| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
|---|---|---|
| PAUL FARRIS | JEFF CASELLO | PEDRO GUERRA |
| ALVIN WEBB | DEVAN MEDINA | JEFF DEAN |
| JOHN BRAGG | TRAVIS MCKINNEY | LOUIE SINGLETON |
| | | EJ SMITH |
| | | RUFUS MEDINA |
| | | SHANNON WONZER |
| | | HAYMS BADAI |
| | | JASMINE DIXON |
| | | CAMERON JOHNSON |
| | | PEDRO PEREZ |
| | | RON ALFRED |
| | | JAY JOHNSON |

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| New Car Franchise(s) |
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| VOLKSWAGEN |
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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 | NM026823AA | 2020 | Volkswagen | Jetta | 2 | Trade on Used | Yes | $25,851 | $ 27,360 | 100% | $1,629 | $1,597 |
| 2 | PC2273 | 2021 | Volkswagen | Arteon | 3 | Street/Curb Buy | No | $33,023 | $ 33,023 | 100% | $1,892 | $791 |
| 3 | NM053508A | 2013 | Audi | A4 | 4 | Trade on New | No | $15,825 | $ 16,973 | 97% | $1,148 | $534 |
| 4 | PC2276 | 2018 | Volkswagen | Tiguan | 4 | Street/Curb Buy | Yes | $26,888 | $ 17,361 | 104% | $100 | $1,826 |
| 5 | PC2283 | 2019 | Volkswagen | Jetta | 5 | Auction/Wholesale | Yes | $26,906 | $ 27,397 | 101% | $3,583 | $1,161 |
| 6 | PC2294 | 2019 | Volkswagen | Tiguan | 7 | Auction/Wholesale | Yes | $29,941 | $ 21,267 | 98% | $1,667 | $0 |
| 7 | PC2256 | 2020 | Volkswagen | Tiguan | 7 | Street/Curb Buy | Yes | $30,627 | $ 30,627 | 98% | $3,648 | $1,106 |
| 8 | NC509717B | 2014 | Dodge | Durango | 7 | Trade on Used | No | $21,825 | $ 24,075 | 93% | $4,585 | $1,787 |
| 9 | NM041621A | 2014 | Honda | Civic | 9 | Trade on New | No | $15,837 | $ 16,832 | 97% | $3,723 | $2,147 |
| 10 | NM034364A | 2019 | Volkswagen | Tiguan | 10 | Trade on New | Yes | $29,989 | $ 31,160 | 104% | $2,795 | $3,273 |
| 11 | PC2311 | 2021 | Volkswagen | Tiguan | 10 | Street/Curb Buy | Yes | $30,649 | $ 21,326 | 116% | $614 | $900 |
| 12 | PC2275 | 2019 | Volkswagen | Jetta | 10 | Auction/Wholesale | Yes | $22,989 | $ 25,990 | 99% | $7,352 | $4,372 |
| 13 | PC2265 | 2019 | Volkswagen | Jetta | 10 | Street/Curb Buy | No | $21,990 | $ 21,990 | 100% | ($1,776) | $1,946 |
| 14 | NM039121B | 2014 | Jeep | Cherokee | 11 | Trade on Used | No | $18,696 | $ 19,691 | 98% | $737 | $636 |
| 15 | NM057069A | 2019 | Volkswagen | Jetta | 12 | Trade on New | No | $21,618 | $ 24,589 | 99% | $1,179 | $859 |
| 16 | NM026823A | 2019 | Volkswagen | Jetta | 13 | Trade on New | Yes | $25,742 | $ 26,793 | 102% | $1,270 | $0 |
| 17 | MM081939B | 2021 | Volkswagen | Jetta | 15 | Trade on Used | No | $23,997 | $ 27,410 | 98% | $4,619 | $2,495 |
| 18 | NM039121A | 2019 | Volkswagen | Tiguan | 17 | Trade on New | Yes | $29,483 | $ 30,595 | 99% | $299 | $690 |
| 19 | PC2196A | 2014 | Volkswagen | Tiguan | 17 | Trade on Used | Yes | $16,788 | $ 16,788 | 100% | $2,395 | $156 |
| 20 | NM038472A | 2018 | Volkswagen | Tiguan | 19 | Trade on New | Yes | $21,483 | $ 22,483 | 100% | $66 | $1,303 |
| 21 | NM045208A | 2014 | Toyota | Corolla | 19 | Trade on New | Yes | $14,430 | $ 14,325 | 93% | $15 | $1,515 |
| 22 | PC2274 | 2016 | Volkswagen | Jetta | 20 | Auction/Wholesale | Yes | $16,235 | $ 13,990 | 106% | $126 | $1,768 |
| 23 | PC2259 | 2019 | Volkswagen | Jetta | 21 | Auction/Wholesale | Yes | $24,689 | $ 20,429 | 102% | $2,550 | $0 |
| 24 | NM029575A | 2013 | Nissan | Juke | 21 | Trade on New | No | $14,572 | $ 14,572 | 97% | $1,032 | $598 |
