Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Joe Rotella	Joe Rotella	Gavin Schultz
Peter Montante	Michael Conrad	Michael D'angelo
Bill Kinney	Michael Johnson	Paul Morreale
Michael Knapp	Mike Dinoto	Malcolm Misere
Bryan May	Roland Tabacco	Benedict Cannavino
Edgar Colon	Ashlyn Laureano	House SP
Grant Corsaro	Robbie Scott	Emily Herman
Rob Corter	John York	Nicholas Belluccio
		Nicholas Kobel
		Nathaniel Bosek-Sills
		Hector Padgham
		Lonnie Schultz
		Daniel DeGeorge
		Brady Schultz
		Samara Clar
		Stephen Levine
		Brian Antinore
		Joseph Grimshaw
		Scott Hosbach
		Samantha Heiler
		Darwin Morillo
		Justin Bartlett
		Benjamin Hartwigh
		Michael Bartikofsky
		Samuel Cubiotti
		Mike H Sofia
		Carol Harrington
		Noah Peters
		Raymond Mitchell
		Zachary Smith
		Anne Lakis
		Bert Marlatt
		Len Zaccaglino
		Willie Williams
		Christopher Codd
		Noah Peters

New Car Franchise(s)
Chevrolet
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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	C229509A	2020	Chevrolet	Trax	13	Trade on New	No	$ 23,322	$ 31,322	96%	$63	$3,599
2	C239589A	2021	Nissan	Altima	47	Auction/Wholesale	No	$ 22,449	$ 22,449	96%	($1,610)	$2,756
3	P20163	2021	Chevrolet	Blazer	38	Auction/Wholesale	No	$ 37,213	$ 37,213	98%	$284	$770
4	U3914	2015	Mazda	Mazda6	7	Auction/Wholesale	No	$ 11,900	$ 11,900	100%	($1,174)	$0
5	U3899	2019	Chevrolet	Silverado 1500	2	Auction/Wholesale	No	$ 39,995	$ 39,995	100%	($631)	$4,766
6	RC14316A	2019	Chevrolet	Trax	34	Auction/Wholesale	No	$ 22,924	$ 22,924	103%	$12	$3,215
7	P20438A	2021	Ram	1500	17	Auction/Wholesale	No	$ 87,899	$ 87,899	100%	$6,226	$7,066
8	P20537	2017	Cadillac	CTS Sedan	4	Auction/Wholesale	No	$ 27,544	$ 27,544	95%	($1,385)	$4,113
9	RC229843A	2016	Mazda	CX-3	17	Trade on New	No	$ 17,499	$ 17,499	94%	$2,344	$685
10	P19946	2021	Cadillac	XT5	65	Auction/Wholesale	No	$ 44,998	$ 46,122	93%	($2,622)	$0
11	P19852	2019	Chevrolet	Trax	65	Trade on New	No	$ 17,900	$ 17,900	86%	($2,176)	$2,475
12	P18387	2019	Chevrolet	Trax	27	Trade on New	No	$ 20,897	$ 20,897	97%	$645	$409
13	P19684	2019	Chevrolet	Blazer	86	Trade on New	No	$ 26,911	$ 27,961	90%	($3,721)	$1,500
14	P20300	2019	Chevrolet	Trax	44	Trade on New	No	$ 19,313	$ 19,313	98%	($1,454)	$1,793
15	P20005	2019	Chevrolet	Trax	37	Trade on New	No	$ 19,828	$ 19,828	102%	$566	$1,688
16	P20712	2020	Chevrolet	Equinox	2	Trade on New	No	$ 19,521	$ 19,521	100%	($1,784)	$2,055
17	U3910	2020	Buick	Encore	21	Trade on New	No	$ 21,319	$ 21,319	97%	$1,667	$0
18	T229424A	2021	Chevrolet	Trailblazer	45	Trade on New	No	$ 24,578	$ 24,578	97%	$20	$500
19	P20390	2020	Chevrolet	Silverado 1500	28	Trade on New	No	$ 39,997	$ 36,500	103%	$1,794	$1,555
20	P20577	2019	Chevrolet	Traverse	4	Auction/Wholesale	No	$ 29,661	$ 28,485	100%	($640)	$4,864
21	P20732	2019	Chevrolet	Tahoe	1	Auction/Wholesale	No	$ 39,227	$ 39,227	94%	($413)	$3,706
22	P18391	2020	Chevrolet	Colorado	28	Trade on New	No	$ 31,624	$ 31,124	99%	$3,507	$0
23	P20046	2020	Chevrolet	Silverado 1500	50	Trade on New	No	$ 36,677	$ 36,677	99%	($1,255)	$1,959
24	U3824	2019	Chevrolet	Silverado 1500	36	Trade on New	No	$ 39,830	$ 39,830	96%	($3,614)	$6,558
25	P20613	2019	Chevrolet	Trax	0	Auction/Wholesale	No	$ 17,604	$ 17,604	100%	($204)	$684
26	P18422	2019	Chevrolet	Malibu	26	Auction/Wholesale	No	$ 23,360	$ 22,750	96%	$956	$0
27	P20666	2017	Ford	Escape	1	Auction/Wholesale	No	$ 16,650	$ 16,650	99%	($302)	$264
28	P14299A	2019	Chevrolet	Equinox	34	Trade on New	No	$ 22,370	$ 22,370	95%	$219	$0
29	P14302A	2019	Chevrolet	Trax	23	Trade on Used	No	$ 19,921	$ 19,921	97%	$1,195	$5,474

