

RIGO SARINANA HYUNDAI OF PHARR
VARIABLE OPERATIONS
PRE-CLASS ASSIGNMENT

QUESTION # 6

- A. PDI & ACCESSORY SALES PVR (\$116/\$174 PDI) ACCESSORY SALES PVR \$468
- B. % OF TRADES ON NEW VEHICLES 58%
- C. % OF TRADES THAT GO IMMEDIATELY TO WHOLESALE 36%

THE REST OF ASSIGNMENT SEE ATTACHED:

Rigo Sarinana
Hyundai of Phat

		<u>New</u>
Units	Total # New <u>Retail</u> Units Currently in Inventory	M 12
	YTD New <u>Retail</u> Units Sold	N 220
	Statement Month New <u>Retail</u> Units Sold	O 79
	YTD Avg. New Monthly <u>Retail</u> Units Sold	P 75
Retail Gross	YTD Front-end Gross Avg. Profit PNVR (without F&I)	Q \$2,649
	YTD F&I Avg. PNVR	R \$1,903
	YTD Total Per Unit Avg. (Add numbers from boxes Q & R)	S \$4,552
Additions to income related to the new vehicle department		T
YTD Totals	Total New Retail Sales \$ YTD	U \$999,016
	Total New Retail Front Gross \$ YTD.	V \$580,685
	Total New F&I Gross \$ YTD	W \$418,331
	Total New Department Expense \$ YTD	X \$464K

DATA INPUT PAGE: USED

Rigo Sarinena
Hyundai of Pharr

		Used
Units	Total # Pre-Owned <u>Retail</u> Units Currently in Inventory	A 72
	YTD Pre-Owned <u>Retail</u> Units Sold (no wholesale; may be multiple entries)	B 151
	Statement Month Pre-Owned <u>Retail</u> Units Sold	C 60
	YTD Avg. Pre-Owned Monthly <u>Retail</u> Units Sold	D 50
Retail Gross	YTD Front-end Gross Avg. Profit PUVR (without F&I)	E 1,112
	YTD F&I Avg. PUVR	F 1,617
	YTD Total Per Unit Avg. (Add numbers from boxes E & F)	G 2,729
Reconditioning (YTD average per unit) (Locate Memo account. Is there an entry? What is included? Record YTD per unit average).		H 1,797
YTD Totals	Total Pre-Owned Retail Sales \$ YTD	I 412,036
	Total Pre-Owned Retail Front Gross \$ YTD	J 167,851
	Total Pre-Owned F&I Gross \$ YTD	K 244,184
	Total Pre-Owned Department Expense \$ YTD	L 192,046

Q13 II

MODEL	Sales YTD
ACCENT	6
ELANTRA	22
ELANTRA HEV	2
ELANTRA HYBRID	2
IONIQ 5	7
IONIQ HYBRID	6
KONA	14
PALISADE	24
SANTA CRUZ	14
SANTA FE	60
SONATA	6
SONATA HYBRID	1
TUCSON	49
TUCSON HYBRID	2
VENUE	5
Total	220

Q#13 I

MODEL	In Stock
ACCENT	
ELANTRA	
ELANTRA HEV	
ELANTRA HYBRID	
IONIQ 5	
IONIQ HYBRID	
KONA	2
PALISADE	4
SANTA CRUZ	
SANTA FE	3
SONATA	
SONATA HYBRID	
TUCSON	2
TUCSON HYBRID	
VENUE	
Total	11

Q13 III

MODEL	Dollars
ACCENT	
ELANTRA	
ELANTRA HEV	
ELANTRA HYBRID	
IONIQ 5	
IONIQ HYBRID	
KONA	\$ 51,360.00
PALISADE	\$ 182,064.00
SANTA CRUZ	
SANTA FE	\$ 98,752.00
SONATA	
SONATA HYBRID	
TUCSON	\$ 73,756.00
TUCSON HYBRID	
VENUE	
Total	\$ 405,932.00

MODEL	Dollars YTD
ACCENT	\$ 16,071.00
ELANTRA	\$ 89,392.00
ELANTRA HEV	\$ 8,020.00
ELANTRA HYBRID	\$ 8,489.00
IONIQ 5	\$ 34,527.00
IONIQ HYBRID	\$ 18,530.00
KONA	\$ 55,903.00
PALISADE	\$ 182,027.00
SANTA CRUZ	\$ 69,605.00
SANTA FE	\$ 259,230.00
SONATA	\$ 35,160.00
SONATA HYBRID	\$ 3,963.00
TUCSON	\$ 199,031.00
TUCSON HYBRID	\$ 6,767.00
VENUE	\$ 12,303.00
Total	\$ 999,017.00

MODEL	Front YTD Per Unit
ACCENT	\$ 842.00
ELANTRA	\$ 2,365.00
ELANTRA HEV	\$ 3,075.00
ELANTRA HYBRID	\$ 2,489.00
IONIQ 5	\$ 2,801.00
IONIQ HYBRID	\$ 1,576.00
KONA	\$ 1,887.00
PALISADE	\$ 4,896.00
SANTA CRUZ	\$ 3,011.00
SANTA FE	\$ 2,588.00
SONATA	\$ 3,362.00
SONATA HYBRID	\$ 3,813.00
TUCSON	\$ 2,204.00
TUCSON HYBRID	\$ 2,383.00
VENUE	\$ 1,062.00
Total	\$ 2,649.00

Question
13

Q13 IV

Q13 V

Year Over Year Sales Volume Variance Hyundai of Pharr - 2022

Month	2020		2021		2022	
	NEW	USED	NEW	USED	NEW	USED
Jan	69	66	81	65	54	50
Feb	77	55	53	38	87	41
Mar	75	47	119	66	79	60
Apr	49	28	142	59	.	.
May	99	47	173	67	.	.
Jun	71	46	123	75	.	.
Jul	63	36	68	87	.	.
Aug	89	42	61	63	.	.
Sep	95	36	75	44	.	.
Oct	98	34	76	52	.	.
Nov	103	31	78	69	.	.
Dec	81	44	87	49	.	.
Total	969	512	1136	734	220	151

Ideal monthly Supply would be

Q9 ~~200~~ units.