| 25 | NM021657A | 2021 | Volkswagen | Atlas | 23 | Trade on New | Yes | $43,499 | $ 43,992 | 98% | $1,329 | $2,782 |
| 26 | NM033692A | 2019 | Volkswagen | Tiguan | 23 | Trade on New | Yes | $26,870 | $ 26,873 | 100% | ($717) | $1,921 |
| 27 | NM033829A | 2018 | Volkswagen | Tiguan | 24 | Trade on New | Yes | $25,967 | $ 26,465 | 93% | ($1,074) | $0 |
| 28 | PC2251 | 2016 | Volkswagen | Jetta | 24 | Street/Curb Buy | Yes | $18,497 | $ 17,060 | 99% | ($899) | $2,235 |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 29 | MM086173A | 2019 | Volkswagen | Jetta | 25 | Trade on New | Yes | $20,787 | $ 21,569 | 96% | $2,130 | $0 |
| 30 | PC2186A | 2017 | Volkswagen | Jetta | 26 | Trade on Used | Yes | $17,790 | $ 17,505 | 98% | $648 | $576 |
| 31 | PC2245 | 2021 | Volkswagen | Jetta | 27 | Street/Curb Buy | Yes | $24,998 | $ 19,693 | 100% | ($1,615) | $538 |
| 32 | NM012142B | 2013 | Volkswagen | Eos | 31 | Trade on Used | Yes | $15,998 | $ 15,300 | 100% | ($457) | $2,267 |
| 33 | PC2267 | 2019 | Volkswagen | Jetta | 32 | Auction/Wholesale | Yes | $23,998 | $ 24,993 | 100% | $2,578 | $4,905 |
| 34 | NM024536A | 2019 | Volkswagen | Tiguan | 32 | Trade on New | Yes | $26,988 | $ 27,340 | 97% | $471 | $838 |
| 35 | NM030188A | 2019 | Volkswagen | Tiguan | 34 | Trade on New | Yes | $29,886 | $ 29,860 | 104% | ($412) | $1,083 |
| 36 | NC204987A | 2019 | Honda | Insight | 35 | Trade on New | No | $21,890 | $ 20,664 | 86% | ($2,063) | $222 |
| 37 | PC2272 | 2020 | Volkswagen | Atlas | 36 | Auction/Wholesale | Yes | $44,857 | $ 43,243 | 105% | ($1,189) | $967 |
| 38 | NM038810A | 2018 | Volkswagen | Passat | 36 | Trade on New | Yes | $22,279 | $ 23,279 | 96% | $144 | $3,356 |
| 39 | PC2241 | 2019 | Volkswagen | Jetta | 37 | Street/Curb Buy | Yes | $21,853 | $ 25,905 | 101% | $214 | $855 |
| 40 | NM024339B | 2019 | Volkswagen | Jetta | 37 | Trade on Used | Yes | $20,188 | $ 18,308 | 94% | ($2,151) | $1,046 |
| 41 | NC006448A | 2019 | Mitsubishi | Eclipse | 39 | Trade on New | Yes | $16,507 | $ 16,507 | 112% | ($2,719) | $2,036 |
| 42 | NM032537A | 2019 | Audi | A4 | 39 | Trade on New | Yes | $29,799 | $ 29,304 | 91% | ($1,386) | $130 |
| 43 | PC2253 | 2019 | Volkswagen | Jetta | 39 | Street/Curb Buy | Yes | $24,472 | $ 23,000 | 90% | ($1,147) | $2,812 |
| 44 | PC2238A | 2020 | Volkswagen | Jetta | 40 | Street/Curb Buy | Yes | $20,746 | $ 21,662 | 87% | $3,661 | $1,065 |
| 45 | NM030793A | 2016 | Volkswagen | Tiguan | 41 | Trade on New | No | $18,956 | $ 19,953 | 99% | ($108) | $0 |
| 46 | NM030188B | 2018 | Volkswagen | Tiguan | 43 | Trade on Used | Yes | $24,992 | $ 25,146 | 96% | ($107) | $0 |
| 47 | NC206019A | 2020 | Volkswagen | Tiguan | 43 | Trade on New | Yes | $32,903 | $ 34,212 | 98% | $3,014 | $0 |
| 48 | PC2238 | 2019 | Toyota | Tundra | 44 | Auction/Wholesale | Yes | $38,999 | $ 38,999 | 98% | ($1,691) | $4,167 |
| 49 | NM024493A | 2019 | Ram | 1500 | 45 | Trade on New | Yes | $44,487 | $ 46,482 | 97% | $1,173 | $4,931 |
| 50 | NM024339A | 2021 | Jeep | Gladiator | 46 | Trade on New | Yes | $54,887 | $ 60,633 | 94% | $2,541 | $6,295 |
| 51 | PC2252 | 2019 | Volkswagen | Tiguan | 50 | Auction/Wholesale | Yes | $31,389 | $ 34,283 | 95% | $1,568 | $2,373 |
| 52 | NC507588A | 2017 | Ford | Explorer | 50 | Trade on New | No | $20,880 | $ 21,057 | 91% | ($376) | $200 |
| 53 | MP059621A | 2021 | Volkswagen | Atlas | 51 | Trade on New | No | $43,589 | $ 43,589 | 98% | $5,292 | $1,913 |

