Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Mike Varela	Kirtan Patel	Justin Murren
Jason Bivone	JR Niebles	Lidia Vilela
Rodney Duran	Ronnie Manual	Ann Marie Kuhn
Eric Jimenez	Harry Sagong	Lynn Gerber
Jermiah Quinones		Valerie Vallejo
Michele Pincay		Hee Chung
		Herbie Rosario
		Jose Giron
		Ali Said
		Sam Chao
		Stuben Vega
		Bruno Lee
		Arnold Bang
		Mahmoud Najjar
		Frank Larocca
		Dwight Blackwood
		Alex Fermin
		Mike Jaloudi
		Ruth Solano
		Sam Jabbar
		Jaime Ayala

New Car Franchise(s)
Honda

Pre-Work VO1 Week 4 Pre-Owne

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

1) Complete 'Input Lists' tab with your Sales Staff by department and New Car Brand(s).
2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. Exclude outliers. (The example row is not included in formulas.)
3) Select 'Source' of vehicle into inventory (column F). Auction/Wholesale includes rental companies. Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO transaction-only.)
4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include chargebacks.
6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)

NADA ACADEMY

Unit #	Stock#	Year	Make	Model	Days in	Acquisition Source	CPO	Price (Time	Transacti	Market %	End	Finance	Salesperso	Desk Manager	Finance Manager	Trade	Under Allowan
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	$ 15,000	$ 13,800	95.00%	$1,500	$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	$2,000
1	U12632	2017	HONDA	ACCORD LX	7	LBO OEM/Leasing Co.	Yes	$ 15,932	$ 18,997	96.00%	$4,030	$1,786	Valerie Vallejo	Mike Varela	JR Niebles	No	
2	59808A	2017	HONDA	CIVIC HATCH	40	Trade on New	Yes	$ 18,489	$ 18,389	95.00%	$2,154	$0	LYNn Gerber	Rodney Duran	Ronnie Manual	No	
3	U12608	2017	HONDA	ACCORD HYBRID	21	LBO OEM/Leasing Co.	Yes	$ 18,621	$ 18,621	94.00%	$325	$2,811	HERbie Rosario	Jason Bivone	Ronnie Manual	No	
4	U12615	2016	FORD	F150	20	Street/Curb Buy	No	$ 22,979	$ 22,199	95.00%	$3,179	$83	JUSTIN Murren	MIKe Varela	RONnie Manual	Yes	
5	U12599	2014	VOLVO	XC60	28	Street/Curb Buy	No	$ 16,816	$ 15,702	96.00%	($263)	$1,559	SAM Chao	Rodney Duran	JR Niebles	No	
6	U12656	2017	HONDA	ACCORD	0	LBO Customer	No	$ 17,356	$ 17,356	0.00%	$0	$2,693	Bruno Lee	Rodney Duran	Ronnie Manual	No	
7	59509A	2017	Volkswagen	PASSAT	71	Trade on New	No	$ 10,295	$ 9,296	91.00%	$142	$0	Lidia Vilela	Rodney Duran		No	
8	60453a	2017	Honda	CRV	9	Trade on New	Yes	$ 24,796	$ 24,000	95.00%	$2,762	$0		Jason Bivone	JR Niebles	yes	$750
9	U12659	2017	Honda	Civic	0	LBO Customer	no	$ 15,452	$ 15,452	0.00%	$0	$2,093	Hee Chung	Jason Bivone	Ronnie Manual	no	
10	U12589	2011	Mazda	Tribute	32	Street/Curb Buy	no	$ 7,322	$ 8,935	85.00%	$3,509	$643	Lidia Vilela	Jason Bivone	Kirtan Patel	no	
11	U12643	2017	Honda	CRV	10	LBO Customer	no	$ 22,173	$ 22,173	0.00%	$0	$670	Bruno Lee	Rodney Duran	jR Niebles	no	
12	U12623	2017	Honda	ACCORD	20	LBO OEM/Leasing Co.	no	$ 17,223	$ 16,927	95.00%	$794	$308	Lynn Gerber	Jason Bivone	Ronnie Manual	no	
13	59835a	2012	Honda	Pilot	58	Trade on New	no	$ 11,612	$ 11,801	96.00%	($460)	$2,808	herbie Rosario	jason Bivone	jR Niebles	no	
14	U12621	2017	Honda	CRV	20	LBO OEM/Leasing Co.	yes	$ 24,114	$ 26,500	96.00%	$4,664	$2,917	Valerie Vallejo	jason Bivone	ronnie Manual	no	
15	u12574a	2013	Honda	Pilot	35	Trade on Used	no	$ 15,995	$ 15,995	94.00%	$365	$0	herbie Rosario	Jason Bivone	harry Sagong	yes	
16	60116A	2017	Honda	crv	43	Trade on New	no	$ 18,590	$ 22,173	90.00%	$4,317	$1,100	Justin Murren	Jason Bivone	kirtan Patel	no	
17	U12520	2006	Honda	crv	69	Street/Curb Buy	no	$ 4,990	$ 4,686	93.00%	$816	$0	Lidia Vilela	Rodney Duran		no	
18	58988aaa	2013	Ford	f150	138	Trade on Used	no	$ 20,495	$ 22,851	89.00%	$1,360	$3,923	Mahmoud Najjar	Mike Varela	Ronnie Manual	no	
19	u12636	2017	honda	hrv	15	LBO OEM/Leasing Co.	yes	$ 16,188	$ 16,145	96.00%	$1,267	$91	Ann Marie Kuhn	Eric Jimenez	harry Sagong	no	
20	59918a	2015	Volkswagen	pasast	40	Trade on New	no	$ 9,690	$ 11,460	95.00%	$3,974	$963		Eric Jimenez	Kirtan Patel	yes	
21	u12577	2016	Honda	Civic	44	LBO OEM/Leasing Co.	yes	$ 13,737	$ 14,801	95.00%	$748	$83	Dwight Blackwoo	Jason Bivone	Ronnie Manual	no	
22	u12633	2016	Honda	crv	15	LBO OEM/Leasing Co.	yes	$ 16,843	$ 16,843	94.00%	$394	$2,066	ann Marie Kuhn	Mike Varela	Ronnie Manual	no	
23	u12616	2017	Honda	crv	27	LBO OEM/Leasing Co.	yes	$ 22,075	$ 22,075	93.00%	$1,489	$4,571	Bruno Lee	Rodney Duran	kirtan Patel	no	
24	u12673	2016	Honda	Odyssey	0	LBO Customer	no	$ 20,150	$ 20,150	0.00%	$1,994	$3,713	Ann Marie Kuhn	Mike Varela	jR Niebles	no	
25	u12495	2017	Honda	fit	82	LBO OEM/Leasing Co.	yes	$ 13,248	$ 16,086	91.00%	$2,655	$4,527		Jason Bivone	Harry Sagong	no	
26	u12685	2017	Honda	ACCORD	0	LBO Customer	no	$ 15,433	$ 15,433	0.00%	$1,465	$840	Sam Chao	Jason Bivone	Ronnie Manual	no	
27	u12461	2016	Honda	Civic	98	LBO OEM/Leasing Co.	yes	$ 15,995	$ 15,580	91.00%	($899)	$1,343		Mike Varela	jR Niebles	no	
28	59810a	2013	Mini	cooper	60	Trade on New	no	$ 10,495	$ 11,293	88.00%	$3,079	$3,994	justin Murren	jason Bivone	jR Niebles	no	
29	u12558	2017	Honda	CIVIC HATCH	59	LBO OEM/Leasing Co.	yes	$ 17,595	$ 17,595	94.00%	$715	$1,346	Jose Giron	rodney Duran	harry Sagong	yes	$500
30	u12614	2012	Fiat	500	8	Street/Curb Buy	no	$ 4,945	$ 4,945	86.00%	$2,695	$55	Ann Marie Kuhn	Rodney Duran		no	
31	u12686	2017	honda	crv	0	LBO Customer	no	$ 21,862	$ 21,862	0.00%	$1,916	$0	Arnold Bang	Jason Bivone	Ronnie Manual	no	
32	u12666	2016	Honda	crv	7	LBO OEM/Leasing Co.	no	$ 18,531	$ 21,196	99.00%	$3,265	$2,819	Ali Said	Mike Varela	kirtan Patel	no	
33	U12631	2017	JEEP	G. CHEROKEE	20	Street/Curb Buy	No	$ 25,837	$ 25,500	98.00%	$503	$1,824	Frank Larocca	Mike Varela	Harry Sagong	Yes	
34	U12653	2016	Honda	ACCORD	14	LBO OEM/Leasing Co.	Yes	$ 17,666	$ 17,666	97.00%	$473	$1,359	Arnold Bang	Mike Varela	JR Niebles	Yes	
35	U12651	2018	Honda	CRV	14	LBO OEM/Leasing Co.	Yes	$ 25,929	$ 25,729	96.00%	$377	$0	Stuben Vega	Rodney Duran	Ronnie Manual	No	
36	60426A	2014	Honda	Civic	18	Trade on New	No	$ 11,562	$ 11,400	89.00%	$1,423	$2,006	Valerie Vallejo	Eric Jimenez		No	
37	60459A	2018	Honda	CRV	33	Trade on New	Yes	$ 14,997	$ 14,296	94.00%	$930	$1,052		Eric Jimenez	JR Niebles	No	
38	U12553	2017	Honda	Civic	64	LBO OEM/Leasing Co.	Yes	$ 14,439	$ 14,439	93.00%	($1,153)	$2,540		Jason Bivone	Harry Sagong	No	
39	U12415	2016	Dodge	Challenger	112	Street/Curb Buy	no	$ 23,997	$ 25,015	92.00%	($1,242)	$1,359	Lidia Vilela	Eric Jimenez	harry Sagong	no	
40	u12696	2016	Honda	crv	0	LBO Customer	no	$ 17,993	$ 17,993	0.00%	$1,405	$2,132	Hee Chung	Mike Varela	harry Sagong	no	
41	u12657	2015	Fiat	500c	12	Street/Curb Buy	no	$ 13,115	$ 12,400	96.00%	$1,916	$0	Mahmoud Najjar	Rodney Duran	kirtan Patel	no	
42	60474A	2016	Honda	PILOt	14	Trade on New	Yes	$ 25,995	$ 27,625	92.00%	$2,859	$0	Valerie Vallejo	Eric Jimenez	Harry Sagong	No	
43	U12611A	2015	Volkswagen	JETTA	14	Trade on Used	No	$ 8,242	$ 9,000	88.00%	$1,018	$537	Ann Marie Kuhn	Eric Jimenez	Ronnie Manual	No	
44	60475A	2013	Honda	CRV	26	Trade on New	No	$ 14,049	$ 13,700	95.00%	$249	$86	Sam Chao	Jason Bivone	Kirtan Patel	No	
45	U12493	2014	Jeep	G. CHEROKEE	89	Street/Curb Buy	No	$ 17,495	$ 17,050	81.00%	$330	$998	Lynn Gerber	Mike Varela	JR Niebles	No	
46	60148A	2014	Honda	Civic	11	Trade on New	No	$ 10,534	$ 10,534	94.00%	$2,948	$560		Mike Varela	Ronnie Manual	Yes	$1,250