Units	Year To Date Production			Year To Date Charge backs			
	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	117	47	164				
Finance or Lease Contracts			0	Finance or Lease Reserve			0
Service Contracts	1008	970	1978	Service Contracts	21,048	11,652	32700
Pre-Paid Maintenance	709	314	1023	Pre-paid Maintenance			0
GAP	471	449	920	GAP	26,483	8,438	34921
Theft Deterrent	522	0	522	Theft Deterrent			0
Paint Sealant & Appearance	0	0	0	Paint Sealant & Appearance	0	0	0
Tire/Wheel	821	352	1173	Tire/Wheel			0
Lease Care	465		465	Lease Care			0
credit life	197	0	197	credit life	298	231	529

Incomes	Year To Date Income		
	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve			0
Service Contracts	58,016.00	38,780.00	96796
Pre-Paid maintenance	14405	6,287.00	20692
GAP	46,607.39	25,118.69	71726.1
Theft Deterrent	3,214.15	0	3214.15
Paint Sealant & Appearance	0	0	0
Tire/Wheel	26857	6,679.00	33536
Lease Care	930	0	930
Other			0

*F&I
Performance Forms*

Q11 *5 worst*

Provisioning | Appraising | Pricing | Merchandising | Wholesaling | Reporting

Q | Recent

+ New Appraisal Quick Lookup

You are viewing the original **Appraisal Record**.
Click here to view the Inventory Record for Stock Number# HY405050.

Vehicle Information

VIN

Odometer

Year

Make

Model

Series

Body Type

Cylinders

Trans

Color

Salesperson/Appraiser Information

Salesperson

Appraiser

Purchase

Customer Information

First Name

Last Name

Home Phone

Email

Address

Postal Code

Vehicle Additional

Source

Vehicle of Interest

Vehicle Condition

Photos [Add](#) | [Delete](#)

Appraisal images of vehicles that are not in inventory are kept for 60 days.

Notes

Group Stores

Store	Avg List Price	MDS	Avg. Odometer	Grade	Strategy
Honda North Clovis	\$27,169	82	28,428	C+	+31
Capitol Honda	\$26,998	71	28,029	C+	+29
Toyota of Pharr	\$28,261	65	34,873	C-	+21
Round Rock Honda	\$28,360	68	34,233	C	+16
Tempe Honda	\$26,293	63	26,348	C	+16

[Show More](#)

Provision **rBook - Live Retail Market View**

Series **Certified Drive Train Type CARFAX 1-Owner CARFAX 1-Owner Report Online CARFAX Clean Title**

Summary **Tags**

rBook \$30,068
Black Book \$23,600
J.D. Power \$25,925
MMR \$24,200
KBB.com \$20,128

- ProfitTime -

C

-7

Grade Action

Exit Strategies

RETAIL \$1,600

Reconditioning

Certification

Transportation

Auction

Pack

Appraised Value	Profit
24000	1600

Price Rank of 27

Adj % of Market

0%-100%

vRank of 27

Asking Price

Market Days Supply: 98 Like Mine: 135
Adj % Cost to Market: 87

- WHOLESALE \$2,675
 - SUBPRIME \$31,110
- Reports Links
- Actions Cancel

EX 39	Yes 8	AWD 16	Yes 22	Yes 2	Yes 26
EX-L 33	No 19	FWD 11	No 4	No 4	---
LX 27			---	---	1

- Touring 7
- Exterior Color**
- 2
 - Black 4
 - Blue 6
 - Gray 3
 - Red 4
 - Silver 5
 - White 3

[More](#)

<p>Distance</p> <p>250 Miles</p> <p>Odometer</p> <p>to</p> <p>Market mode</p> <p><input checked="" type="radio"/> Recent <input type="radio"/> Active</p>	<p>Competitive Criteria</p> <p>2019 Honda CR-V 105 vehicles</p> <p>Series: LX 27</p>	<p>Market Profile</p> <p># Vehicles 26</p> <p>Avg. Odometer 45,132</p> <p>Avg. Market Price \$30,068</p> <p>Odometer Adj -\$21</p>
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Historical Data for Similar Inventory

Disposition	Metrics	In Stock	Sold
<input checked="" type="checkbox"/> Retail	<input type="checkbox"/> Like Mine	# Vehicles --	# Vehicles 1
<input checked="" type="checkbox"/> Wholesale	<input checked="" type="radio"/> Year/Make/Model	Avg. Age --	Avg. DTS 58
<input checked="" type="checkbox"/> Subprime	<input type="radio"/> Make/Model	Avg. Price --	Avg. Price \$25,939
		Avg. Odo. --	Avg. Odo. 44,876

Black Book

J.D. Power

Condition	Series	Equipment
Clean	CR-V Utility 4D LX 2WD	Towing/Camper Pkg
Average		Luggage Rack
Rough		Fixed Running Boards
		Certified Used

	Base Price	Trade In	Loan	Retail
Publication 03/2022	\$25,750	\$25,925	\$23,350	\$27,975
	Adds/Deducts \$0			
	Odometer Adj \$175			

MMR

KBB.com

Additional Information

Comments

Q11

Appraised

#1

Alex Figueroa - Hyundai of Pharr

3/29/2022 11:54:03 AM

Vehicle

Rates Vehicle Book

Vehicle

Stock # Status Days in Stock **60**

New Used Demo Certified Used Vehicle

VIN

Vehicle
 Year Rates
 Make
 Model
 Style
 Odometer **ALG Style**
 Color

Cylinders # New Tires
 Transmission
 CRV **29,856.00** Internet Price
 Cost **27,056.85**

Factory Residual Equipment

Description	Value
<p>911 Recor Expense</p>	

Installed Equipment

Code	Description	Type	Retail	Cost	VMS
3	ADMIN FEE USED	DEALER	0.00	895.00	✓
4	PAG USED CORP ID FEE	DEALER	0.00	110.00	✓
5	CAP GAS USED	DEALER	0.00	30.00	✓
PDI	PDI	DEALER	0.00	1070.88	✓
BSP	BODY SHOP PACKAGE	DEALER	0.00	550.00	✓
WTN	WINDSHIELD REPAIR	DEALER	0.00	300.00	✓
Total:					2955.88

#1

Q11 5 worst

Provisioning | Appraising | Pricing | Merchandising | Wholesaling | Reporting

Q | Recent

+ New Appraisal Quick Lookup

You are viewing the original **Appraisal Record**.
Click here to view the Inventory Record for Stock Number# HY022260.

Vehicle Information

VIN JTMH1RFV9KD022260

Odometer 37236

Year 2019

Make Toyota

Model RAV4

Series LE

Body Type SUV

Cylinders 4

Trans Automatic

Color Red

Salesperson/Appraiser Information

Salesperson camarillo, Ivan

Appraiser Figueroa, Alex

Purchase

Customer Information

First Name

Last Name

Home Phone

Email

Address

Postal Code

Vehicle Additional

Source Appraisal

Vehicle of Interest

Vehicle Condition

Photos Add | Delete



Appraisal images of vehicles that are not in inventory are kept for 60 days.