## Scoreboard Totals

| | |
|---|---|
| % Retailed of Non-Franchise Make | 35% |
| Total # Retail Units | 82 |
| Avg. Days to Sale | 42.5 |
| Avg. Advertised Price (Time of Sale) | $ 28,053 |
| Avg. Transaction Price | $ 27,893 |
| Avg. Market Price at 100% | $ 28,847 |
| Avg. Price to Market % (Time of Sale) | 97% |
| Avg. Transaction to Market | 97% |
| Avg. Transactional Discount | $ 161 |
| Avg. Front-End Gross | $ 608 |
| Avg. Finance Gross | $ 1,658 |
| PUVR | $ 2,266 |
| Total Gross (Units & PUVR) | $ 185,809 |
| GROI | 69% |
| % with Trade | 41% |
| Avg. Over/Under Allowance | $78 |

## Scoreboard

*(Click on the blue header to access the dropdow*

| Desk Manager | Totals | PAUL FARRIS | ALVIN WEBB |
|---|---|---|---|
| % Retailed of Non-New Franchise | 35% | 22% | 44% |
| Total # Retail Units | 82 | 37 | 25 |
| Avg. Days to Sale | 42.5 | 33.2 | 47.1 |
| Avg. Advertised Price (Time of Sale) | $ 28,053 | $ 27,701 | $ 27,446 |
| Avg. Transaction Price | $ 27,893 | $ 27,845 | $ 27,555 |
| Avg. Market Price at 100% | $ 28,847 | $ 28,496 | $ 28,172 |
| Avg. Price to Market % (Time of Sale) | 97% | 97% | 97% |
| Avg. Transaction to Market | 97% | 98% | 98% |
| Avg. Transactional Discount | $ 161 | $ (144) | $ (109) |
| Avg. Front-End Gross | $ 608 | $ 1,022 | $ 967 |
| Avg. Finance Gross | $ 1,658 | $ 1,795 | $ 1,726 |
| PUVR | $ 2,266 | $ 2,817 | $ 2,693 |
| Total Gross (Units & PUVR) | $ 185,809 | $ 104,242 | $ 67,322 |
| GROI | 69% | 110% | 75% |
| % with Trade | 41% | 43% | 48% |
| Avg. Over/Under Allowance | 78 | 89 | 172 |

