| Desk Manager(s) | Finance Manager(s) | Sales Consultant(s) |
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| | | ZACH |
| | | ERICK |
| BEN | BIV | JOSE |
| VINCE | YANCI | CLAUDIA |
| WILLIAM | BENJAMIN | ARVIN |
| ADAM | ANTHONY | SACHIN |
| LUIS | ALEX | CORTES |
| | | LUIS |
| | | ABU |
| | | BAKSHI |
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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 | 87307B | 2008 | Lexus | RX 350 | 9 | Trade on New | No | $ 19,000 | $ 19,000 | 126% | $2,769 | $0 |
| 2 | 86674A | 2019 | Toyota | Rav4 | 119 | Trade on New | No | $ 29,500 | $ 29,500 | 98% | ($3,211) | $3,125 |
| 3 | 86799B | 2018 | Toyota | CAMRY | 73 | Trade on New | NO | $ 24,750 | $ 25,000 | 99% | $903 | $2,007 |
| 4 | 87190A | 2019 | Toyota | RAV4 | 36 | Trade on New | Yes | $ 38,000 | $ 38,500 | 100% | $739 | $3,903 |
| 5 | 87270A | 2019 | Toyota | RAV4 | 4 | Trade on New | No | $ 31,500 | $ 31,500 | 102% | $3,130 | $7,252 |
| 6 | 87330A | 2020 | Toyota | RAV4 | 7 | Trade on New | Yes | $ 37,000 | $ 37,000 | 104% | $4,000 | $0 |
| 7 | PK11422A | 2021 | Toyota | HIGHLANDER | 10 | Trade on Used | Yes | $ 44,000 | $ 45,000 | 100% | $3,056 | $7,183 |
| 8 | 87139A | 2019 | Toyota | COROLLA | 40 | Trade on New | No | $ 22,000 | $ 22,000 | 98% | $1,648 | $4,460 |
| 9 | 86678A | 2019 | Toyota | SIENNA | 113 | Trade on New | Yes | $ 35,500 | $ 35,500 | 99% | ($1,618) | $0 |
| 10 | 87302A | 2018 | Toyota | Rav4 | 8 | Trade on New | No | $ 31,000 | $ 31,000 | 106% | $3,367 | $4,734 |
| 11 | 86742A | 2020 | Volkswagen | Jetta | 28 | Trade on New | No | $ 22,500 | $ 22,500 | 103% | $2,471 | $3,251 |
| 12 | 87340A | 2019 | Toyota | HIGHLANDER | 13 | Trade on New | No | $ 40,000 | $ 40,000 | 102% | $3,853 | $680 |
| 13 | 86914A | 2019 | Hyundai | SONATA | 22 | Trade on New | No | $ 21,000 | $ 21,000 | 95% | $2,458 | $2,600 |
| 14 | PK11403 | 2016 | Honda | CIVIC | 49 | Other | No | $ 20,000 | $ 20,000 | 97% | ($1,479) | $3,123 |
| 15 | 87271B | 2021 | Toyota | PRIUS PRIME | 14 | Trade on Used | Yes | $ 38,500 | $ 38,500 | 103% | $7,066 | $3,268 |
| 16 | 87018C | 2015 | Toyota | COROLLA | 22 | Trade on Used | No | $ 19,741 | $ 20,000 | 103% | $2,629 | $263 |
| 17 | 87128A | 2020 | Toyota | RAV4 | 57 | Trade on New | Yes | $ 34,750 | $ 35,000 | 99% | $2,099 | $0 |
| 18 | 87235A | 2017 | Toyota | PRIUS PRIME | 11 | Trade on New | Yes | $ 27,000 | $ 27,500 | 105% | $1,484 | $0 |
| 19 | PTR11441 | 2020 | Toyota | CAMRY | 19 | Loaner | Yes | $ 30,000 | $ 30,000 | 103% | $3,965 | $2,312 |
| 20 | 86981A | 2019 | Toyota | Rav4 | 74 | Trade on New | Yes | $ 37,777 | $ 37,777 | 98% | $1,957 | $470 |
| 21 | PK11440 | 2018 | Toyota | Rav4 | 19 | Other | Yes | $ 26,997 | $ 26,997 | 102% | $475 | $2,751 |
| 22 | 87125A | 2019 | Toyota | HIGHLANDER | 15 | Trade on New | Yes | $ 35,250 | $ 36,000 | 104% | $1,841 | $2,729 |
| 23 | 86635A | 2019 | Toyota | RAV4 | 138 | Trade on New | No | $ 25,000 | $ 25,000 | 87% | $2,529 | $1,424 |
| 24 | 87317A | 2020 | Toyota | COROLLA | 14 | Trade on New | Yes | $ 24,000 | $ 24,500 | 104% | $77 | $1,624 |
| 25 | PK11424 | 2018 | Toyota | PRIUS | 33 | Other | No | $ 24,995 | $ 24,995 | 100% | $5,883 | $1,295 |
| 26 | P11449 | 2021 | Toyota | Rav4 | 6 | LBO OEM/Leasing Co. | No | $ 38,200 | $ 38,500 | 100% | $3,700 | $1,050 |
| 27 | 87200A | 2019 | Toyota | SIENNA | 14 | Trade on New | No | $ 38,000 | $ 38,750 | 100% | $2,522 | $3,985 |