Notes

Group Stores

Store	Avg List Price	MDS	Avg. Odometer	Grade	Strategy
Toyota of Pharr	\$28,135	32	35,735	C	+21
Kearny Mesa Toyota	\$28,498	50	33,774	C	+18
Round Rock Honda	\$28,129	32	35,680	C+	+16
Marin Honda	\$30,412	63	31,509	C+	+9
Crevier BMW	\$28,676	51	33,349	C+	+8

Show More

Provision rBook - Live Retail Market View

Series Certified Drive Train Type CARFAX 1-Owner CARFAX 1-Owner Report Online

Summary

rBook \$27,895
Black Book \$25,825
J.D. Power \$24,775
MMR \$24,700
KBB.com \$22,944

Tags

- ProfitTime -

C+ Grade 3 -7 Action

Exit Strategies

RETAIL \$1,600

Reconditioning 1200

Certification 499

Transportation

Auction 200

Pack

Appraised Value	Profit
25000	1600

Price Rank 22 of 35

Adj % of Market 102

0%-100%

vRank 22 of 35

Asking Price 28499

Market Days Supply: 49 Like Mine: 32
Adj % Cost to Market: 97

- WHOLESALE \$325
 - SUBPRIME \$32,610
- Reports Links

Actions Cancel

Adventure 6	Yes 13	AWD 2	Yes 25	Yes 8
LE #0	No 25	FWD 38	No 10	No 10
Limited 10			-- 3	-- 20
XLE 49				
XLE Premium 28				
CARFAX Clean Title		Exterior Color		
	Yes 35	--- 2		
	--- 3	Black 7		
		Blue 1		
		Gray 8		
		Red 4		
		Silver 6		
		White 10		

More

Distance 250 Miles	Competitive Criteria 2019 Toyota RAV4 133 vehicles Series: LE 40 ✘ Drive Train Type: FWD 38 ✘	Market Profile # Vehicles 34 Avg. Odometer 34,776 Avg. Market Price \$27,895 Odometer Adj -\$1
Odometer to		
Market mode <input checked="" type="radio"/> Recent <input type="radio"/> Active		

Historical Data for Similar Inventory			
Disposition	Metrics	In Stock	Sold
<input checked="" type="checkbox"/> Retail	<input type="radio"/> Like Mine	# Vehicles --	# Vehicles 1
<input checked="" type="checkbox"/> Wholesale	<input checked="" type="radio"/> Year/Make/Model	Avg. Age --	Avg. DTS 76
<input checked="" type="checkbox"/> Subprime	<input type="radio"/> Make/Model	Avg. Price --	Avg. Price \$24,995
		Avg. Odo. --	Avg. Odo. 37,236

Black Book

J.D. Power

Condition	Series	Equipment
Clean	RAV4 Utility 4D LE 2WD I4	Towing/Camper Pkg
Average		Luggage Rack
Rough		Aluminum/Alloy Wheels
		Fixed Running Boards
		Blind Spot Monitor
		Certified Pre-Owned

Close Details			
Base Price	\$24,325	Base Price	\$24,075
Adds/Deducts	\$0	Adds/Deducts	\$0
Odometer Adj	\$450	Odometer Adj	\$450
Trade In	\$24,775	Loan	\$24,525
		Retail	\$29,450

MMR

KBB.com

Additional Information

Comments

Q11 Appraisal #2

Alex Figueroa - Hyundai of Pharr

3/29/2022 11:57:00 AM

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Version: 2022.03.25.1925

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Vehicle

Rates Vehicle Book

Auto Data Direct

Vehicle Inventory

Detach

Vehicle

Stock # **HY0222260** Status **5 SOLD** Days in Stock **80**
 New Used Demo Certified Used Vehicle
 VIN **JTMH1RFV9KDD0222260** VIN Decode
Vehicle
 Year **2019**
 Make **TOYOTA TRUCK**
 Model **RAV4**
 Style **4DR SUV FWD LE**
 Odometer **37236**
 Color **RED**
 # Cylinders **4** # New Tires
 Transmission **A**
 CRV **29,895.00** Internet Price
 Cost **27,645.60**

Rates
 2019
 Toyota
 RAV4
 LE FWD (GS) 4430
ALG Style

Factory Residual Equipment

Description	Value
<i>PH</i> Recon Expense #2	

Installed Equipment

Code	Description	Type	Retail	Cost	VMS
3	ADMIN FEE USED	DEALER	0.00	895.00	✓
4	PAG USED CORP ID FEE	DEALER	0.00	110.00	✓
5	CAP GAS USED	DEALER	0.00	30.00	✓
PDI	PDI	DEALER	0.00	1060.60	✓
BSP	BODY SHOP PACKAGE	DEALER	0.00	550.00	✓
Total:			0.00	2645.60	

Q11 *5 worst*

ALEX FIGUEROA
HYUNDAI OF PHARR - MP5247

Provisioning | Appraising | Pricing | Merchandising | Wholesaling | Reporting

Q Recent

+ New Appraisal Quick Lookup

Vehicle Information

VIN: KM8J33AL4LU136923

Odometer: 13547

Year: 2020

Make: Hyundai

Model: Tucson

Series: SEL

Body Type: SUV

Cylinders: 4

Trans: Automatic

Color: Black

Salesperson/Appraiser Information

Salesperson: camarillo, ivan

Appraiser: Figueroa, Alex

Purchase:

Customer Information

First Name:

Last Name:

Home Phone:

Email:

Address:

Postal Code:

Summary

rBook \$27,753
Black Book \$26,450
J.D. Power \$28,050
MMR \$27,400
KBB.com \$23,264

Tags

- ProfitTime -

Grade: C- (2) Action

Exit Strategies

RETAIL \$1,500

Reconditioning: 1200

Certification: 499

Transportation:

Auction: 200

Pack:

Vehicle Additional

Source:

Vehicle of Interest

Vehicle Condition

Photos: Add | Delete

Appraisal images of vehicles that are not in inventory are kept for 60 days.