NADA ACADEMY

*n list, then scroll up to select your staff member for each column.)*

| JOHN BRAGG | | | |
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| 53.9 | #DIV/0! | #DIV/0! | #DIV/0! |
| $ 29,465 | #DIV/0! | #DIV/0! | #DIV/0! |
| $ 28,404 | #DIV/0! | #DIV/0! | #DIV/0! |
| $ 30,469 | #DIV/0! | #DIV/0! | #DIV/0! |
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| $ 712 | #DIV/0! | #DIV/0! | #DIV/0! |
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## Scoreboard

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| Sales Consultant | Totals | PEDRO GUERRA | JEFF DEAN |
|---|---|---|---|
| % Retailed of Non-New Franchise | 35% | 30% | 30% |
| Total # Retail Units | 82 | 10 | 10 |
| Avg. Days to Sale | 42.5 | 39.9 | 58.2 |
| Avg. Advertised Price (Time of Sale) | $ 28,053 | $ 28,204 | $ 25,716 |
| Avg. Transaction Price | $ 27,893 | $ 28,582 | $ 25,821 |
| Avg. Market Price at 100% | $ 28,847 | $ 29,196 | $ 26,766 |
| Avg. Price to Market % (Time of Sale) | 97% | 97% | 96% |
| Avg. Transaction to Market | 97% | 98% | 96% |
| Avg. Transactional Discount | $ 161 | $ (378) | $ (105) |
| Avg. Front-End Gross | $ 608 | $ 1,178 | $ 277 |
| Avg. Finance Gross | $ 1,658 | $ 2,749 | $ 1,229 |
| PUVR | $ 2,266 | $ 3,927 | $ 1,506 |
| Total Gross (Units & PUVR) | $ 185,809 | $ 39,272 | $ 15,055 |
| GROI | 69% | 124% | 36% |
| % with Trade | 41% | 40% | 50% |
| Avg. Over/Under Allowance | 78 | 813 | -341 |

NADA ACADEMY

*n list, then scroll up to select your staff member for each column.)*

| LOUIE SINGLETON | EJ SMITH | RUFUS MEDINA | SHANNON WONZER |
|---|---|---|---|
| 17% | 33% | 57% | 75% |
| 12 | 9 | 7 | 4 |
| 38.3 | 26.2 | 41.3 | 46.0 |
| $ 26,741 | $ 26,014 | $ 26,585 | $ 46,322 |
| $ 26,753 | $ 24,420 | $ 27,184 | $ 48,452 |
| $ 27,068 | $ 26,476 | $ 27,796 | $ 48,010 |
| 99% | 98% | 96% | 96% |
| 99% | 92% | 98% | 101% |
| $ (12) | $ 1,594 | $ (599) | $ (2,130) |
| $ 516 | $ 747 | $ 747 | $ 1,821 |
| $ 1,639 | $ 1,013 | $ 1,297 | $ 2,777 |
| $ 2,155 | $ 1,760 | $ 2,044 | $ 4,598 |
| $ 25,857 | $ 15,839 | $ 14,307 | $ 18,390 |
| 76% | 99% | 66% | 74% |
| 42% | 33% | 43% | 50% |
| -906 | 871 | 537 | -1,000 |