30	P20435	2018	Chevrolet	Cruze	24	Auction/Wholesale	No	$ 18,366	$ 18,366	98%	$1,292	$2,702
31	U3753	2018	Volkswagen	Golf GTI	102	Auction/Wholesale	No	$ 26,839	$ 26,839	99%	($4,338)	$1,720
32	U3677	2017	Ram	1500	165	Auction/Wholesale	No	$ 34,839	$ 34,839	110%	($10,456)	$0
33	U3901	2018	Nissan	Versa Sedan	0	Auction/Wholesale	No	$ 16,995	$ 16,995	96%	$29	$1,085
34	U3825	2018	Chevrolet	Traverse	77	Auction/Wholesale	No	$ 30,447	$ 30,447	96%	($4,706)	$3,280
35	U3814	2018	Ford	EcoSport	78	Auction/Wholesale	No	$ 20,816	$ 20,816	88%	($1,230)	$711
36	U3748	2018	Jeep	Grand Cherokee	91	Auction/Wholesale	No	$ 29,448	$ 29,448	93%	($2,341)	$1,328
37	U3746	2018	Jaguar	XF	104	Auction/Wholesale	No	$ 29,658	$ 29,658	101%	($2,656)	$0
38	P20514	2018	Chevrolet	Malibu	10	Auction/Wholesale	No	$ 17,000	$ 17,000	94%	$452	$253
39	P20173	2018	Ford	Fusion	46	Auction/Wholesale	No	$ 21,966	$ 21,966	100%	($1,037)	$5,986
40	U3501	2018	Volvo	XC90	169	Auction/Wholesale	No	$ 34,849	$ 34,849	87%	($12,801)	$0
41	U3911	2018	Audi	A6	19	Auction/Wholesale	No	$ 36,411	$ 36,411	105%	$710	$0
42	U3832	2018	Ram	1500	51	Auction/Wholesale	No	$ 28,430	$ 28,430	94%	$1,224	$3,017
43	U3812	2019	Mitsubishi	Outlander Sport	80	Auction/Wholesale	No	$ 18,837	$ 18,837	89%	($3,120)	$797
44	P20675	2019	Chevrolet	Silverado 1500	1	Auction/Wholesale	No	$ 35,793	$ 35,793	97%	$2	$1,552
45	P20425	2019	Mazda	CX-5	33	Auction/Wholesale	No	$ 28,524	$ 28,524	100%	$1,140	$7,300
46	RC20646	2019	Jeep	Grand Cherokee	2	Auction/Wholesale	No	$ 35,425	$ 29,500	107%	($557)	$1,000
47	P20503	2019	gmc	Acadia	8	Auction/Wholesale	No	$ 26,163	$ 26,163	93%	($1,327)	$3,205
48	U3802	2019	Ram	1500	58	Auction/Wholesale	No	$ 37,865	$ 37,865	95%	($3,213)	$3,475
49	P19863	2019	Honda	Pilot	58	Auction/Wholesale	No	$ 36,900	$ 36,400	100%	($4,440)	$3,953
50	U3736	2019	Jeep	Grand Cherokee	116	Auction/Wholesale	No	$ 28,629	$ 28,629	106%	($1,741)	$4,549
51	P20283	2019	Chevrolet	Trax	46	Auction/Wholesale	No	$ 20,939	$ 20,939	103%	$659	$1,200
52	P19999	2019	Chevrolet	Trax	59	Auction/Wholesale	No	$ 18,772	$ 18,772	95%	($704)	$367
53	P20131	2019	Chevrolet	Trax	51	Auction/Wholesale	No	$ 18,649	$ 18,445	92%	($1,556)	$1,523