Notes

Appraised Value: 25000

Profit: 1600

Price Rank: 23 of 39

Adj % of Market: 100 (0%-100%)

vRank: 10 of 39

Asking Price: 20499

Market Days Supply: 84 Like Mine: 84
Adj % Cost to Market: 94

WHOLESALE \$2,850

SUBPRIME \$6,510

Reports Links

Actions Cancel

Group Stores

Store	Avg List Price	MDS	Avg. Odometer	Grade	Strategy
Toyota of Pharr	\$27,524	59	25,059	D+	+21
Round Rock Honda	\$27,881	58	22,486	C	+16
Marlin Honda	\$27,083		22,883	D+	+9
Crevier BMW	\$26,813		21,257	C-	+8
Round Rock Hyundai	\$27,474	49	22,934	C-	+6

Show More

Provision rBook - Live Retail Market View

Series	Certified	Displacement	Drive Train	Type	Interior Material	CARFAX 1-Owner
Limited 4	Yes 4	2.0L 25	AWD 13		---	13
SE 19	No 37	2.4L 16	FWD 26		Cloth 23	No 10
SEL 9					Leather 5	
Sport 2						
Ultimate 1						
Value 7	Yes 3				Black 3	
	No 10				Blue 7	
	---	28			Brown 2	
					Gray 12	
					Red 2	
					Silver 5	
					White 10	

More

Distance <input type="text" value="250"/> Miles Odometer <input type="text"/> to <input type="text"/> Market mode <input checked="" type="radio"/> Recent <input type="radio"/> Active	Competitive Criteria 2020 Hyundai Tucson 41 vehicles	Market Profile # Vehicles <input type="text" value="38"/> Avg. Odometer 29,622 Avg. Market Price \$27,753 Odometer Adj \$835
--	---	--

Historical Data for Similar Inventory					
Disposition	Metrics	In Stock		Sold	
<input checked="" type="checkbox"/> Retail	<input type="radio"/> Like Mine	# Vehicles	1	# Vehicles	1
<input checked="" type="checkbox"/> Wholesale	<input checked="" type="radio"/> Year/Make/Model	Avg. Age	17	Avg. DTS	72
<input checked="" type="checkbox"/> Subprime	<input type="radio"/> Make/Model	Avg. Price	\$26,000	Avg. Price	\$24,470
		Avg. Odo.	27,098	Avg. Odo.	13,222

Black Book

J.D. Power

Condition	Series	Equipment
Clean	Tucson Utility 4D SEL 2WD	Towing/Camper Pkg
Average		Luggage Rack
Rough		Fixed Running Boards
		Certified Pre-Owned-Tucson
		Univ Garage Door Opener

▲ Close Details ▲

Base Price	\$26,400	Base Price	\$23,775	Base Price	\$29,225
Adds/Deducts	\$0	Adds/Deducts	\$0	Adds/Deducts	\$0
Odometer Adj	\$1,650	Odometer Adj	\$1,650	Odometer Adj	\$1,650
Trade In	\$28,050	Loan	\$25,425	Retail	\$30,875

Publication 03/2022

MMR

KBB.com

Additional Information

Comments

Alex Figueroa - Hyundai of Pharr

3/29/2022 11:56:32 AM

Q1
Appraisal
#3

Vehicle

Rates Vehicle Book

Auto Data Direct

Vehicle Inventory

Detach

Vehicle

Stock # **HY136923** Status **5 SOLD** Days in Stock **77**

New Used Demo Certified Used Vehicle

VTN **KM8J33AL4LU136923**

Vehicle

Year **2020** Rates **2020**
 Make **HYUNDAI**
 Model **TUCSON**
 Style **SEL FWD**
 Odometer **13222**
 Color **BLACK**
 # Cylinders **4** # New Tires
 Transmission **A**
ALG Style

CRV **29,895.00** Internet Price

Cost **28,231.49**

Factory Residual Equipment

Description	Value
<p><i>Q11</i></p> <p><i>Recon</i></p> <p><i>Expense</i></p> <p><i>#3</i></p>	

Installed Equipment

Code	Description	Type	Retail	Cost	VMS
3	ADMIN FEE USED	DEALER	0.00	895.00	<input checked="" type="checkbox"/>
4	PAG USED CORP ID FEE	DEALER	0.00	110.00	<input checked="" type="checkbox"/>
5	CAP GAS USED	DEALER	0.00	30.00	<input checked="" type="checkbox"/>
PDI	PDI	DEALER	0.00	1187.49	<input checked="" type="checkbox"/>
BSP	BODY SHOP PACKAGE	DEALER	0.00	550.00	<input checked="" type="checkbox"/>
CERT	CERTIFIED	DEALER	0.00	459.00	<input checked="" type="checkbox"/>
Total:			0.00	3231.49	

Q11 5 worst

ALEX FIGUEROA
HYUNDAI OF PHARR - MP9747

Provisioning | Appraising | Pricing | Merchandising | Wholesaling | Reporting

Recent

+ New Appraisal Quick Lookup

Vehicle Information

VIN 1G1ZB5T7MF042571

Odometer 22850

Year 2021

Make Chevrolet

Model Malibu

Series LS

Body Type Sedan

Cylinders 4

Trans CVT

Color

Salesperson/Appraiser Information

Salesperson PINZON, ALEX

Appraiser Figueroa, Alex

Purchase

Customer Information

First Name aisha

Last Name cruz

Home Phone

Email

Address

Postal Code

Summary

rBook \$26,211

Black Book \$19,100

J.D. Power \$24,900

MMR \$24,000

KBB.com \$19,836

Tags

- ProfitTime -

C N/A +4

Grade Action

Vehicle Additional

Source

Vehicle of Interest

Vehicle Condition

Photos Add | Delete

Appraisal images of vehicles that are not in inventory are kept for 60 days.

Notes

Exit Strategies

RETAIL \$1,600

Reconditioning 1200

Certification 499

Transportation

Auction 200

Pack

Appraised Value 22000

Profit 1600

Price Rank 1 of 6

Adj % of Market 99

0%-100%

vRank 3 of 6

Asking Price 25100

Market Days Supply: 68

Like Mine: N/A

Adj % Cost to Market: 93

WHOLESALE \$2,700

SUBPRIME \$5,730

Group Stores

Store	Avg List Price	MDS	Avg. Odometer	Grade	Strategy
Capitol Honda	\$26,518		17,953	D+	+20
Toyota of Pharr	\$26,639	82	16,617	D+	+15
Honda North Clovis	\$26,518		17,953	D	+9
Toyota of Clovis	\$26,560		17,746	D	+7
Round Rock Honda	\$26,464	77	17,688	C-	+5

Show More

Provision rBook - Live Retail Market View

Series	CARFAX 1-Owner	CARFAX 1-Owner Report Online	Exterior Color
LS 5	Yes 3	Yes 1	Black 3
LT 10	No 2	No 2	Gray 1
RS 6	---	2	Silver 1

More

Distance 250 Miles

Odometer to

Market mode Recent Active

Competitive Criteria

2021 Chevrolet Malibu 21 vehicles

Series: LS 5

Market Profile

Vehicles 5

Avg. Odometer 16,136

Avg. Market Price \$26,211

Odometer Adj \$-425

Reports Links

Actions Cancel

Historical Data for Similar Inventory						
Disposition		Metrics	In Stock		Sold	
<input checked="" type="checkbox"/> Retail		<input type="radio"/> Like Mine	# Vehicles	1	# Vehicles	1
<input checked="" type="checkbox"/> Wholesale		<input checked="" type="radio"/> Year/Make/Model	Avg. Age	63	Avg. DTS	7
<input checked="" type="checkbox"/> Subprime		<input type="radio"/> Make/Model	Avg. Price	\$26,000	Avg. Price	\$28,665
			Avg. Odo.	22,850	Avg. Odo.	14,439

Black Book

J.D. Power

Condition	Series	Equipment
Clean	Malibu Sedan 4D LS	Certified Pre-Owned
Average		Driver Confidence #2 Pkg.
Rough		Remote Engine Starter
		W/out Driver Confidence #1 Pkg.