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| 28 | PK11390 | 2016 | Honda | CRV | 67 | Other | No | $ 23,000 | $ 23,000 | 96% | $393 | $2,692 |
| 29 | PK11357 | 2021 | Toyota | 4RUNNER | 97 | Other | Yes | $ 47,285 | $ 49,000 | 97% | ($2,290) | $300 |
| 30 | 86957A | 2019 | Toyota | YARIS | 87 | Trade on New | No | $ 16,250 | $ 16,500 | 89% | ($424) | $3,245 |
| 31 | 86670A | 2017 | Toyota | TACOMA | 134 | Trade on New | Yes | $ 32,500 | $ 32,500 | 96% | $1,366 | $1,546 |
| 32 | 86893A | 2020 | Toyota | AVALON | 93 | Trade on New | No | $ 36,000 | $ 36,000 | 94% | $2,111 | $1,174 |
| 33 | 87242A | 2016 | Toyota | SCION | 21 | Trade on New | No | $ 15,125 | $ 15,750 | 97% | $1,266 | $2,763 |
| 34 | 86711A | 2019 | Toyota | 4RUNNER | 109 | Trade on New | Yes | $ 46,400 | $ 47,000 | 100% | $219 | $1,106 |
| 35 | 86764B | 2019 | Toyota | CHR | 111 | Trade on New | Yes | $ 22,300 | $ 22,500 | 96% | ($2,198) | $1,949 |
| 36 | 86727A | 2015 | Ford | EXPLORER | 115 | Trade on New | No | $ 22,500 | $ 22,500 | 100% | $902 | $2,856 |
| 37 | 87290A | 2014 | Honda | PILOT | 10 | Trade on New | No | $ 23,250 | $ 24,000 | 106% | $4,965 | $0 |
| 38 | 87024A | 2019 | Toyota | HIGHLANDER | 40 | Trade on New | Yes | $ 41,500 | $ 42,000 | 102% | $5,202 | $2,165 |
| 39 | 87299A | 2020 | Toyota | Rav4 | 5 | Trade on New | Yes | $ 44,040 | $ 45,000 | 104% | $4,855 | $0 |
| 40 | 86899B | 2018 | Kia | SOUL | 67 | Trade on Used | No | $ 15,750 | $ 16,500 | 92% | $344 | $0 |
| 41 | 87064A | 2019 | Toyota | COROLLA | 44 | Trade on New | Yes | $ 21,997 | $ 21,997 | 99% | $1,346 | $1,314 |
| 42 | PK11382 | 2018 | Tesla | MODEL 3 | 37 | Other | No | $ 47,500 | $ 47,274 | 98% | $41 | $0 |
| 43 | 87014A | 2010 | Toyota | PRIUS | 12 | Trade on New | No | $ 15,000 | $ 15,000 | 91% | $2,756 | $1,453 |
| 44 | 86987A | 2020 | Toyota | COROLLA | 19 | Trade on New | Yes | $ 22,500 | $ 22,500 | 99% | $396 | $1,229 |
| 45 | PK11394 | 2013 | Toyota | RAV4 | 26 | Other | No | $ 21,500 | $ 21,000 | 111% | $2,218 | $0 |
| 46 | 87073B | 2019 | Toyota | COROLLA | 19 | Trade on Used | No | $ 25,500 | $ 25,250 | 96% | $682 | $0 |
| 47 | 87197A | 2019 | Toyota | RAV4 | 9 | Trade on New | No | $ 27,500 | $ 27,000 | 95% | $1,464 | $5,159 |
| 48 | 87307B | 2008 | Mazda | RX 8 | 8 | Trade on Used | NO | $ 19,000 | $ 19,000 | 125% | $2,269 | $0 |
| 49 | 87028B | 2016 | Nissan | MAXIMA | 9 | Trade on Used | No | $ 23,500 | $ 23,500 | 89% | $3,710 | $0 |
| 50 | 87137A | 2017 | Toyota | CAMRY | 24 | Trade on New | No | $ 30,000 | $ 29,750 | 96% | $452 | $175 |
| 51 | PK11096A | 2019 | Dodge | Ram | 184 | Trade on Used | No | $ 46,500 | $ 44,500 | 96% | ($1,405) | $0 |
| 52 | 86581A | 2019 | Toyota | camry | 129 | Trade on New | No | $ 21,000 | $ 20,750 | 90% | $525 | $3,779 |
| 53 | PK11416 | 2003 | Toyota | 4RUNNER | 11 | Other | No | $ 14,500 | $ 14,356 | 120% | $1,982 | $0 |