47	U12667	2017	Honda	ACCORD	13	LBO OEM/Leasing Co.	Yes	$ 18,838	$ 20,636	96.00%	$3,205	$83		Eric Jimenez	Harry Sagong	No	
48	U12639	2107	Honda	Civic	23	LBO OEM/Leasing Co.	Yes	$ 15,590	$ 17,767	95.00%	$3,113	$1,003	Lynn Gerber	Rodney Duran	Kirtan Patel	No	
49	60049a	2017	Honda	ACCORD	23	Trade on New	yes	$ 16,015	$ 20,698	94.00%	$5,030	$4,202	Valerie Vallejo	Jason Bivone	Ronnie Manual	no	
50	60205a	2009	Honda	ACCORD	26	Trade on New	no	$ 8,325	$ 8,451	86.00%	$2,476	$1,143	Lidia Vilela	Jason Bivone	Ronnie Manual	no	
51	59266a	2017	Kia	forte	57	Trade on New	no	$ 10,995	$ 10,328	87.00%	($191)	$439	Arnold Bang	Eric Jimenez	kirtan Patel	no	
52	u12550	2017	Honda	ACCORD	71	LBO OEM/Leasing Co.	yes	$ 18,795	$ 18,582	90.00%	$13	$899	justin Murren	Jason Bivone	jR Niebles	no	
53	59867a	2010	Chevrolet	malibu	86	Trade on New	no	$ 5,990	$ 5,870	90.00%	$1,056	$978	Herbie Rosario	Jason Bivone		no	
54	u12640	2010	Audi	q5	25	Street/Curb Buy	no	$ 9,811	$ 9,400	93.00%	$754	$0	Lynn Gerber	mike Varela		no	
55	u12674	2017	Honda	hrv	7	LBO OEM/Leasing Co.	yes	$ 18,148	$ 18,995	96.00%	$1,921	$4,330		jason Bivone	Ronnie Manual	no	
56	u12638	2017	Honda	CRV	25	LBO OEM/Leasing Co.	yes	$ 21,385	$ 22,145	96.00%	$385	$984	sam Chao	Jason Bivone	harry Sagong	no	
57	60453ab	2017	Honda	Civic	16	Trade on Used	yes	$ 16,850	$ 18,010	97.00%	$3,623	$363	Lidia Vilela	Jason Bivone	kirtan Patel	yes	
58	60092a	2013	Honda	Civic	100	Trade on New	no	$ 13,996	$ 14,000	80.00%	$1,216	$3,227	Mahmoud Najjar	Eric Jimenez	Kirtan Patel	No	
59	U12664	2017	Honda	ACCORD	14	LBO OEM/Leasing Co.	Yes	$ 15,752	$ 15,752	96.00%	$55	$2,508	jose Giron	jason Bivone	Ronnie Manual	no	
60	U12500	2016	Honda	fit	91	LBO OEM/Leasing Co.	Yes	$ 12,850	$ 15,580	91.00%	$2,131	$3,056	Valerie Vallejo	Jason Bivone	jR Niebles	no	
61	u12669	2016	Honda	CRV	17	LBO OEM/Leasing Co.	Yes	$ 17,545	$ 20,001	97.00%	$1,855	$682	Herbie Rosario	Eric Jimenez	JR Niebles	No	
62	U12646	2016	GMC	SIERRA 2500	26	Street/Curb Buy	No	$ 44,632	$ 43,798	94.00%	$2,883	$83		Eric Jimenez	Ronnie Manual	Yes	
63	U12517	2017	Honda	ACCORD	90	LBO OEM/Leasing Co.	Yes	$ 14,390	$ 14,279	99.00%	($2,185)	$0	Lidia Vilela	Mike Varela	JR Niebles	No	
64	60552A	2017	Honda	CIVIC HATCH	9	Trade on New	Yes	$ 16,561	$ 16,060	90.00%	$517	$980		Eric Jimenez	Kirtan Patel	No	
65	u12662	2016	Honda	crv	18	LBO OEM/Leasing Co.	yes	$ 20,199	$ 20,000	99.00%	$226	$83	hee Chung	Mike Varela	kirtan Patel	no	
66	60298a	2017	Honda	CIVIC HATCH	61	LBO OEM/Leasing Co.	yes	$ 16,815	$ 19,397	92.00%	$1,274	$2,993	valerie Vallejo	jason Bivone	jR Niebles	no	
67	u12720	2019	Honda	Pilot	2	Auction/Wholesale	yes	$ 38,254	$ 40,000	95.00%	$2,114	$3,684		jason Bivone	ronnie Manual	no	
68	u12706	2018	Honda	Civic	5	LBO OEM/Leasing Co.	yes	$ 14,979	$ 16,479	97.00%	$1,487	$1,277	Valerie Vallejo	Jason Bivone	Ronnie Manual	no	
69	59858a	2013	Honda	crv	19	Trade on New	no	$ 12,791	$ 12,450	94.00%	($142)	$202	Lidia Vilela	Rodney Duran	Ronnie Manual	no	
70	60532a	2018	Honda	hrv	22	Trade on New	yes	$ 16,339	$ 18,350	96.00%	$1,783	$1,937	Bruno Lee	Eric Jimenez	kirtan Patel	no	
71	u12652	2015	BMW	335	24	Street/Curb Buy	no	$ 23,995	$ 24,000	95.00%	$1,251	$2,190	Ann Marie Kuhn	Eric Jimenez	harry Sagong	yes	
72	60355a	2017	Honda	pilot	26	Trade on New	yes	$ 24,961	$ 24,961	92.00%	$109	$3,180	Hee Chung	jason Bivone	harry Sagong	no	
73	u12642	2014	Mercedes-Benz	m class	29	Street/Curb Buy	no	$ 19,995	$ 17,706	95.00%	$1,533	$1,512		Mike Varela	jR Niebles	yes	
74	u12624	2017	Honda	ACCORD	39	LBO OEM/Leasing Co.	yes	$ 15,075	$ 15,000	97.00%	($767)	$124	Bruno Lee	Rodney Duran	harry Sagong	no	
75	60318a	2019	Honda	CRV	39	Trade on New	yes	$ 22,644	$ 22,644	93.00%	$1,053	$4,912	frank Larocca	jason Bivone	kirtan Patel	no	
76	u12622	2017	Honda	ACCORD	40	LBO OEM/Leasing Co.	yes	$ 16,856	$ 19,995	95.00%	$389	$2,017		Eric Jimenez	kirtan Patel	No	
