Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Henry Nava	Scott Stewart	DAVID
Roberto Garcia	Alan Kok	NATE
Mike Osborne	Jaime Barillas	MANNY
	Mohamad Saab	GOLAM
	Luis Gasca	PAUL
	Rafael Arriola	ANTONIO
	House	JOHNATHAN
		GREGORIO
		RUBEN
		ANDREA
		JOHN
		BRIAN
		VALERIA
		GARY
		EDGAR
		ALLEN
		AKRAM
		BUD

NADA ACADEMY

New Car Franchise(s)

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	35	Trade on New	No	$ 15,000	$ 13,800	95%	$750	$1,100
1	A21082	2011	TOYOTA	TACOMA	51	Auction/Wholesale	NO	$ 23,000	$ 23,000	104%	$1,076	$3,222
2	A2100454A	2018	HONDA	CIVIC	43	Trade on New	NO	$ 21,500	$ 19,500	99%	($9)	$0
3	RSA2100062	2021	ACURA	RDX	34	Loaner/Rental Fleet	YES	$ 39,980	$ 39,426	97%	$8,125	$3,085
4	A21070	2018	Chevrolet	TRAVERSE	61	Auction/Wholesale	NO	$ 25,450	$ 25,450	87%	$6,073	$2,271
5	RSA2100163	2021	ACURA	RDX	12	Loaner/Rental Fleet	YES	$ 43,991	$ 38,552	NA	$3,993	$1,185
6	RSA2100121	2021	ACURA	TLX	54	Loaner/Rental Fleet	YES	$ 36,498	$ 35,900	94%	$4,365	$3,527
7	RSA2100162	2021	ACURA	RDX	10	Loaner/Rental Fleet	YES	$ 43,995	$ 42,500	NA	$7,788	$370
8	A2100448A	2018	ACURA	TLX	29	Trade on New	YES	$ 29,500	$ 29,500	110%	$2,885	$1,187
9	A21078	2014	TOYOTA	TACOMA	44	Auction/Wholesale	NO	$ 26,700	$ 26,675	89%	$2,291	$665
10	RSA2100018	2021	ACURA	RDX	19	Loaner/Rental Fleet	YES	$ 40,997	$ 40,497	100%	$679	$0
11	A2100418A	2019	ACURA	TLX	54	Trade on New	YES	$ 31,998	$ 31,998	104%	$4,340	$276
12	A21074	2017	ACURA	ILX	58	Auction/Wholesale	YES	$ 19,790	$ 19,790	97%	$1,785	$5,970
13	RSA2100122	2021	ACURA	RDX	43	Loaner/Rental Fleet	YES	$ 39,370	$ 39,370	97%	$9,168	$1,414
14	ZA2134	2018	ACURA	ILX		LBO Customer	NO	$ 17,595	$ 17,595		$1,081	$4,902
15	A21076	2019	HONDA	CIVIC	58	Auction/Wholesale	NO	$ 21,187	$ 20,732	94%	$208	$5,694
16	A21093	2018	ACURA	TLX	42	Auction/Wholesale	YES	$ 24,500	$ 24,800	104%	$2,502	$3,232
17	A21134	2019	ACURA	RDX	20	Auction/Wholesale	YES	$ 37,000	$ 36,995	97%	$1,138	$2,980
18	A2100253A	2018	ACURA	TLX	39	Trade on New	YES	$ 25,990	$ 26,450	104%	$2,327	$6,119
19	A21145	2018	ACURA	TLX	16	Auction/Wholesale	YES	$ 33,498	$ 31,786	116%	$751	$872
20	A2100117A	2018	HONDA	ACCORD	48	Trade on New	NO	$ 25,986	$ 25,186	100%	$1,181	$692
21	RSA2100029	2021	ACURA	RDX	131	Loaner/Rental Fleet	YES	$ 38,500	$ 37,999	99%	($567)	$2,363
22	A2200026A	2015	FORD	EXPLORER	26	Trade on New	NO	$ 20,500	$ 19,710	105%	$180	$530
23	RSA2100026	2021	ACURA	RDX	19	Loaner/Rental Fleet	YES	$ 36,900	$ 36,400	104%	$7,147	$2,380
24	A2100202A	2018	ACURA	RDX	15	Trade on New	YES	$ 30,995	$ 30,495	117%	$1,324	$0
25	A21091	2019	ACURA	RDX	53	Auction/Wholesale	YES	$ 39,400	$ 39,200	100%	$416	$2,168
26	A201010A	2018	HONDA	PILOT	56	Auction/Wholesale	No	$ 30,300	$ 29,950	98%	$1,492	$1,286
27	ZA2135	2018	ACURA	MDX		LBO Customer	NO	$ 28,881	$ 28,881		$1,049	$1,642