## Scoreboard Totals

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|---|---|
| % Retailed of Non-Franchise Make | 21% |
| Total # Retail Units | 84 |
| Avg. Days to Sale | 44.2 |
| Avg. Advertised Price (Time of Sale) | $ 28,959 |
| Avg. Transaction Price | $ 29,040 |
| Avg. Market Price at 100% | $ 29,001 |
| Avg. Price to Market % (Time of Sale) | 100% |
| Avg. Transaction to Market | 100% |
| Avg. Transactional Discount | $ (81) |
| Avg. Front-End Gross | $ 1,660 |
| Avg. Finance Gross | $ 1,747 |
| PUVR | $ 3,408 |
| Total Gross (Units & PUVR) | $ 286,245 |
| GROI | 96% |
| % with Trade | 33% |
| Avg. Over/Under Allowance | $467 |

## Scoreboard

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| Desk Manager | Totals | | |
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| % Retailed of Non-New Franchise | 21% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 84 | 0 | 0 |
| Avg. Days to Sale | 44.2 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | $ 28,959 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | $ 29,040 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | $ 29,001 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 100% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | $ (81) | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | $ 1,660 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | $ 1,747 | #DIV/0! | #DIV/0! |
| PUVR | $ 3,408 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | $ 286,245 | #DIV/0! | #DIV/0! |
| GROI | 96% | #DIV/0! | #DIV/0! |
| % with Trade | 33% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 467 | #DIV/0! | #DIV/0! |

NADA ACADEMY

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## Scoreboard

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| Sales Consultant | Totals | | |
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| % Retailed of Non-New Franchise | 21% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 84 | 0 | 0 |
| Avg. Days to Sale | 44.2 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | $ 28,959 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | $ 29,040 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | $ 29,001 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 100% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | $ (81) | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | $ 1,660 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | $ 1,747 | #DIV/0! | #DIV/0! |
| PUVR | $ 3,408 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | $ 286,245 | #DIV/0! | #DIV/0! |
| GROI | 96% | #DIV/0! | #DIV/0! |
| % with Trade | 33% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 467 | #DIV/0! | #DIV/0! |