77	u12374	2012	Honda	fit	133	Street/Curb Buy	no	$ 5,795	$ 5,795	66.00%	($482)	$560		Jason Bivone	Ronnie Manual	no	
78	u12702	2014	porsche	911	7	Street/Curb Buy	no	$ 76,495	$ 94,911	0.00%	$5,117	$2,175		Mike Varela	jR Niebles	yes	
79	u12653a	2013	BMW	3 series	13	Trade on Used	no	$ 13,166	$ 13,131	93.00%	$3,530	$11,929	lynn Gerber	Mike Varela	harry Sagong	no	
80	u12670	2017	Honda	ACCORD	22	LBO OEM/Leasing Co.	yes	$ 16,266	$ 15,301	100.00%	($407)	$3,994	Dwight Blackwoo	Jason Bivone	kirtan Patel	no	
81	u12718	2017	Honda	hrv	8	LBO OEM/Leasing Co.	yes	$ 16,538	$ 16,038	95.00%	$909	$1,240	Lynn Gerber	Rodney Duran	jR Niebles	no	
82	60526a	2017	Honda	hrv	8	Trade on New	yes	$ 18,277	$ 18,077	94.00%	$1,277	$1,245	Lynn Gerber	Mike Varela	jR Niebles	no	
83	60436a	2014	Dodge	dart	12	Trade on New	no	$ 9,997	$ 9,700	91.00%	$2,627	$192	Ann Marie Kuhn	Mike Varela	Ronnie Manual	no	
84	u12610	2017	Honda	ACCORD	48	LBO OEM/Leasing Co.	yes	$ 14,997	$ 14,923	95.00%	($982)	$763	Stuben Vega	Rodney Duran	harry Sagong	no	
85	u12635	2016	Honda	Civic	36	LBO OEM/Leasing Co.	yes	$ 15,390	$ 16,086	96.00%	$972	$233		jason Bivone	harry Sagong	no	
86	u12737	2019	honda	pilot	0	LBO Customer	no	$ 39,243	$ 39,243	0.00%	$0	$3,922	Herbie Rosario	Jason Bivone	ronnie Manual	no	
87	u12678	2018	Honda	fit	18	LBO OEM/Leasing Co.	yes	$ 15,930	$ 16,000	91.00%	$1,415	$950		Eric Jimenez	kirtan Patel	no	
88	60243b	2018	Honda	CIVIC HATCH	4	Trade on New	yes	$ 19,222	$ 19,000	94.00%	$1,367	$242	Ann Marie Kuhn	Rodney Duran	harry Sagong	no	
89	u12716	2017	Honda	Civic	9	LBO OEM/Leasing Co.	yes	$ 14,571	$ 14,571	92.00%	($428)	$83	Arnold Bang	Rodney Duran	kirtan Patel	no	
90	u12643	2017	Honda	CRV	0	LBO Customer	no	$ 22,173	$ 22,173	0.00%	$0	$670	Bruno Lee	Rodney Duran	jR Niebles	no	
91	u12594	2016	Honda	Civic	58	LBO OEM/Leasing Co.	yes	$ 14,295	$ 19,796	91.00%	$6,307	$1,669	Mahmoud Najjar	Eric Jimenez	kirtan Patel	no	
92	u12354	2016	Honda	Pilot	143	LBO OEM/Leasing Co.	yes	$ 26,590	$ 26,590	93.00%	($1,728)	$1,702	Stuben Vega	Mike Varela	Ronnie Manual	yes	$1,500
93	u12730	2017	Honda	Civic	5	LBO OEM/Leasing Co.	yes	$ 14,015	$ 13,816	96.00%	($400)	$713		Eric Jimenez	harry Sagong	no	
94	u12723	2017	Honda	CRV	9	LBO OEM/Leasing Co.	yes	$ 26,232	$ 26,365	94.00%	$3,126	$2,079	Ali Said	Mike Varela	kirtan Patel	no	
95	60632a	2017	Honda	civic	2	Trade on New	Yes	$ 12,768	$ 14,440	94.00%	$881	$2,878	Jose Giron	Rodney Duran	JR Niebles	No	
96	60357A	2017	Honda	ACCORD	6	Trade on New	Yes	$ 17,564	$ 19,700	95.00%	$2,914	$4,266	Jose Giron	Eric Jimenez	Kirtan Patel	No	
97	U12719	2017	Honda	ACCORD	10	LBO OEM/Leasing Co.	Yes	$ 16,833	$ 19,411	94.00%	$1,330	$599	Lynn Gerber	Eric Jimenez	Kirtan Patel	No	
98	U12677	2016	Honda	Civic	20	LBO OEM/Leasing Co.	Yes	$ 13,612	$ 14,531	95.00%	$527	$106	Justin Murren	Jason Bivone	Harry Sagong	Yes	$250
99	U12724	2016	Audi	S 7	8	Street/Curb Buy	No	$ 40,753	$ 40,284	98.00%	$2,852	$951	Justin Murren	Eric Jimenez	Harry Sagong	No	
100	U12736	2017	Honda	ACCORD	6	Street/Curb Buy	Yes	$ 17,989	$ 17,210	95.00%	$177	$614	Alex Fermin	Eric Jimenez	JR Niebles	No	
101	u12665	2016	Honda	hrv	29	LBO OEM/Leasing Co.	Yes	$ 16,791	$ 18,381	97.00%	$1,133	$3,736	Mahmoud Najjar	Rodney Duran	Kirtan Patel	No	
102	U12466A	2013	Hyundai	SANTA FE	56	Trade on New	No	$ 11,493	$ 11,219	91.00%	$419	$1,487	Ann Marie Kuhn	Mike Varela	Kirtan Patel	Yes	
103	U12594	2016	Honda	CIVIC	60	Trade on New	Yes	$ 14,295	$ 14,295	91.00%	$696	$258	Mahmoud Najjar	Eric Jimenez	Kirtan Patel	No	
104	U12731	2017	Honda	hrv	8	LBO OEM/Leasing Co.	Yes	$ 17,910	$ 17,900	96.00%	$1,435	$1,431	Herbie Rosario	Jason Bivone	JR Niebles	YES	($663)
105	U12518	2009	Hyundai	ELANTRA	102	Street/Curb Buy	No	$ 4,995	$ 3,988	70.00%	($170)	$0	Mike Jaloudi	Mike Varela	Kirtan Patel	No	$400
106	U12721	2016	Honda	ACCORD	14	LBO OEM/Leasing Co.	Yes	$ 17,065	$ 18,800	95.00%	$1,693	$4,218	Alex Fermin	Rodney Duran	JR Niebles	No	