28	ZA2136	2018	ACURA	MDX		LBO Customer	No	$	27,013	$	27,013		$455	$212
29	A2200045A	2019	SUBARU	ASCENT	28	Trade on New	NO	$	38,400	$	36,250	104%	$1,971	$250
30	A21090	2017	ACURA	MDX	59	Auction/Wholesale	YES	$	32,900	$	32,900	103%	$2,783	$982
31	A21136	2019	ACURA	TLX	27	Auction/Wholesale	YES	$	339,990	$	33,900	100%	$34	$371
32	A2100329A	2018	ACURA	MDX	22	Trade on New	YES	$	29,995	$	28,250	111%	$1,007	$300
33	A201060A	2019	HONDA	PILOT	55	Trade on New	No	$	31,800	$	31,800	95%	$3,838	$3,507
34	A2100300A	2020	HONDA	ACCORD	28	Trade on New	No	$	30,500	$	29,000	106%	$393	$350
35	A21051A	2018	ACURA	ILX	29	Trade on Used	YES	$	21,500	$	21,580	103%	$575	$2,671
36	A2100485A	2019	HONDA	FIT	10	Trade on New	NO	$	18,950	$	18,950	110%	$2,153	$2,113
37	A2100233A	2012	ACURA	TSX	18	Trade on New	NO	$	20,995	$	16,995	108%	$2,458	$1,890
38	A2100353A	2018	ACURA	ILX	58	Trade on New	YES	$	20,400	$	19,700	98%	$392	$2,543
39	ZA2137	2018	ACURA	TLX		LBO Customer	NO	$	21,996	$	21,996		$999	$739
40	A21095	2018	ACURA	TLX	52	Auction/Wholesale	YES	$	27,200	$	27,200	105%	$4,952	$100
41	12127108A	2018	TOYOTA	CAMRY	1	Other	NO	$	21,369	$	21,369	%	$1,672	$2,827
42	ZA2138	2018	ACURA	ILX		LBO Customer	NO	$	16,439	$	16,439		$1,506	$3,339
43	A211116	2018	ACURA	RDX	45	Auction/Wholesale	NO	$	28,300	$	28,500	109%	$7,413	$1,405
44	RA21003	2020	NISSAN	PATHFINDER	94	Other	No	$	26,300	$	26,300	95%	($597)	$2,137
45	A21138	2018	ACURA	RDX	33	Auction/Wholesale	YES	$	26,500	$	26,700	102%	$1,775	$749
46	A2100404A	2019	HONDA	CIVIC	35	Trade on New	NO	$	26,700	$	26,700	97%	$6,013	$1,577
47	RSA2100146	2021	ACURA	RDX	2	Loaner/Rental Fleet	YES	$	44,995	$	44,441	NA	$10,782	$4,321
48	A21153	2018	ACURA	MDX	18	Auction/Wholesale	YES	$	38,000	$	35,000	105%	$191	$1,250
49	A21151	2020	ACURA	TLX	23	Auction/Wholesale	YES	$	31,500	$	31,994	109%	$5,602	$2,485
50	A21107	2015	LEXUS	NX200T	49	Auction/Wholesale	No	$	24,000	$	23,500	98%	($459)	$0
51	A21144	2020	ACURA	MDX	32	Auction/Wholesale	Yes	$	42,950	$	42,497	107%	$1,843	$609
52	A2100263A	2018	Mercedes-Benz	SLL300	56	Trade on New	No	$	38,750	$	38,250	93%	$6,883	$1,593
53	A21142	2018	ACURA	TLX	32	Auction/Wholesale	Yes	$	27,500	$	27,895	106%	$1,986	$1,300