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## Scoreboard

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

| Finance Manager | Totals | | |
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| % Retailed of Non-New Franchise | 21% | #DIV/0! | #DIV/0! |
| Total # Retail Units | 84 | 0 | 0 |
| Avg. Days to Sale | 44.2 | #DIV/0! | #DIV/0! |
| Avg. Advertised Price (Time of Sale) | $ 28,959 | #DIV/0! | #DIV/0! |
| Avg. Transaction Price | $ 29,040 | #DIV/0! | #DIV/0! |
| Avg. Market Price at 100% | $ 29,001 | #DIV/0! | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 100% | #DIV/0! | #DIV/0! |
| Avg. Transaction to Market | 100% | #DIV/0! | #DIV/0! |
| Avg. Transactional Discount | $ (81) | #DIV/0! | #DIV/0! |
| Avg. Front-End Gross | $ 1,660 | #DIV/0! | #DIV/0! |
| Avg. Finance Gross | $ 1,747 | #DIV/0! | #DIV/0! |
| PUVR | $ 3,408 | #DIV/0! | #DIV/0! |
| Total Gross (Units & PUVR) | $ 286,245 | #DIV/0! | #DIV/0! |
| GROI | 96% | #DIV/0! | #DIV/0! |
| % with Trade | 33% | #DIV/0! | #DIV/0! |
| Avg. Over/Under Allowance | 467 | #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 |
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| Total # Retail Units | 84 | 34 | 50 |
| Avg. Days to Sale | 44.2 | 41.4 | 46.0 |
| Avg. Advertised Price (Time of Sale) | $ 28,959 | $ 33,116 | $ 26,127 |
| Avg. Transaction Price | $ 29,040 | $ 33,324 | $ 26,127 |
| Avg. Market Price at 100% | $ 29,001 | $ 33,098 | $ 26,400 |
| Avg. Price to Market % (Time of Sale) | 100% | 100% | 99% |
| Avg. Transaction to Market | 100% | 101% | 99% |
| Avg. Transactional Discount | $ (81) | $ (208) | $ 6 |
| Avg. Front-End Gross | $ 1,660 | $ 1,544 | $ 1,740 |
| Avg. Finance Gross | $ 1,747 | $ 1,885 | $ 1,654 |
| PUVR | $ 3,408 | $ 3,429 | $ 3,393 |
| Total Gross (Units & PUVR) | $ 286,245 | $ 116,571 | $ 169,674 |
| GROI | 96% | 89% | 102% |
| % with Trade | 33% | 53% | 20% |
| Avg. Over/Under Allowance | 467 | 734 | 296 |

NADA ACADEMY

## Scoreboard

| Same Brand as New | Totals | Yes | No |
|---|---|---|---|
| Total # Retail Units | 84 | 66 | 18 |
| Avg. Days to Sale | 44.2 | 41.9 | 52.3 |
| Avg. Advertised Price (Time of Sale) | $ 28,959 | $ 29,674 | $ 26,362 |
| Avg. Transaction Price | $ 29,040 | $ 29,770 | $ 26,362 |
| Avg. Market Price at 100% | $ 29,001 | $ 29,888 | $ 26,262 |
| Avg. Price to Market % (Time of Sale) | 100% | 99% | 100% |
| Avg. Transaction to Market | 100% | 100% | 100% |
| Avg. Transactional Discount | $ (81) | $ (96) | $ (22) |
| Avg. Front-End Gross | $ 1,660 | $ 1,673 | $ 1,616 |
| Avg. Finance Gross | $ 1,747 | $ 1,923 | $ 1,104 |
| PUVR | $ 3,408 | $ 3,595 | $ 2,720 |
| Total Gross (Units & PUVR) | $ 286,245 | $ 237,293 | $ 48,952 |
| GROI | 96% | 104% | 71% |
| % with Trade | 33% | 27% | 56% |
| Avg. Over/Under Allowance | 467 | 523 | 268 |