107	U12672	2017	Honda	CRV	28	Trade on New	Yes	$ 21,670	$ 27,600	96.00%	$6,858	$599	Ruth Solano	Mike Varela	Kirtan Patel	Yes	($1,000)
108	60556A	2016	Honda	CIVIC	8	Trade on New	Yes	$ 14,419	$ 14,600	96.00%	$694	$2,101	Valerie Vallejo	Jason Bivone	JR Niebles	No	
109	U12758	2017	Honda	ACCORD	0	LBO Customer	No	$ 15,175	$ 15,175	0.00%	$1,500	$219	Arnold Bang	Jason Bivone	JR Niebles	No	
110	U13735	2017	Honda	CRV	10	LBO OEM/Leasing Co.	Yes	$ 21,971	$ 21,971	93.00%	$565	$0	Sam Chao	Rodney Duran	Harry Sagong	No	
111	U12634	2017	Honda	ACCORD	44	Trade on New	Yes	$ 18,124	$ 17,080	96.00%	($951)	$640	Justin Murren	Rodney Duran	Harry Sagong	No	
112	60014A	2017	Honda	HRV	32	Trade on New	Yes	$ 18,963	$ 18,963	94.00%	$377	$83	Justin Murren	Rodney Duran	JR Niebles	No	
113	U12759	2017	Honda	HRV	0	LBO Customer	No	$ 16,179	$ 16,179	0.00%	$1,865	$2,567	Arnold Bang	Jason Bivone	Harry Sagong	No	
114	60311A	2014	Honda	CRV	29	Trade on Used	No	$ 12,445	$ 12,509	92.00%	$1,030	$2,344	Lidia Vilela	Jason Bivone	Ronnie Manual	No	
115	U12717	2017	Honda	HRV	19	LBO Customer	Yes	$ 17,012	$ 17,907	95.00%	$2,009	$262	Alex Fermin	Rodney Duran	Harry Sagong	No	
116	60243A	2018	Honda	ACCORD	15	Trade on New	Yes	$ 24,219	$ 23,594	95.00%	$643	$6,284	Justin Murren	Rodney Duran	Kirtan Patel	No	
117	60259A	2017	Honda	PLOT	24	Trade on New	Yes	$ 26,145	$ 25,946	93.00%	$470	$3,009	Ann Marie Kuhn	Mike Varela	Kirtan Patel	No	
118	59674A	2011	Honda	PILOT	20	Trade on New	No	$ 11,997	$ 11,370	89.00%	$1,098	$678	Mahmoud Najjar	Jason Bivone	Kirtan Patel	No	
119	60408A	2013	Subaru	LEGACY	16	Trade on New	No	$ 9,997	$ 11,097	91.00%	$3,002	$330	Ann Marie Kuhn	Jason Bivone	Harry Sagong	No	
120	0004RA	2015	Nissan	ARMADA	224	Trade on New	No	$ 20,995	$ 21,532	90.00%	($2,869)	$1,858	Lidia Vilela	Jason Bivone	Kirtan Patel	No	
121	60404A	2011	Mazda	3	46	Trade on New	No	$ 7,495	$ 8,275	85.00%	$1,474	$83	Lynn Gerber	Jason Bivone	Kirtan Patel	No	
122	U12662A	2013	Subaru	LEGACY	17	Trade on New	No	$ 6,249	$ 6,249	73.00%	$1,923	$242	Ann Marie Kuhn	Rodney Duran	Kirtan Patel	No	
123	U12733	2017	Honda	ACCORD	14	LBO OEM/Leasing Co.	Yes	$ 18,452	$ 19,378	93.00%	$999	$829	Alex Fermin	Mike Varela	Kirtan Patel	No	
124	U12571	2017	Ford	MUSTANG	83	Street/Curb Buy	No	$ 18,595	$ 18,846	93.00%	$1,525	$1,444	Sam Jabbar	Rodney Duran	Kirtan Patel	Yes	$300
125	60418a	2014	Jeep	GRAND CHEROKEE	52	Trade on New	No	$ 14,995	$ 16,362	91.00%	$2,147	$2,170	Valerie Vallejo	Mike Varela	Kirtan Patel	Yes	
126	U12680	2016	Honda	CIVIC	30	LBO OEM/Leasing Co.	Yes	$ 17,019	$ 17,032	98.00%	($1,214)	$83	Sam Chao	Jason Bivone	Ronnie Manual	No	
127	U12704	2017	Honda	CIVIC HATCH	23	LBO OEM/Leasing Co.	Yes	$ 16,273	$ 15,805	98.00%	$300	$1,838	Hee Chung	Jason Bivone	Harry Sagong	No	
128	U12723A	2019	Honda	PILOT	6	Trade on New	Yes	$ 34,927	$ 36,286	95.00%	$3,789	$3,220	Ann Marie Kuhn	Eric Jimenez	Ronnie Manual	Yes	($500)
129	U12755	2014	Ford	FUSION	7	Street/Curb Buy	No	$ 11,995	$ 13,026	92.00%	$792	$682	Mike Jaloudi	Jason Bivone	Ronnie Manual	No	
130	U12507	2016	Honda	ODYSSEY	112	LBO OEM/Leasing Co.	Yes	$ 19,995	$ 22,927	92.00%	$1,389	$4,872	Sam Jabbar	Jason Bivone	Kirtan Patel	No	
131	U12773	2017	Honda	CIVIC	3	LBO OEM/Leasing Co.	Yes	$ 15,239	$ 17,000	95.00%	$1,987	$1,977	Alex Fermin	Jason Bivone	Ronnie Manual	No	
132	U12761	2017	Honda	CIVIC	4	LBO OEM/Leasing Co.	Yes	$ 15,631	$ 14,843	95.00%	$21	$818	Stuben Vega	Rodney Duran	Harry Sagong	No	
133	59546A	2014	Honda	CIVIC	24	Trade on New	No	$ 12,339	$ 11,900	88.00%	$766	$1,320	Ann Marie Kuhn	Eric Jimenez	Harry Sagong	No	
134	U12727	2015	Toyota	SIENNA	21	Street/Curb Buy	No	$ 25,449	$ 28,245	92.00%	$3,690	$11,096	Alex Fermin	Jason Bivone	Kirtan Patel	No	
135	U12728	2014	BMW	3 SERIES	17	Street/Curb Buy	No	$ 14,288	$ 15,170	94.00%	$1,981	$2,030	Lidia Vilela	Eric Jimenez	Harry Sagong	Yes	
136	U12683	2017	Acura	MDX	33	LBO OEM/Leasing Co.	No	$ 31,295	$ 33,000	95.00%	$1,781	$3,284	Alex Fermin	Jason Bivone	Ronnie Manual	No	
