,725
Avg. Transaction Price	$ 24,028	$ 24,028
Avg. Market Price at 100%	$ 23,774	$ 23,674
Avg. Price to Market % (Time of Sale)	104%	104%
Avg. Transaction to Market	101%	101%
Avg. Transactional Discount	$ 709	$ 709
Avg. Front-End Gross	$ 3,163	$ 3,163
Avg. Finance Gross	$ 2,408	$ 2,408
PUVR	$ 5,007	$ 5,007
Total Gross (Units & PUVR)	$ 1,001,439	$ 1,001,439
GROI	221%	221%
% with Trade	36%	0%
Avg. Over/Under Allowance	1,047	1,047

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Scoreboard

CPO	Totals	Yes
Total # Retail Units	200	30
Avg. Days to Sale	34.0	25.9
Avg. Advertised Price (Time of Sale)	$ 24,725	$ 29,644
Avg. Transaction Price	$ 24,028	$ 28,686
Avg. Market Price at 100%	$ 23,774	$ 27,702
Avg. Price to Market % (Time of Sale)	104%	107%
Avg. Transaction to Market	101%	104%
Avg. Transactional Discount	$ 709	$ 958
Avg. Front-End Gross	$ 3,163	$ 3,597
Avg. Finance Gross	$ 2,408	$ 2,996
PUVR	$ 5,007	$ 6,393
Total Gross (Units & PUVR)	$ 1,001,439	$ 191,800
GROI	221%	310%
% with Trade	36%	35%
Avg. Over/Under Allowance	1,047	640

No
170
35.4
$ 23,205
$ 23,205
$ 22,955
101%
101%
$ 665
$ 3,087
$ 2,275
$ 4,760
$ 809,144
209%
175%
1,104

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	200	0
Avg. Days to Sale	34.0	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 24,725	#DIV/0!
Avg. Transaction Price	$ 24,028	#DIV/0!
Avg. Market Price at 100%	$ 23,774	#DIV/0!
Avg. Price to Market % (Time of Sale)	104%	#DIV/0!
Avg. Transaction to Market	101%	#DIV/0!
Avg. Transactional Discount	$ 709	#DIV/0!
Avg. Front-End Gross	$ 3,163	#DIV/0!
Avg. Finance Gross	$ 2,408	#DIV/0!
PUVR	$ 5,007	#DIV/0!
Total Gross (Units & PUVR)	$ 1,001,439	#DIV/0!
GROI	221%	#DIV/0!
% with Trade	36%	#DIV/0!
Avg. Over/Under Allowance	1,047	#DIV/0!

No
198
32.8
$ 24,069
$ 24,069
$ 23,674
102%
102%
$ 709
$ 3,174
$ 2,420
$ 5,007
$ 991,425
228%
31%
1,069

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	200	79
% of Retail Units	100%	40%
% Retailed of Non-New Franchise	99%	97%
Avg. Days to Sale	34.0	27.1
Avg. Transaction Price	$ 24,028	$ 22,471
Avg. Transaction to Market %	101%	101%
Avg. Transactional Discount	$ 709	$ 1,013
Avg. Front End Gross	$ 3,163	$ 2,864
Avg. Finance Gross	$ 2,408	$ 2,235
PUVR	$ 5,007	$ 4,499
Total Gross (Units & PUVR)	$1,001,439	$ 355,404
GROI	221%	266%
% with Trade	36%	41%
Avg. Over/Under Allowance	1,047	870

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Trade on Used	Street/Curb buy	Auction/wholesale
56	4	51
28%	2%	26%
100%	100%	100%
27.1	18.3	54.8
$ 22,550	$ 22,621	$ 24,560
103%	108%	102%
$ 663	$ 85	$ 384
$ 3,338	$ 4,060	$ 2,916
$ 2,197	$ 2,997	$ 2,728
$ 4,986	$ 5,558	$ 5,270
$ 279,202	$ 22,233	$ 268,752
294%	485%	141%
36%	25%	27%
1,197	0	1,109

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
10	0	0
5%	0%	0%
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113%	#DIV/0!	#DIV/0!
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$ 2,901	#DIV/0!	#DIV/0!
$ 7,483	#DIV/0!	#DIV/0!
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Age	Totals	0-30 days
Total # Retail Units	200	136
% of Retail Units	100%	68%
% Retailed of Non-New Franchise	99%	99%
Avg. Days to Sale	34.0	15.8
Avg. Transaction Price	$ 24,028	$ 23,464
Avg. Transaction to Market %	101%	106%
Avg. Transactional Discount	$ 709	$ 757
Avg. Front End Gross	$ 3,163	$ 3,279
Avg. Finance Gross	$ 2,408	$ 2,233
PUVR	$ 5,007	$ 5,512
Total Gross (Units & PUVR)	$ 1,001,439	$ 749,581
GROI	221%	536%
% with Trade	36%	36%
Avg. Over/Under Allowance	1,047	1,187

NADA ACADEMY

31-45 days	46-60 days	61-90 days	90+ days
19	15	13	17
10%	8%	7%	9%
100%	100%	100%	94%
36.7	53.9	73.8	128.5
$ 24,252	$ 22,862	$ 33,711	$ 21,909
92%	97%	102%	93%
$ 964	$ 520	$ (183)	$ 904
$ 3,701	$ 2,887	$ 2,674	$ 2,257
$ 3,377	$ 2,218	$ 2,943	$ 2,903
$ 7,078	$ 5,105	$ 5,617	$ 5,159
$ 134,491	$ 76,572	$ 73,022	$ 87,706
286%	149%	81%	66%
26%	27%	38%	47%
760	1,100	1,617	-113