NADA ACADEMY

## Scoreboard

| Source | Totals | Trade on New | Trade on Used |
|---|---|---|---|
| Total # Retail Units | 84 | 54 | 12 |
| % of Retail Units | 100% | 64% | 14% |
| % Retailed of Non-New Franchise | 21% | 11% | 50% |
| Avg. Days to Sale | 44.2 | 47.9 | 43.3 |
| Avg. Transaction Price | $ 29,040 | $ 29,717 | $ 24,500 |
| Avg. Transaction to Market % | 100% | 100% | 100% |
| Avg. Transactional Discount | $ (81) | $ (79) | $ 20 |
| Avg. Front End Gross | $ 1,660 | $ 1,550 | $ 1,975 |
| Avg. Finance Gross | $ 1,747 | $ 1,830 | $ 1,171 |
| PUVR | $ 3,408 | $ 3,380 | $ 3,145 |
| Total Gross (Units & PUVR) | $ 286,245 | $ 182,505 | $ 37,745 |
| GROI | 96% | 85% | 107% |
| % with Trade | 33% | 33% | 42% |
| Avg. Over/Under Allowance | 467 | 568 | 83 |

NADA ACADEMY

| Street/Curb buy | Auction/wholesale | Loaner | LBO customer |
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| BO OEM/Leasing co | ental Fleet (Enterprise, etc | Other |
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| $ 38,500 | #DIV/0! | $ 29,507 |
| 101% | #DIV/0! | 102% |
| $ (300) | #DIV/0! | $ (151) |
| $ 3,700 | #DIV/0! | $ 1,526 |
| $ 1,050 | #DIV/0! | $ 1,910 |
| $ 4,750 | #DIV/0! | $ 3,436 |
| $ 4,750 | #DIV/0! | $ 54,968 |
| 740% | #DIV/0! | 116% |
| 0% | #DIV/0! | 25% |
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## Scoreboard

| Age | Totals | 0-30 days | 31-45 days |
|---|---|---|---|
| Total # Retail Units | 84 | 41 | 14 |
| % of Retail Units | 100% | 49% | 17% |
| % Retailed of Non-New Franchise | 21% | 20% | 14% |
| Avg. Days to Sale | 44.2 | 13.3 | 36.4 |
| Avg. Transaction Price | $ 29,040 | $ 28,189 | $ 31,547 |
| Avg. Transaction to Market % | 100% | 103% | 101% |
| Avg. Transactional Discount | $ (81) | $ (105) | $ (93) |
| Avg. Front End Gross | $ 1,660 | $ 2,592 | $ 1,858 |
| Avg. Finance Gross | $ 1,747 | $ 1,708 | $ 2,046 |
| PUVR | $ 3,408 | $ 4,300 | $ 3,904 |
| Total Gross (Units & PUVR) | $ 286,245 | $ 176,284 | $ 54,661 |
| GROI | 96% | 412% | 123% |
| % with Trade | 33% | 29% | 57% |
| Avg. Over/Under Allowance | 467 | 405 | 746 |

NADA ACADEMY

| 46-60 days | 61-90 days | 90+ days |
|---|---|---|
| 4 | 10 | 15 |
| 5% | 12% | 18% |
| 25% | 30% | 27% |
| 53.3 | 72.4 | 114.4 |
| $ 25,125 | $ 26,079 | $ 32,043 |
| 99% | 96% | 96% |
| $ (235) | $ (106) | $ 56 |
| $ 1,287 | $ 295 | $ (60) |
| $ 781 | $ 1,917 | $ 1,720 |
| $ 2,068 | $ 2,212 | $ 1,660 |
| $ 8,272 | $ 22,124 | $ 24,904 |
| 56% | 42% | 16% |
| 25% | 30% | 27% |
| 1,750 | 0 | 346 |