▲ Close Details ▲					
Base Price	\$24,900	Base Price	\$22,425	Base Price	\$28,125
Adds/Deducts	\$0	Adds/Deducts	\$0	Adds/Deducts	\$0
Odometer Adj	\$0	Odometer Adj	\$0	Odometer Adj	\$0
Trade In	\$24,900	Loan	\$22,425	Retail	\$28,125

Publication 03/2022

MMR

KBB.com

Additional Information

Comments

Alex Figueroa - Hyundai of Pharr

Q1 Appraisal #4

3/29/2022 12:01:07 PM

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Vehicle

Rates Vehicle Book

Auto Data Direct

Vehicle Inventory

Detach

Vehicle

Stock # **HY042571** Status **1 IN-STOCK** Days in Stock **63**

New Used Demo Certified Used Vehicle

VIN **1G1ZB5ST7MF042571**

Vehicle

Year **2021** Rates **2021**
 Make **CHEVROLET** **CHEVROLET**
 Model **MALIBU** **MALIBU**
 Style **4DR SDN LS W/1LS** **4DR SDN LS W/1LS**
 Odometer **22850** **ALG style**
 Color **SILVER**

Cylinders **4** # New Tires

Transmission **A**

CRV **26,995.00** Internet Price

Cost **24,961.40**

Factory Residual Equipment

Description	Value
-------------	-------

211
Quicker #4

Installed Equipment

Code	Description	Type	Retail	Cost	VMS
3	ADMIN FEE USED	DEALER	0.00	895.00	✓
4	PAG USED CORP ID FEE	DEALER	0.00	110.00	✓
5	CAP GAS USED	DEALER	0.00	30.00	✓
PDI	PDI	DEALER	0.00	1076.40	✓
BSP	BODY SHOP PACKAGE	DEALER	0.00	550.00	✓
WTIN	WINDSHIELD REPAIR	DEALER	0.00	300.00	✓
Total:					2961.40

Q11 *5 worst*

Provisioning | Appraising | Pricing | Merchandising | Wholesaling | Reporting

Recent

+ New Appraisal Quick Lookup

You are viewing the original **Appraisal Record**.
Click here to view the Inventory Record for Stock Number# HY061342.

Vehicle Information

VIN: SNMS53AA4KH061342

Odometer: 61258

Year: 2019

Make: Hyundai

Model: Santa Fe

Series: Limited 2.0T

Body Type: SUV

Cylinders: 4

Trans: Automatic

Color:

Salesperson/Appraiser Information

Salesperson: aguilar, ramon

Appraiser: camarillo, jhonatan

Purchase: ()

Customer Information

First Name:

Last Name:

Home Phone:

Email:

Address:

Postal Code:

Vehicle Additional

Source:

Vehicle of Interest

Vehicle Condition

Photos: Add | Delete

Appraisal images of vehicles that are not in inventory are kept for 60 days.

Notes

Group Stores

Store	Avg List Price	MDS	Avg. Odometer	Grade	Strategy
Marin Honda	\$31,270		27,357	D+	+9
Crevier BMW	\$31,617	62	23,931	C	+8
Round Rock Honda	\$32,021	82	38,075	C	+5
Subaru Orange Coast	\$31,056	77	27,385	C-	+5
MINI North Scottsdale	\$31,592		28,224	C	+5

Show More

Provision rBook - Live Retail Market View

Series	Displacement	CARFAX 1-Owner	Exterior Color
(Unspecified) 1	2.5L 5	Yes 3	Black 1
Limited 2.0T 5		No 2	Gray 1
Limited 2.4 3			Red 1
SE 2.4 15			Silver 1
SEL 2.4 7			White 1
Ultimate 4			
Ultimate 2.4 2			

More

Distance Competitive Criteria Market Profile

Summary **Tags**

J.D. Power \$30,850
MMR \$26,300
KBB.com \$22,745

- ProfitTime -

C N/A --
Grade Action

Exit Strategies

RETAIL \$1,600

Reconditioning: 1200

Certification: 499

Transportation:

Auction: 200

Pack:

Appraised Value	Profit
27000	1600

Price Rank 3 of 5

Adj % of Market 0%-100%

vRank of 5

Asking Price 30499

Market Days Supply: 79 Like Mine: N/A
Adj % Cost to Market:

- WHOLESALE
- SUBPRIME \$37,020

Reports Links

Actions Cancel

250 Miles
 Odometer to
 Market mode
 Recent Active

2019 Hyundai Santa Fe 37 vehicles
 Series: Limited 5
 Displacement: 2.5L 5

Vehicles 4
 Avg. Odometer
 Avg. Market Price
 Odometer Adj

Historical Data for Similar Inventory

Disposition	Metrics	In Stock	Sold
<input checked="" type="checkbox"/> Retail	<input type="radio"/> Like Mine	# Vehicles 2	# Vehicles 5
<input checked="" type="checkbox"/> Wholesale	<input checked="" type="radio"/> Year/Make/Model	Avg. Age 6	Avg. DTS 16
<input checked="" type="checkbox"/> Subprime	<input type="radio"/> Make/Model	Avg. Price \$28,498	Avg. Price \$25,122
		Avg. Odo. 47,777	Avg. Odo. 35,862

J.D. Power

Condition	Series	Equipment
Clean	Santa Fe Utility 4D Limited 2WD I4 Turbo	Towing/Camper Pkg
Average		Luggage Rack
Rough		Fixed Running Boards
		Certified Pre-Owned-Santa Fe

▲ Close Details ▲

	Base Price	Trade In	Loan	Retail
Base Price	\$31,850		\$28,675	\$33,950
Adds/Deducts	\$0		\$0	\$0
Odometer Adj	-\$1,000		-\$1,000	-\$1,000
Trade In	\$30,850		\$27,675	\$32,950