Scoreboard Totals

% Retailed of Non-Franchise Make	100%
Total # Retail Units	142
Avg. Days to Sale	44.3
Avg. Advertised Price (Time of Sale)	$ 30,452
Avg. Transaction Price	$ 28,063
Avg. Market Price at 100%	$ 30,613
Avg. Price to Market % (Time of Sale)	99%
Avg. Transaction to Market	92%
Avg. Transactional Discount	$ 2,388
Avg. Front-End Gross	$ 2,482
Avg. Finance Gross	$ 2,001
PUVR	$ 4,483
Total Gross (Units & PUVR)	$ 636,551
GROI	130%
% with Trade	32%
Avg. Over/Under Allowance	$547

Scoreboard

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Desk Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	142	0
Avg. Days to Sale	44.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 30,452	#DIV/0!
Avg. Transaction Price	$ 28,063	#DIV/0!
Avg. Market Price at 100%	$ 30,613	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!
Avg. Transactional Discount	$ 2,388	#DIV/0!
Avg. Front-End Gross	$ 2,482	#DIV/0!
Avg. Finance Gross	$ 2,001	#DIV/0!
PUVR	$ 4,483	#DIV/0!
Total Gross (Units & PUVR)	$ 636,551	#DIV/0!
GROI	130%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	547	#DIV/0!

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Scoreboard

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Sales Consultant	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	142	0
Avg. Days to Sale	44.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 30,452	#DIV/0!
Avg. Transaction Price	$ 28,063	#DIV/0!
Avg. Market Price at 100%	$ 30,613	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
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Avg. Transactional Discount	$ 2,388	#DIV/0!
Avg. Front-End Gross	$ 2,482	#DIV/0!
Avg. Finance Gross	$ 2,001	#DIV/0!
PUVR	$ 4,483	#DIV/0!
Total Gross (Units & PUVR)	$ 636,551	#DIV/0!
GROI	130%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	547	#DIV/0!

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Scoreboard

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Finance Manager	Totals	
% Retailed of Non-New Franchise	100%	#DIV/0!
Total # Retail Units	142	0
Avg. Days to Sale	44.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 30,452	#DIV/0!
Avg. Transaction Price	$ 28,063	#DIV/0!
Avg. Market Price at 100%	$ 30,613	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!
Avg. Transactional Discount	$ 2,388	#DIV/0!
Avg. Front-End Gross	$ 2,482	#DIV/0!
Avg. Finance Gross	$ 2,001	#DIV/0!
PUVR	$ 4,483	#DIV/0!
Total Gross (Units & PUVR)	$ 636,551	#DIV/0!
GROI	130%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	547	#DIV/0!

NADA ACADEMY

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Scoreboard

CPO	Totals	Yes
Total # Retail Units	142	79
Avg. Days to Sale	44.3	39.4
Avg. Advertised Price (Time of Sale)	$ 30,452	$ 35,662
Avg. Transaction Price	$ 28,063	$ 31,347
Avg. Market Price at 100%	$ 30,613	#VALUE!
Avg. Price to Market % (Time of Sale)	99%	#VALUE!
Avg. Transaction to Market	92%	#VALUE!
Avg. Transactional Discount	$ 2,388	$ 4,315
Avg. Front-End Gross	$ 2,482	$ 3,180
Avg. Finance Gross	$ 2,001	$ 2,032
PUVR	$ 4,483	$ 5,213
Total Gross (Units & PUVR)	$ 636,551	$ 411,789
GROI	130%	152%
% with Trade	32%	74%
Avg. Over/Under Allowance	547	523