Scoreboard Totals

% Retailed of Non-Franchise Make	39%
Total # Retail Units	200
Avg. Days to Sale	46.0
Avg. Advertised Price (Time of Sale)	$ 27,415
Avg. Transaction Price	$ 27,154
Avg. Market Price at 100%	$ 9,252
Avg. Price to Market % (Time of Sale)	296%
Avg. Transaction to Market	293%
Avg. Transactional Discount	$ 262
Avg. Front-End Gross	$ (166)
Avg. Finance Gross	$ 1,862
PUVR	$ 1,696
Total Gross (Units & PUVR)	$ 339,288
GROI	49%
% with Trade	52%
Avg. Over/Under Allowance	($35)

Scoreboard

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Desk Manager	Totals	Bob Atwood	Joe Rotella
% Retailed of Non-New Franchise	39%	#DIV/0!	67%
Total # Retail Units	200	0	51
Avg. Days to Sale	46.0	#DIV/0!	66.0
Avg. Advertised Price (Time of Sale)	$ 27,415	#DIV/0!	$ 29,369
Avg. Transaction Price	$ 27,154	#DIV/0!	$ 29,118
Avg. Market Price at 100%	$ 9,252	#DIV/0!	$ 30,329
Avg. Price to Market % (Time of Sale)	296%	#DIV/0!	97%
Avg. Transaction to Market	293%	#DIV/0!	96%
Avg. Transactional Discount	$ 262	#DIV/0!	$ 251
Avg. Front-End Gross	$ (166)	#DIV/0!	$ (1,953)
Avg. Finance Gross	$ 1,862	#DIV/0!	$ 1,456
PUVR	$ 1,696	#DIV/0!	$ (497)
Total Gross (Units & PUVR)	$ 339,288	#DIV/0!	$ (25,339)
GROI	49%	#DIV/0!	-9%
% with Trade	52%	#DIV/0!	55%
Avg. Over/Under Allowance	-35	#DIV/0!	91

NADA ACADEMY

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

Peter Montante	Bill Kinney	Michael Knapp	Bryan May
0%	13%	30%	50%
1	23	37	34
47.0	35.6	34.1	44.1
$ 28,067	$ 22,504	$ 26,326	$ 26,307
$ 28,067	$ 22,467	$ 26,039	$ 25,812
$ 28,935	$ 22,999	$ 27,098	$ 24,755
97%	98%	97%	106%
97%	98%	96%	104%
$ -	$ 37	$ 286	$ 496
$ 807	$ 820	$ 544	$ (52)
$ 1,389	$ 1,839	$ 1,672	$ 2,161
$ 2,197	$ 2,659	$ 2,216	$ 2,110
$ 2,197	$ 61,147	$ 81,996	$ 71,729
60%	120%	90%	67%
100%	52%	59%	38%
300	2	-27	44