Publication 03/2022

Q11
 Appraisal #5

MMR

KBB.com

Additional Information

Comments

Alex Figueroa - Hyundai of Pharr

3/29/2022 11:55:57 AM

Vehicle

Auto Data Direct

Vehicle Inventory

Detach

Rates Vehicle Book

Vehicle

Stock # **HY061342** Status **5 SOLD** Days in Stock **70**

New Used Demo Certified Used Vehicle

VIN **5NMS53AA4KH061342** VIN Decode

Vehicle

Year **2019** Rates **2019**

Make **HYUNDAI**

Model **SANTA FE**

Style **LIMITED 2.0T AUTO FW**

Odometer **61258** **ALG Style**

Color **SILVER**

Cylinders **4** # New Tires **0**

Transmission **A**

CRV **33,925.00** Internet Price

Cost **30,599.32**

Factory Residual Equipment

Description	Value
<p>Oil</p> <p>Revised</p>	

#5

Installed Equipment

Code	Description	Type	Retail	Cost	VMS
3	ADMIN FEE USED	DEALER	0.00	895.00	✓
4	PAG USED CORP ID FEE	DEALER	0.00	110.00	✓
5	CAP GAS USED	DEALER	0.00	30.00	✓
PDI	PDI	DEALER	0.00	1014.32	✓
BSP	BODY SHOP PACKAGE	DEALER	0.00	550.00	✓
Total:					2599.32

INVENTORY BY AGE

Stock/Order N/U Year Make Model Status VIN Days in Stock List Price

Stock/Order	N/U	Year	Make	Model	Status	VIN	Days in Stock	List Price
HY883541	Used	2019	HYUNDAI	TUCSON	IN-STOCK	48755 KM8J23A47KU883541	15	24,000.00
HY207877	Used	2014	HYUNDAI	SANTA FE SPORT	IN-STOCK	76266 5XYZUDLA3EG207877	17	16,995.00
HY208876	Used	2020	HYUNDAI	TUCSON	IN-STOCK	27098 KM8J33AL9LU208876	17	28,995.00
HY033395	Used	2017	HONDA	PILOT	IN-STOCK	83731 5FNMF5H9HB033395	18	27,995.00
HY268941	Used	2021	HYUNDAI	PALISADE	IN-STOCK	16340 KM8R74HE0MU268941	18	52,995.00
HY932836	Used	2020	TOYOTA TRUCK	TUNDRA 4WD	IN-STOCK	8343 5TFDY5F16LX932836	19	49,995.00
HY167940	Used	2014	TOYOTA TRUCK	TUNDRA 2WD TRUC	IN-STOCK	110000 5TFGY5F1EX167940	20	32,995.00
HY185269	Used	2018	CHEVROLET	MALIBU	IN-STOCK	79098 1G1ZF55U9JF185269	28	21,995.00
HY231359	Used	2020	HYUNDAI	SANTA FE	CERTIFIED	22466 5NMS33AD4LH231359	28	31,677.00
HY632294	Used	2020	KIA	SORENTO	IN-STOCK	39048 5XYPG4A30LG632294	32	26,859.00
HY712873	Used	2020	MERCEDES-BENZ	E-CLASS	IN-STOCK	13292 WDDZF8DB6LA712873	32	48,000.00
HY076371	Used	2022	TOYOTA TRUCK	SEQUOIA	IN-STOCK	2695 5TDCY5A18NS076371	33	53,785.00
HY518092	Used	2018	DODGE TRUCK	JOURNEY	IN-STOCK	49093 3C4PDCABXT518092	34	20,069.00
HZ096496	Used	2018	HYUNDAI	KONA	IN-STOCK	52671 KM8K22AA0JU096496	34	20,713.00
HY207076	Used	2018	CHEVROLET TRUCK	TRAVERSE	IN-STOCK	45282 1GNERGKW2JJ207076	35	33,097.00
HZ163020	Used	2020	HYUNDAI	SANTA FE	CERTIFIED	27791 5NMS33AD8LH163020	35	31,453.00
HY106357	Used	2020	JEEP	GRAND CHEROKEE	IN-STOCK	17655 1C4RJFAGXLC106357	36	41,777.00
HY557922	Used	2019	KIA	SPORTAGE	IN-STOCK	15080 KNDPN3AC6K7557922	36	28,785.00
HY305069	Used	2019	HYUNDAI	SANTA FE XL	CERTIFIED	24590 KM8SR4HF6KU305069	38	36,995.00
HY539694	Used	2020	HYUNDAI	ELANTRA	CERTIFIED	25025 5NPD84LF0LH539694	38	23,995.00
HY849977	Used	2019	HYUNDAI	TUCSON	IN-STOCK	26153 KM8J33AL0KU849977	39	26,995.00
HYA88131	Used	2019	FORD TRUCK	EXPLORER	IN-STOCK	33546 1FM5K7D84KGA88131	39	33,475.00
HY399142	Used	2021	HYUNDAI	TUCSON	CERTIFIED	9960 KM8J23A41MU399142	39	28,844.00
HY171726	Used	2020	HYUNDAI	SANTA FE	CERTIFIED	18070 5NMS33AD0LH171726	45	31,000.00
HY400219	Used	2018	HYUNDAI	ELANTRA	IN-STOCK	42123 5NPD84LF3JH400219	48	18,655.00
HY144333	Used	2020	HYUNDAI	SANTA FE	CERTIFIED	28339 5NMS33AA3LH144333	48	36,995.00
HY038715	Used	2020	HYUNDAI	PALISADE	CERTIFIED	21452 KM8R54HE8LU038715	52	50,995.00
HY326851	Used	2021	HYUNDAI	SANTA FE	IN-STOCK	10156 5NMS14AJ8MH326851	53	29,995.00
HY422514	Used	2019	GMC	SIERRA 1500	IN-STOCK	51096 1GTP8BED6KZ422514	57	41,898.00
HY317814	Used	2021	HYUNDAI	TUCSON	CERTIFIED	11652 KM8J33A43MU317814	57	31,000.00
HY661255	Used	2018	INFINITI	QX80	IN-STOCK	44860 JN8AZ2NF9J9661255	59	49,000.00
HY006753	Used	2021	AUDI	Q5	IN-STOCK	12354 WA1BAAFY4M2006753	63	46,999.00
HY042571	Used	2021	CHEVROLET	MALIBU	IN-STOCK	22850 1G1ZB55T7MF042571	63	26,995.00
HY811733	Used	2019	NISSAN	ROGUE	IN-STOCK	47765 5N1AT2MT8KC811733	84	25,724.00