| HAYMS BADAI | JASMINE DIXON | CAMERON JOHNSON | PEDRO PEREZ |
|---|---|---|---|
| 40% | 50% | 0% | 50% |
| 10 | 4 | 3 | 8 |
| 51.3 | 36.5 | 41.0 | 48.3 |
| $ 30,104 | $ 29,869 | $ 23,957 | $ 25,859 |
| $ 29,650 | $ 27,407 | $ 23,469 | $ 25,624 |
| $ 31,259 | $ 29,920 | $ 24,436 | $ 27,217 |
| 96% | 100% | 98% | 95% |
| 95% | 92% | 96% | 94% |
| $ 454 | $ 2,462 | $ 488 | $ 235 |
| $ (18) | $ 72 | $ 375 | $ 157 |
| $ 2,088 | $ 609 | $ 787 | $ 1,597 |
| $ 2,070 | $ 681 | $ 1,162 | $ 1,754 |
| $ 20,701 | $ 2,722 | $ 3,486 | $ 14,031 |
| 49% | 24% | 43% | 51% |
| 40% | 50% | 33% | 25% |
| -236 | 250 | 1,000 | 478 |

| RON ALFRED | JAY JOHNSON | | |
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| $ 25,990 | $ 27,688 | #DIV/0! | #DIV/0! |
| $ 23,148 | $ 28,053 | #DIV/0! | #DIV/0! |
| 99% | 100% | #DIV/0! | #DIV/0! |
| 112% | 99% | #DIV/0! | #DIV/0! |
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## Scoreboard

*(Click on the blue header to access the dropdow*

| Finance Manager | Totals | | |
|---|---|---|---|
| % Retailed of Non-New Franchise | 35% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 82 | 0 | 0 |
| Avg. Days to Sale | 42.5 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | $ 28,053 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | $ 27,893 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | $ 28,847 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 97% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 97% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | $ 161 | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | $ 608 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | $ 1,658 | #DIV/0! | #DIV/0! |
| PUVR | $ 2,266 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | $ 185,809 | #DIV/0! | #DIV/0! |
| GROI | 69% | #DIV/0! | #DIV/0! |
| % with Trade | 41% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 78 | #DIV/0! | #DIV/0! |

NADA ACADEMY

*n list, then scroll up to select your staff member for each column.)*

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## Scoreboard

| CPO | Totals | Yes | No |
|---|---|---|---|
| Total # Retail Units | 82 | 58 | 24 |
| Avg. Days to Sale | 42.5 | 41.1 | 45.9 |
| Avg. Advertised Price (Time of Sale) | $ 28,053 | $ 28,140 | $ 28,181 |
| Avg. Transaction Price | $ 27,893 | $ 27,773 | $ 28,181 |
| Avg. Market Price at 100% | $ 28,847 | $ 28,766 | $ 29,149 |
| Avg. Price to Market % (Time of Sale) | 97% | 98% | 97% |
| Avg. Transaction to Market | 97% | 97% | 97% |
| Avg. Transactional Discount | $ 161 | $ 367 | $ (338) |
| Avg. Front-End Gross | $ 608 | $ 482 | $ 912 |
| Avg. Finance Gross | $ 1,658 | $ 1,732 | $ 1,481 |
| PUVR | $ 2,266 | $ 2,213 | $ 2,393 |
| Total Gross (Units & PUVR) | $ 185,809 | $ 128,379 | $ 57,430 |
| GROI | 69% | 70% | 67% |
| % with Trade | 41% | 43% | 38% |
| Avg. Over/Under Allowance | 78 | 229 | -342 |

NADA ACADEMY

## Scoreboard

| Same Brand as New | Totals | Yes | No |
|---|---|---|---|
| Total # Retail Units | 82 | 53 | 29 |
| Avg. Days to Sale | 42.5 | 35.6 | 55.1 |
| Avg. Advertised Price (Time of Sale) | $ 28,053 | $ 26,300 | $ 31,517 |
| Avg. Transaction Price | $ 27,893 | $ 25,910 | $ 31,517 |
| Avg. Market Price at 100% | $ 28,847 | $ 26,751 | $ 32,766 |
| Avg. Price to Market % (Time of Sale) | 97% | 98% | 96% |
| Avg. Transaction to Market | 97% | 97% | 96% |
| Avg. Transactional Discount | $ 161 | $ 390 | $ (259) |
| Avg. Front-End Gross | $ 608 | $ 932 | $ 16 |
| Avg. Finance Gross | $ 1,658 | $ 1,469 | $ 2,004 |
| PUVR | $ 2,266 | $ 2,401 | $ 2,020 |
| Total Gross (Units & PUVR) | $ 185,809 | $ 127,240 | $ 58,569 |
| GROI | 69% | 94% | 42% |
| % with Trade | 41% | 47% | 31% |
| Avg. Over/Under Allowance | 78 | 317 | -360 |