137	U12556	2017	Honda	CIVIC	94	LBO OEM/Leasing Co.	Yes	$ 14,995	$ 14,850	94.00%	($1,194)	$108	Arnold Bang	Mike Varela	Harry Sagong	No	
138	U12675	2016	Honda	CRV	33	LBO Customer	Yes	$ 17,215	$ 17,115	96.00%	($541)	$193	Herbie Rosario	Jason Bivone	Ronnie Manual	No	
139	60504A	2017	Honda	PILOT	31	Trade on New	Yes	$ 26,767	$ 26,200	96.00%	$800	$525	Alex Fermin	Rodney Duran	Ronnie Manual	No	
140	60405a	2018	Honda	ACCORD	55	Trade on New	Yes	$ 24,212	$ 24,212	95.00%	$659	$242	Ruth Solano	Eric Jimenez	Kirtan Patel	No	
141	60127A	2016	Honda	PILOT	13	Trade on New	Yes	$ 23,608	$ 23,663	97.00%	$1,076	$808	Bruno Lee	Rodney Duran	Harry Sagong	Yes	$900
142	60613A	2013	Chevrolet	SPARK	14	Trade on New	No	$ 4,995	$ 4,353	86.00%	$3,563	$83	Sam Jabbar	Jason Bivone	Kirtan Patel	No	
143	U12631A	2012	Kia	SPORTAGE	32	Trade on New	No	$ 8,097	$ 7,100	85.00%	$280	$0	Mike Jaloudi	Mike Varela	Ronnie Manual	No	
144	60409A	2013	Hyundai	ELANTRA	23	Trade on New	No	$ 4,995	$ 4,995	89.00%	$3,019	$0	Stuben Vega	Rodney Duran	Kirtan Patel	No	
145	60529A	2014	Honda	CRV	23	Trade on New	No	$ 13,212	$ 13,212	92.00%	$920	$1,221	Herbie Rosario	Jason Bivone	Ronnie Manual	No	
146	60566A	2016	Honda	PILOT	19	Trade on New	Yes	$ 24,795	$ 24,100	93.00%	$146	$2,848	Hee Chung	Jason Bivone	Ronnie Manual	No	
147	59572A	2016	Honda	CRV	27	Trade on New	Yes	$ 16,968	$ 19,013	98.00%	$3,228	$2,340	Lidia Vilela	Rodney Duran	Ronnie Manual	No	
148	U12725	2016	Toyota	HIGHLANDER	27	Street/Curb Buy	No	$ 22,480	$ 22,480	95.00%	$847	$3,546	Mike Jaloudi	Jason Bivone	Harry Sagong	No	
149	U12595	2019	Honda	RIDGELINE	79	LBO OEM/Leasing Co.	Yes	$ 34,995	$ 34,995	93.00%	($195)	$2,044	Valerie Vallejo	Jason Bivone	Ronnie Manual	Yes	($400)
150	60319A	2019	Honda	ACCORD	45	Trade on New	Yes	$ 23,895	$ 23,895	90.00%	$744	$0	Bruno Lee	Rodney Duran	Kirtan Patel	No	
151	U12723	2017	Honda	CRV	29	LBO OEM/Leasing Co.	Yes	$ 25,995	$ 27,005	93.00%	$3,412	$1,388	Lynn Gerber	Mike Varela	Ronnie Manual	No	
152	60407A	2008	Nissan	VERSA	30	Trade on New	No	$ 4,395	$ 4,395	90.00%	$1,850	$83	Hee Chung	Jason Bivone	Kirtan Patel	No	
153	U12731A	2011	Volkswagen	TIGUAN	17	Trade on New	No	$ 4,995	$ 4,866	70.00%	$2,375	$0	Sam Jabbar	Jason Bivone	Kirtan Patel	No	
154	U12637	2017	Honda	ACCORD	58	LBO OEM/Leasing Co.	Yes	$ 17,249	$ 18,791	95.00%	($149)	$1,161	Hee Chung	Jason Bivone	Ronnie Manual	No	
155	U12628	2017	Honda	FIT	63	LBO OEM/Leasing Co.	Yes	$ 13,724	$ 14,282	90.00%	$646	$236	Jaime Ayala	Eric Jimenez	Ronnie Manual	no	
156	u12760	2017	Honda	accord	13	LBO OEM/Leasing Co.	Yes	$ 16,563	$ 16,563	95.00%	($777)	$150	Bruno Lee	Rodney Duran	Harry Sagong	No	
157	U12808	2016	Honda	CIVIC	1	LBO Customer	No	$ 15,988	$ 13,959	98.00%	$1,582	$3,292	Ruth Solano	Jason Bivone	Kirtan Patel	No	
158	U12720A	2017	Honda	PILOT	24	Trade on New	Yes	$ 25,995	$ 25,995	95.00%	$964	$3,777	Lynn Gerber	Jason Bivone	Harry Sagong	No	
159	60514A	2017	Honda	CRV	26	Street/Curb Buy	Yes	$ 19,497	$ 20,796	94.00%	$2,013	$1,134	Ruth Solano	Eric Jimenez	Kirtan Patel	Yes	($1,500)
160	60430A	2017	Honda	ODYSSEY	25	Trade on New	Yes	$ 27,031	$ 27,031	95.00%	$2,064	$1,183	Ann Marie Kuhn	Jason Bivone	Ronnie Manual	No	
161	U12732	2017	Honda	CIVIC	22	LBO OEM/Leasing Co.	Yes	$ 16,160	$ 15,601	95.00%	($445)	$83	Jose Giron	Eric Jimenez	Kirtan Patel	No	($200)
162	U12729	2012	Honda	ODYSSEY	22	Street/Curb Buy	No	$ 12,982	$ 14,684	92.00%	$2,128	$242	Ann Marie Kuhn	Jason Bivone	Harry Sagong	Yes	
163	U12638A	2009	Toyota	CAMRY	28	Trade on New	No	$ 4,880	$ 4,281	82.00%	$785	$0	Arnold Bang	Mike Varela	Kirtan Patel	No	
164	59521A	2018	Toyota	RAV 4	35	Trade on New	No	$ 17,995	$ 22,086	91.00%	$4,836	$3,685	Sam Jabbar	Jason Bivone	Kirtan Patel	No	
165	59861A	2015	Honda	CRV	108	Trade on New	Yes	$ 19,495	$ 19,262	98.00%	($1,672)	$488	Sam Chao	Mike Varela	Ronnie Manual	No	
166	U12672A	2014	Honda	CRV	14	Trade on New	No	$ 13,667	$ 13,367	94.00%	$3,227	$242	Sam Chao	Jason Bivone	Kirtan Patel	Yes	($350)