Hyundai of Pharr 269 - F & I #01
Inventory By Age

Q12

Inventory Analysis Report
Used: True
Used Status: IN-STOCK, CERTIFIED

INVENTORY BY AGE

Stock/Order	N/U	Year	Make	Model	Status	Order #	VIN	Days in Stock	List Price
HY204457	Used	2021	HONDA	CIVIC HATCHBACK	IN-STOCK	35711	SHHF7H66MU204457	0	28,000.00
HY115881	Used	2018	GMC	ACADIA	IN-STOCK	69171	1GKKMKLA1JZ115881	1	24,000.00
HY165347	Used	2010	CHEVROLET	MALIBU	IN-STOCK	105254	1G1ZC5EB4A4165347	1	16,999.00
HY195092	Used	2018	CHEVROLET TRUCK	TRAVERSE	IN-STOCK	65409	1GNEVKKW6JJ195092	1	40,000.00
HY206419	Used	2021	AUDI	Q5	IN-STOCK	9074	WA1E2AFY4M206419	1	55,000.00
HY219445	Used	2020	GMC	SIERRA 1500	IN-STOCK	25249	3GTP8BED4LG219445	1	45,000.00
HY53914	Used	2021	DODGE	CHALLENGER	IN-STOCK	11469	2C3CDZAG6MH539214	1	30,000.00
HY764825	Used	2016	HYUNDAI	ELANTRA	IN-STOCK	63552	5NPDH4AE7GH764825	1	14,000.00
HY860093	Used	2015	FORD	FUSION	IN-STOCK	162043	3FA6P0H79FR186093	1	16,995.00
HZ005671	Used	2019	HYUNDAI	SANTA FE	IN-STOCK	45609	5NMS33AD7KH005671	1	24,000.00
HZ198282	Used	2014	BUICK	ENCLAVE	IN-STOCK	147182	5GAKRBD7EJ198282	1	15,000.00
HY306523	Used	2021	HYUNDAI	TUCSON	IN-STOCK	33212	KM8J23A4XMU306523	3	27,000.00
HY650150	Used	2019	JEEP	COMPASS	IN-STOCK	41980	3C4NJDDB7KT650150	3	27,000.00
HYA66950	Used	2018	FORD TRUCK	EXPLORER	IN-STOCK	46417	1FM5K7D89JGA66950	3	30,000.00
HY173887	Used	2022	TOYOTA TRUCK	TACOMA 2WD	IN-STOCK	1045	3TMAZ5CN7NM173887	4	39,000.00
HY601609	Used	2021	JEEP	GLADIATOR	IN-STOCK	13658	1C6JTBG9ML601609	5	53,995.00
HZ614813	Used	2018	HYUNDAI	SONATA	IN-STOCK	36898	5NPE34AF3JH614813	5	23,000.00
HY194619	Used	2020	HYUNDAI	SANTA FE	IN-STOCK	21957	5NMS33AA7LH194619	6	33,000.00
HY447719	Used	2021	SUBARU	ASCENT	IN-STOCK	15376	4S4WMARDXM34477...	6	45,000.00
HY595167	Used	2020	HYUNDAI	ELANTRA	IN-STOCK	47238	5NPD84LF4LH595167	6	24,000.00
HY167988	Used	2017	GMC	YUKON	IN-STOCK	84771	1GKS1CK38HR167988	7	38,000.00
HY392503	Used	2019	GMC	TERRAIN	IN-STOCK	29361	3GKALMEV8KL392503	7	27,000.00
HZ194125	Used	2017	HYUNDAI	SANTA FE	IN-STOCK	93609	KM8SM4HF4HU194125	7	19,000.00
HY55980X	Used	2019	CHEVROLET TRUCK	SILVERADO 1500	IN-STOCK	29125	3GCPWDED1KG155980	8	45,995.00
HY610945	Used	2021	HYUNDAI	KONA	IN-STOCK	25774	KM8K12AA1MU610945	8	23,000.00
HY613058	Used	2021	HYUNDAI	KONA	CERTIFIED	16632	KM8K22AA4MU613058	8	29,875.00
HY048659	Used	2019	AUDI	A5 SPORTBACK	IN-STOCK	25987	WAUANC53KA048659	10	36,995.00
HY063542	Used	2019	HYUNDAI	SANTA FE	IN-STOCK	49944	5NMS53AA0KH063542	10	32,995.00
HY715210	Used	2017	TOYOTA TRUCK	RAV4	IN-STOCK	71853	JTMZFREV6HJ715210	10	26,000.00
HY832153	Used	2019	JEEP	COMPASS	IN-STOCK	35548	3C4NJCBB7KT832153	10	25,995.00
HY028044	Used	2020	HONDA	RIDGELINE	IN-STOCK	29055	5FPYK3F74LB028044	11	42,000.00
HY639975	Used	2019	KIA	SOUL	IN-STOCK	11500	KNDJP3A58K7639975	11	20,000.00
HY05396	Used	2022	KIA	SORENTO	IN-STOCK	1972	5XYRG4LC5NG095396	12	32,995.00
HY241727	Used	2013	CHEVROLET	CRUZE	IN-STOCK	148905	1G1PG5SB7D7241727	12	13,995.00
HY310669	Used	2022	LEXUS	RX	IN-STOCK	2963	2T2YZMDA3NC310669	12	59,995.00
HY798182	Used	2019	HYUNDAI	SONATA	IN-STOCK	31714	5NPE24AF8KH798182	12	23,000.00
HY850081	Used	2020	LAND ROVER	DISCOVERY SPORT	IN-STOCK	17024	SALCP2FX1LH850081	12	43,000.00
HY118004	Used	2016	CHEVROLET	SONIC	IN-STOCK	93018	1G1JA5SH8G4118004	15	10,995.00