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$ 1,961
$ 3,568
$ 224,762
104%
33%
577

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	142	0
Avg. Days to Sale	44.3	#DIV/0!
Avg. Advertised Price (Time of Sale)	$ 30,452	#DIV/0!
Avg. Transaction Price	$ 28,063	#DIV/0!
Avg. Market Price at 100%	$ 30,613	#DIV/0!
Avg. Price to Market % (Time of Sale)	99%	#DIV/0!
Avg. Transaction to Market	92%	#DIV/0!
Avg. Transactional Discount	$ 2,388	#DIV/0!
Avg. Front-End Gross	$ 2,482	#DIV/0!
Avg. Finance Gross	$ 2,001	#DIV/0!
PUVR	$ 4,483	#DIV/0!
Total Gross (Units & PUVR)	$ 636,551	#DIV/0!
GROI	130%	#DIV/0!
% with Trade	32%	#DIV/0!
Avg. Over/Under Allowance	547	#DIV/0!

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$ 2,001
$ 4,483
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130%
12%
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Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	142	46	15
% of Retail Units	100%	32%	11%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	44.3	44.4	48.5
Avg. Transaction Price	$ 28,063	$ 26,232	$ 26,003
Avg. Transaction to Market %	92%	98%	148%
Avg. Transactional Discount	$ 2,388	$ 442	$ (1,059)
Avg. Front End Gross	$ 2,482	$ 1,552	$ 2,001
Avg. Finance Gross	$ 2,001	$ 1,724	$ 2,507
PUVR	$ 4,483	$ 3,275	$ 4,508
Total Gross (Units & PUVR)	$ 636,551	$ 150,658	$ 67,627
GROI	130%	101%	129%
% with Trade	32%	22%	33%
Avg. Over/Under Allowance	547	410	467

NADA ACADEMY

Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
1	53	16	9
1%	37%	11%	6%
100%	100%	100%	100%
50.0	47.8	27.8	#DIV/0!
$ 2,380	$ 28,160	$ 40,336	$ 22,271
9%	112%	#VALUE!	#DIV/0!
$ 24,510	$ 5,521	$ 1,098	$ -
$ (214)	$ 2,122	$ 8,129	$ 852
$ 306	$ 2,107	$ 1,859	$ 2,285
$ 92	$ 4,228	$ 9,988	$ 3,137
$ 92	$ 224,100	$ 159,803	$ 28,232
28%	113%	321%	#DIV/0!
100%	38%	63%	0%
0	785	636	0

BO OEM/Leasing co	Other
0	2
0%	1%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	142	45	30
% of Retail Units	100%	32%	21%
% Retailed of Non-New Franchise	100%	100%	100%
Avg. Days to Sale	44.3	20.1	38.7
Avg. Transaction Price	$ 28,063	$ 31,931	$ 28,268
Avg. Transaction to Market %	92%	#VALUE!	126%
Avg. Transactional Discount	$ 2,388	$ 7,585	$ (494)
Avg. Front End Gross	$ 2,482	$ 4,344	$ 2,460
Avg. Finance Gross	$ 2,001	$ 1,578	$ 2,025
PUVR	$ 4,483	$ 5,922	$ 4,485
Total Gross (Units & PUVR)	$ 636,551	$ 266,502	$ 134,562
GROI	130%	332%	148%
% with Trade	32%	42%	40%
Avg. Over/Under Allowance	547	586	859

NADA ACADEMY

46-60 days	61-90 days	90+ days
29	22	7
20%	15%	5%
100%	100%	100%
53.2	69.8	107.0
$ 26,435	$ 23,411	$ 31,135
93%	127%	90%
$ 1,043	$ (832)	$ 100
$ 1,851	$ 504	$ 1,530
$ 2,210	$ 2,211	$ 2,723
$ 4,061	$ 2,714	$ 4,253
$ 117,775	$ 59,709	$ 29,771
104%	60%	46%
17%	32%	43%
358	283	1,271