167	U12652AA	2017	Mercedes-Benz	C CLASS	24	Trade on New	No	$ 33,795	$ 33,650	95.00%	$223	$518	Alex Fermin	Mike Varela	Harry Sagong	Yes	
168	60497A	2015	Toyota	COROLLA	53	Trade on New	No	$ 10,995	$ 11,801	90.00%	$748	$682	Ruth Solano	Eric Jimenez	Kirtan Patel	No	
169	60626A	2011	BMW	X5	5	Trade on New	No	$ 8,995	$ 10,500	88.00%	$4,413	$835	Sam Jabbar	Jason Bivone	Kirtan Patel	No	
170	U12801	2017	Honda	HRV	5	LBO OEM/Leasing Co.	Yes	$ 18,195	$ 18,000	97.00%	$297	$104	Sam Chao	Jason Bivone	Kirtan Patel	No	
171	U12769	2017	Honda	CIVIC	14	LBO OEM/Leasing Co.	Yes	$ 13,686	$ 14,286	94.00%	$1,275	$481	Justin Murren	Rodney Duran	Kirtan Patel	Yes	($1,000)
172	U12631B	2012	Honda	CIVIC	42	Trade on New	No	$ 9,995	$ 10,297	81.00%	$1,790	$2,916	Alex Fermin	Mike Varela	Ronnie Manual	No	
173	U12652AAA	2015	Mercedes-Benz	C CLASS	7	Trade on New	No	$ 16,293	$ 15,293	95.00%	$2,282	$1,220	Lynn Gerber	Jason Bivone	Harry Sagong	No	
174	U12648	2016	Lincoln	MKC	58	Street/Curb Buy	No	$ 21,995	$ 23,000	87.00%	$210	$2,947	Alex Fermin	Mike Varela	Kirtan Patel	Yes	
175	U12757	2011	Subaru	OUTBACK	19	Street/Curb Buy	No	$ 10,270	$ 10,270	98.00%	$2,507	$859	Mike Jaloudi	Jason Bivone	Harry Sagong	No	
176	U12806	2017	Honda	CRV	5	LBO OEM/Leasing Co.	Yes	$ 22,381	$ 21,800	95.00%	$1,157	$2,813	Frank Larocca	Rodney Duran	Harry Sagong	Yes	$300
177	U12635A	2013	Honda	accord	28	Trade on New	No	$ 12,509	$ 14,995	94.00%	$3,798	$2,178	Alex Fermin	Mike Varela	Ronnie Manual	No	
178	U12600	2016	Honda	CIVIC	83	LBO OEM/Leasing Co.	Yes	$ 14,882	$ 14,882	100.00%	($53)	$83	Arnold Bang	Rodney Duran	Harry Sagong	No	
179	U12595A	2017	Honda	CIVIC	7	Trade on New	Yes	$ 14,993	$ 12,095	94.00%	($1,132)	$2,052	Jaime Ayala	Eric Jimenez	Kirtan Patel	No	
180	U12582	2013	Mini	COOPER	92	Street/Curb Buy	No	$ 5,995	$ 6,585	77.00%	$1,295	$83	Alex Fermin	Mike Varela	Kirtan Patel	No	
181	U12671	2015	Kia	RIO	50	Street/Curb Buy	No	$ 6,689	$ 6,371	50.00%	$1,167	$0	Dwight Blackwoo	Rodney Duran	Kirtan Patel	No	
182	U12793	2017	Honda	accord	8	LBO OEM/Leasing Co.	Yes	$ 16,828	$ 16,828	95.00%	$544	$242	Herbie Rosario	Jason Bivone	Ronnie Manual	No	
183	U12771	2017	Honda	civic	18	LBO OEM/Leasing Co.	Yes	$ 16,780	$ 16,742	94.00%	$412	$4,493	Alex Fermin	Jason Bivone	Kirtan Patel	No	
184	60266a	2013	Nissan	PATHFINDER	14	Trade on New	No	$ 11,680	$ 11,481	92.00%	$1,749	$661	Valerie Vallejo	Jason Bivone	Ronnie Manual	No	
185	60514aa	2010	Honda	CRV	11	Trade on New	No	$ 6,995	$ 5,838	89.00%	$1,761	$0	Lynn Gerber	Jason Bivone	Harry Sagong	No	
186	U12682	2017	Honda	accord	47	LBO OEM/Leasing Co.	Yes	$ 19,995	$ 20,563	94.00%	$795	$242	Alex Fermin	Jason Bivone	Ronnie Manual	No	
187	U12661	2017	Honda	CIVIC	56	LBO OEM/Leasing Co.	Yes	$ 14,595	$ 15,474	88.00%	$1,374	$779	Ruth Solano	Eric Jimenez	Kirtan Patel	No	
188	U12705	2017	Honda	accord	39	LBO OEM/Leasing Co.	Yes	$ 19,595	$ 19,595	94.00%	($574)	$242	Justin Murren	Jason Bivone	Kirtan Patel	No	
189	U12802	2017	Honda	accord	9	LBO OEM/Leasing Co.	Yes	$ 17,080	$ 16,999	92.00%	($1,295)	$0	Herbie Rosario	Mike Varela	Harry Sagong	No	
190	U12811	2017	Honda	HRV	6	LBO OEM/Leasing Co.	Yes	$ 17,044	$ 18,538	95.00%	$1,188	$2,611	Hee Chung	Jason Bivone	Harry Sagong	No	
191	U12768	2015	Honda	CRV	19	LBO OEM/Leasing Co.	Yes	$ 14,930	$ 19,380	97.00%	$2,944	$4,033	Sam Jabbar	Eric Jimenez	Kirtan Patel	No	
192	U12797	2016	Honda	PILOT	10	LBO OEM/Leasing Co.	Yes	$ 24,995	$ 24,000	98.00%	($195)	$1,688	Stuben Vega	Rodney Duran	Ronnie Manual	Yes	$300
193	U12794	2017	Honda	ACCORD	10	LBO OEM/Leasing Co.	Yes	$ 18,127	$ 18,127	93.00%	$166	$0	Ali Said	Jason Bivone	Harry Sagong	No	
194	U12732A	2010	Volkswagen	EOS	12	Trade on New	No	$ 2,995	$ 2,995	97.00%	$2,276	$0	Bruno Lee	Rodney Duran	Kirtan Patel	No	
195	60215A	2007	Honda	ACCORD	33	Trade on New	No	$ 5,595	$ 3,798	88.00%	$772	$0	Alex Fermin	Jason Bivone	Kirtan Patel	No	
196	60504AA	2013	BMW	X3	14	Trade on New	No	$ 10,393	$ 11,905	92.00%	$3,445	$83	Ruth Solano	Eric Jimenez	Kirtan Patel	No	
197	60327A	2011	Volvo	XC90	10	Trade on New	No	$ 8,995	$ 9,000	92.00%	$3,228	$1,172	Bruno Lee	Rodney Duran	Kirtan Patel	No	
198	U12723AA	2013	BMW	5 SERIES	18	Trade on New	No	$ 15,295	$ 15,229	92.00%	$2,384	$1,988	Alex Fermin	Mike Varela	Harry Sagong	No	
199	U12796	2016	Honda	CRV	9	LBO OEM/Leasing Co.	Yes	$ 17,506	$ 17,175	96.00%	$459	$83	Sam Chao	Rodney Duran	Kirtan Patel	Yes	$1,000
200	U12790	2017	Honda	ACCORD	10	LBO OEM/Leasing Co.	Yes	$ 17,827	$ 17,547	95.00%	($331)	$83	Frank Larocca	Eric Jimenez	Harry Sagong	No	
Retail Units				200 Averages	31.3			$ 17,144	$ 17,655	86.94%	$ 1,278	$ 1,462				33	$97