Q16

Wholesale Log

Wholesale Vehicle Report
Hyundai of Pharr

Wholesale Profit 60 Day

Customer Name	Contract Date	Age Days	Stock No.	VIN	Acq.	Year	Mileage	Make	Model	Sale Price	Total Gross
SMARTAUCTION	01/03/2022	95	HR119454	KM8R5DHE6LU119454	PD	2020	14298	Hyundai	Palisade	49,000	(1,489)
ACV AUCTIONS, INC	01/05/2022	7	HY809069	4JGDF6EE2HA809069	TU	2017	99471	Mercedes-Benz	GLS	30,550	167
ACV AUCTIONS, INC	01/17/2022	2	HY063324	KMTGC4SD2MU063324	TN	2021	4755	Genesis	G80	54,600	125
ACV AUCTIONS, INC	01/18/2022	7	HY229784	1FADP3FE9JL229784	TN	2018	37000	Ford	Focus	10,200	(176)
ACV AUCTIONS, INC	01/19/2022	32	HY133778	1G6DF577490133778	TU	2009	146314	Cadillac	CTS	1,800	(1,425)
ACV AUCTIONS, INC	01/20/2022	5	HY338544	3GCPREC3G6338544	TN	2016	120563	Chevrolet	Silverado 1500	21,500	(525)
LEXUS OF AUSTIN	01/24/2022	27	HY308622	4JGFB4JB6MA308622	TN	2021	25652	Mercedes-Benz	GLE	54,000	0
SMARTAUCTION	01/31/2022	60	HY211918	KM8J33AL3LU211918	TU	2020	19355	Hyundai	Tucson	27,000	477
SMARTAUCTION	01/31/2022	63	HY123099	2GNAXKEV9K6123099	TN	2019	60089	Chevrolet	Equinox	21,000	907
SMARTAUCTION	01/31/2022	73	HY012168	7FARW1H90UE012168	TN	2018	32575	Honda	CR-V	29,600	1,476
SMARTAUCTION	02/02/2022	88	HY840744	3C4NLCBB4KT840744	TN	2019	45967	Jeep	Compass	20,000	(679)
ACV AUCTIONS, INC	02/03/2022	16	HY033410	KWHCU5AE4CU033410	TN	2012	79361	Hyundai	Accent	5,800	1,924
ACV AUCTIONS, INC	02/03/2022	35	HZ772706	KWHD84LF6KU772706	TU	2019	29853	Hyundai	Elantra	14,500	(383)
ACV AUCTIONS, INC	02/03/2022	36	HYC19530	1FMSK7B89DGC19530	TU	2013	91926	Ford	Explorer	8,450	(2,433)
ACV AUCTIONS, INC	02/03/2022	38	HY411822	2GNALBEK5D6411822	TU	2013	133015	Chevrolet	Equinox	4,050	(2,826)
ACV AUCTIONS, INC	02/22/2022	8	HY564356	2HGFC2F77JH564356	T	2018	33948	Honda	Civic Sedan	8,800	2,575
ACV AUCTIONS, INC	02/22/2022	14	HY700766	1C4NJPBXGD700766	TN	2016	125730	Jeep	Patriot	6,600	575
ACV AUCTIONS, INC	02/22/2022	21	HZ2270476	5NPD84L7JH270476	TN	2018	46521	Hyundai	Elantra	12,450	(1,426)
ACV AUCTIONS, INC	02/22/2022	24	HYF04903	1FTFW1CF4EK04903	TN	2014	105584	Ford	F-150	15,150	274
ACV AUCTIONS, INC	02/22/2022	42	HY283403	1GNSSCKC3FR283403	TN	2015	63880	Chevrolet	Tahoe	27,500	(6,526)
ACV AUCTIONS, INC	02/22/2022	110	HY149747	KM8J33AZ2GU149747	TU	2016	74013	Hyundai	Tucson	8,700	(1,750)
ACV AUCTIONS, INC	02/24/2022	80	HY714253	2C4RDGEG9HR714253	TU	2017	103804	Dodge	Grand Caravan	8,250	(2,126)
ACV AUCTIONS, INC	02/25/2022	77	HZ084353	5NPE34B0FH084353	TU	2015	120467	Hyundai	Sonata	5,050	(4,825)
TOYOTA OF PHARR	02/26/2022	85	HY658021	1C4RJEA66MC658021	TU	2021	9366	Jeep	Grand Cherokee	31,673	0
TOYOTA OF PHARR	02/28/2022	59	HY178670	5NWS33AD1LH178670	TN	2020	29120	Hyundai	Santa Fe	27,200	0
TOYOTA OF PHARR	02/28/2022	60	HY028386	WA1BCCF58JR028386	TN	2018	61159	Audi	Q3	24,000	0
TOYOTA OF PHARR	02/28/2022	60	HY91071	KM8J33AL9KU91071	TN	2019	45008	Hyundai	Tucson	25,800	0
TOYOTA OF PHARR	02/28/2022	68	HY111316	5N1AZ2CJ7MC111316	TN	2021	9559	Nissan	Murano	35,500	0
ACV AUCTIONS, INC	03/10/2022	10	HZ023719	KM85M4HF9DU023719	TU	2013	166642	Hyundai	Santa Fe	5,000	(1,225)
ACV AUCTIONS, INC	03/10/2022	12	HY686154	KM8JT3AB3DU686154	T	2013	126706	Hyundai	Tucson	3,850	364
ACV AUCTIONS, INC	03/10/2022	13	HY32168	3C3CFFBR6CT32168	TU	2012	105081	FIAT	500	2,950	(936)
ACV AUCTIONS, INC	03/10/2022	26	HY161483	5GALRAEDZAJ161483	TU	2010	179439	Buick	Enclave	2,150	1,264
ACV AUCTIONS, INC	03/10/2022	29	HY565209	JN8AZ08T47W565209	TN	2007	116012	Nissan	Murano	1,100	150
ACV AUCTIONS, INC	03/17/2022	7	HY521713	1C4PJMBOXJ0D521713	TN	2018	80474	Jeep	Cherokee	9,800	914
ACV AUCTIONS, INC	03/17/2022	15	HT111396	JN8AT5MK6C111396	IU	2012	170789	Nissan	JUKE	2,950	1,725

Q15
TOP 10

TOP 10 USED CARS

Model Code	Total		Front		Back		
	Units	Gross	Gross	PU	Gross	PU	
Palisade	2	8,528	4,264	3,017	1,508	5,511	2,756
Rogue	1	4,223	4,223	1,399	1,399	2,824	2,824
Camry	2	7,569	3,785	5,103	2,551	2,467	1,233
Mustang	2	7,496	3,748	3,310	1,655	4,186	2,093
Sonata	6	21,779	3,630	8,213	1,369	13,566	2,261
Escape	1	3,509	3,509	2,236	2,236	1,273	1,273
Journey	2	6,928	3,464	4,890	2,445	2,038	1,019
Tacoma 2WD	1	3,243	3,243	390	390	2,853	2,853
Elantra	17	54,930	3,231	26,669	1,569	28,262	1,662
Rio	1	3,224	3,224	1,629	1,629	1,595	1,595

Vehicle

Rates Vehicle Book

Auto Data Direct

Vehicle Inventory

Detach

Vehicle

Stock # **NU437292** Status **5 SOLD** Days in Stock **1**

New Used Demo Certified Used Vehicle

VIN **KM8R7DHE0NU437292**

Vehicle

Year **2022** Rates **2022**
 Make **HYUNDAI**
 Model **PALISADE**
 Style **4DR AWD CALLIGRAPHY**
 Odometer **29**
 Color **HYPER WHT**
 # Cylinders # New Tires
 Transmission

MSRP **51,115.00** Internet Price

Cost **50,351.00**

Factory Residual Equipment

Description	Value
<input type="checkbox"/> Transmission-Manual...	N/A
Q10	
Hard Pack	
News	

Installed Equipment

Code	Description	Type	Retail	Cost	VMS
1	ADMIN FEE NEW	DEALER	0.00	850.00	<input checked="" type="checkbox"/>
2	PAG NEW CORP ID FEE	DEALER	0.00	110.00	<input checked="" type="checkbox"/>
HPDI	DETAIL/INT/EXT/PDR	DEALER	0.00	432.00	<input checked="" type="checkbox"/>
Total:			0.00	1392.00	