NADA ACADEMY

## Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---|---|---|---|
| Total # Retail Units | 82 | 39 | 12 |
| % of Retail Units | 100% | 48% | 15% |
| % Retailed of Non-New Franchise | 35% | 41% | 33% |
| Avg. Days to Sale | 42.5 | 43.5 | 32.6 |
| Avg. Transaction Price | $ 27,893 | $ 28,599 | $ 21,990 |
| Avg. Transaction to Market % | 97% | 99% | 97% |
| Avg. Transactional Discount | $ 161 | $ (452) | $ (105) |
| Avg. Front End Gross | $ 608 | $ 590 | $ 717 |
| Avg. Finance Gross | $ 1,658 | $ 1,660 | $ 1,607 |
| PUVR | $ 2,266 | $ 2,250 | $ 2,324 |
| Total Gross (Units & PUVR) | $ 185,809 | $ 87,761 | $ 27,884 |
| GROI | 69% | 65% | 117% |
| % with Trade | 41% | 54% | 33% |
| Avg. Over/Under Allowance | 78 | -174 | 500 |

NADA ACADEMY

| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
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| 15% | 23% | 0% | 0% |
| 8% | 42% | #DIV/0! | #DIV/0! |
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| $ 26,572 | $ 31,005 | #DIV/0! | #DIV/0! |
| 91% | 95% | #DIV/0! | #DIV/0! |
| $ 1,893 | $ 492 | #DIV/0! | #DIV/0! |
| $ 217 | $ 821 | #DIV/0! | #DIV/0! |
| $ 1,248 | $ 1,946 | #DIV/0! | #DIV/0! |
| $ 1,465 | $ 2,767 | #DIV/0! | #DIV/0! |
| $ 17,582 | $ 52,582 | #DIV/0! | #DIV/0! |
| 74% | 57% | #DIV/0! | #DIV/0! |
| 17% | 37% | #DIV/0! | #DIV/0! |
| -1,056 | 916 | #DIV/0! | #DIV/0! |

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## Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
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| Total # Retail Units | 82 | 31 | 18 |
| % of Retail Units | 100% | 38% | 22% |
| % Retailed of Non-New Franchise | 35% | 19% | 28% |
| Avg. Days to Sale | 42.5 | 14.4 | 37.9 |
| Avg. Transaction Price | $ 27,893 | $ 23,232 | $ 26,898 |
| Avg. Transaction to Market % | 97% | 97% | 98% |
| Avg. Transactional Discount | $ 161 | $ 590 | $ (242) |
| Avg. Front End Gross | $ 608 | $ 1,453 | $ (121) |
| Avg. Finance Gross | $ 1,658 | $ 1,275 | $ 1,704 |
| PUVR | $ 2,266 | $ 2,728 | $ 1,584 |
| Total Gross (Units & PUVR) | $ 185,809 | $ 84,562 | $ 28,505 |
| GROI | 69% | 294% | 56% |
| % with Trade | 41% | 42% | 50% |
| Avg. Over/Under Allowance | 78 | -83 | 85 |

NADA ACADEMY

| 46-60 days | 61-90 days | 90+ days |
|---|---|---|
| 14 | 14 | 5 |
| 17% | 17% | 6% |
| 57% | 36% | 100% |
| 54.2 | 75.2 | 108.6 |
| $ 38,007 | $ 29,904 | $ 26,419 |
| 96% | 95% | 89% |
| $ (308) | $ 209 | $ 127 |
| $ 968 | $ (266) | $ (577) |
| $ 2,461 | $ 1,720 | $ 1,452 |
| $ 3,429 | $ 1,454 | $ 876 |
| $ 48,002 | $ 20,362 | $ 4,378 |
| 60% | 23% | 11% |
| 43% | 29% | 40% |
| -263 | 998 | 275 |