Scoreboard Totals

% Retailed of Non-Franchise Make	28%
Total # Retail Units	200
Avg. Days to Sale	31.3
Avg. Advertised Price (Time of Sale)	$ 17,144
Avg. Transaction Price	$ 17,655
Avg. Market Price at 100%	$ 19,718
Avg. Price to Market % (Time of Sale)	87%
Avg. Transaction to Market	90%
Avg. Transactional Discount	$ (501)
Avg. Front-End Gross	$ 1,278
Avg. Finance Gross	$ 1,462
PUVR	$ 2,728
Total Gross (Units & PUVR)	$ 545,627
GROI	178%
% with Trade	17%
Avg. Over/Under Allowance	$97

Scoreboard

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Desk Manager	Totals		
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0
Avg. Days to Sale	31.3	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 17,144	#DIV/0!	#DIV/0!
Avg. Transaction Price	$ 17,655	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	$ 19,718	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	87%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	$ (501)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	$ 1,278	#DIV/0!	#DIV/0!
Avg. Finance Gross	$ 1,462	#DIV/0!	#DIV/0!
PUVR	$ 2,728	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	$ 545,627	#DIV/0!	#DIV/0!
GROI	178%	#DIV/0!	#DIV/0!
% with Trade	17%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	97	#DIV/0!	#DIV/0!

NADA ACADEMY

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Scoreboard

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Sales Consultant	Totals			
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0	0
Avg. Days to Sale	31.3	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 17,144	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	$ 17,655	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	$ 19,718	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	87%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	$ (501)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	$ 1,278	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	$ 1,462	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	$ 2,728	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	$ 545,627	#DIV/0!	#DIV/0!	#DIV/0!
GROI	178%	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	17%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	97	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

(Click on the blue header to access the dropdown list, then scroll up to

Finance Manager	Totals			
% Retailed of Non-New Franchise	28%	#DIV/0!	#DIV/0!	#DIV/0!
Total # Retail Units	200	0	0	0
Avg. Days to Sale	31.3	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 17,144	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction Price	$ 17,655	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	$ 19,718	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	87%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Transactional Discount	$ (501)	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Front-End Gross	$ 1,278	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Finance Gross	$ 1,462	#DIV/0!	#DIV/0!	#DIV/0!
PUVR	$ 2,728	#DIV/0!	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	$ 545,627	#DIV/0!	#DIV/0!	#DIV/0!
GROI	178%	#DIV/0!	#DIV/0!	#DIV/0!
% with Trade	17%	#DIV/0!	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	97	#DIV/0!	#DIV/0!	#DIV/0!

NADA ACADEMY

› select your staff member for each column.)

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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	109	91
Avg. Days to Sale	31.3	29.7	33.1
Avg. Advertised Price (Time of Sale)	$ 17,144	$ 18,819	$ 15,524
Avg. Transaction Price	$ 17,655	$ 19,434	$ 15,524
Avg. Market Price at 100%	$ 19,718	$ 19,934	#DIV/0!
Avg. Price to Market % (Time of Sale)	87%	94%	#DIV/0!
Avg. Transaction to Market	90%	97%	#DIV/0!
Avg. Transactional Discount	$ (501)	$ (598)	$ (386)
Avg. Front-End Gross	$ 1,278	$ 1,001	$ 1,611
Avg. Finance Gross	$ 1,462	$ 1,506	$ 1,410
PUVR	$ 2,728	$ 2,479	$ 3,021
Total Gross (Units & PUVR)	$ 545,627	$ 270,229	$ 274,900
GROI	178%	154%	212%
% with Trade	17%	54%	51%
Avg. Over/Under Allowance	97	16	400

NADA ACADEMY

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	142	56
Avg. Days to Sale	31.3	28.4	39.1
Avg. Advertised Price (Time of Sale)	$ 17,144	$ 17,830	$ 15,972
Avg. Transaction Price	$ 17,655	$ 18,304	$ 15,972
Avg. Market Price at 100%	$ 19,718	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	87%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	90%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	$ (501)	$ (474)	$ (568)
Avg. Front-End Gross	$ 1,278	$ 1,047	$ 1,800
Avg. Finance Gross	$ 1,462	$ 1,487	$ 1,420
PUVR	$ 2,728	$ 2,534	$ 3,220
Total Gross (Units & PUVR)	$ 545,627	$ 359,844	$ 180,327
GROI	178%	175%	186%
% with Trade	17%	11%	30%
Avg. Over/Under Allowance	97	67	350

NADA ACADEMY

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	75	6
% of Retail Units	100%	38%	3%
% Retailed of Non-New Franchise	28%	37%	50%
Avg. Days to Sale	31.3	31.7	40.8
Avg. Transaction Price	$ 17,655	$ 15,440	$ 15,249
Avg. Transaction to Market %	90%	93%	96%
Avg. Transactional Discount	$ (501)	$ (306)	$ (717)
Avg. Front End Gross	$ 1,278	$ 1,646	$ 1,821
Avg. Finance Gross	$ 1,462	$ 1,317	$ 3,183
PUVR	$ 2,728	$ 2,975	$ 5,004
Total Gross (Units & PUVR)	$ 545,627	$ 223,092	$ 30,022
GROI	178%	219%	289%
% with Trade	17%	13%	33%
Avg. Over/Under Allowance	97	175	#DIV/0!

NADA ACADEMY

Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
29	1	0	14
15%	1%	0%	7%
83%	0%	#DIV/0!	0%
40.4	2.0	#DIV/0!	4.5
$ 19,759	$ 40,000	#DIV/0!	$ 19,441
#DIV/0!	99%	#DIV/0!	#DIV/0!
$ (717)	$ (1,746)	#DIV/0!	$ 88
$ 1,500	$ 2,114	#DIV/0!	$ 943
$ 1,333	$ 3,684	#DIV/0!	$ 1,662
$ 2,834	$ 5,798	#DIV/0!	$ 2,604
$ 82,182	$ 5,798	#DIV/0!	$ 36,461
128%	2609%	#DIV/0!	1072%
38%	0%	#DIV/0!	0%
-267	#DIV/0!	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
75	0
38%	0%
1%	#DIV/0!
31.9	#DIV/0!
$ 18,617	#DIV/0!
99%	#DIV/0!
$ (687)	#DIV/0!
$ 832	#DIV/0!
$ 1,453	#DIV/0!
$ 2,238	#DIV/0!
$ 167,829	#DIV/0!
136%	#DIV/0!
13%	#DIV/0!
159	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days	46-60 days
Total # Retail Units	200	125	22	17
% of Retail Units	100%	63%	11%	9%
% Retailed of Non-New Franchise	28%	27%	23%	47%
Avg. Days to Sale	31.3	15.7	37.3	54.8
Avg. Transaction Price	$ 17,655	$ 18,221	$ 17,223	$ 15,065
Avg. Transaction to Market %	90%	#DIV/0!	95%	93%
Avg. Transactional Discount	$ (501)	$ (500)	$ (604)	$ (712)
Avg. Front End Gross	$ 1,278	$ 1,588	$ 1,225	$ 1,059
Avg. Finance Gross	$ 1,462	$ 1,524	$ 1,032	$ 1,239
PUVR	$ 2,728	$ 3,113	$ 2,257	$ 2,299
Total Gross (Units & PUVR)	$ 545,627	$ 389,089	$ 49,653	$ 39,078
GROI	178%	392%	127%	100%
% with Trade	17%	19%	9%	24%
Avg. Over/Under Allowance	97	-33	#DIV/0!	500

NADA ACADEMY

61-90 days	90+ days
13	13
7%	7%
31%	38%
76.2	119.0
$ 15,592	$ 16,504
93%	89%
$ (311)	$ (644)
$ 375	$ (220)
$ 1,288	$ 1,737
$ 1,663	$ 1,516
$ 21,613	$ 19,714
50%	28%
15%	8%
-50	950