Edgar Colon	Grant Corsaro	Rob Corter	
10%	#DIV/0!	30%	#DIV/0!
20	0	20	0
40.3	#DIV/0!	37.4	#DIV/0!
$ 28,068	#DIV/0!	$ 30,397	#DIV/0!
$ 28,098	#DIV/0!	$ 29,650	#DIV/0!
$ 29,061	#DIV/0!	$ 29,963	#DIV/0!
97%	#DIV/0!	101%	#DIV/0!
97%	#DIV/0!	99%	#DIV/0!
$ (30)	#DIV/0!	$ 746	#DIV/0!
$ 417	#DIV/0!	$ 955	#DIV/0!
$ 2,245	#DIV/0!	$ 2,554	#DIV/0!
$ 2,663	#DIV/0!	$ 3,509	#DIV/0!
$ 53,251	#DIV/0!	$ 70,175	#DIV/0!
85%	#DIV/0!	114%	#DIV/0!
50%	#DIV/0!	50%	#DIV/0!
-70	#DIV/0!	-145	#DIV/0!

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Scoreboard

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Sales Consultant	Totals	Mike Lucki	Gavin Schultz
% Retailed of Non-New Franchise	39%	#DIV/0!	90%
Total # Retail Units	200	0	10
Avg. Days to Sale	46.0	#DIV/0!	72.8
Avg. Advertised Price (Time of Sale)	$ 27,415	#DIV/0!	$ 26,676
Avg. Transaction Price	$ 27,154	#DIV/0!	$ 26,466
Avg. Market Price at 100%	$ 9,252	#DIV/0!	$ 27,867
Avg. Price to Market % (Time of Sale)	296%	#DIV/0!	96%
Avg. Transaction to Market	293%	#DIV/0!	95%
Avg. Transactional Discount	$ 262	#DIV/0!	$ 210
Avg. Front-End Gross	$ (166)	#DIV/0!	$ (2,353)
Avg. Finance Gross	$ 1,862	#DIV/0!	$ 1,579
PUVR	$ 1,696	#DIV/0!	$ (774)
Total Gross (Units & PUVR)	$ 339,288	#DIV/0!	$ (7,740)
GROI	49%	#DIV/0!	-14%
% with Trade	52%	#DIV/0!	60%
Avg. Over/Under Allowance	-35	#DIV/0!	-135

NADA ACADEMY

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

Michael D'angelo	Paul Morreale	Malcolm Misere	Benedict Cannavinc
100%	64%	54%	0%
1	14	13	1
0.0	51.3	57.3	40.0
$ 46,214	$ 30,289	$ 30,139	$ 11,883
$ 46,214	$ 30,119	$ 29,643	$ 10,883
$ 48,140	$ 30,785	$ 31,454	$ 12,641
96%	98%	96%	94%
96%	98%	94%	86%
$ -	$ 170	$ 496	$ 1,000
$ 1,606	$ (2,211)	$ (658)	$ 2,979
$ 3,796	$ 1,876	$ 1,416	$ 433
$ 5,402	$ (335)	$ 758	$ 3,412
$ 5,402	$ (4,692)	$ 9,857	$ 3,412
#DIV/0!	-8%	16%	282%
100%	64%	31%	0%
2,200	57	205	0

Nicholas Kobel	Emily Herman	Nicholas Belluccio	Nathaniel Bosek-Sill
29%	20%	#DIV/0!	0%
14	5	0	2
39.8	53.0	#DIV/0!	29.0
$ 26,417	$ 33,861	#DIV/0!	$ 21,612
$ 25,997	$ 34,010	#DIV/0!	$ 20,873
$ 27,000	$ 35,483	#DIV/0!	$ 22,301
98%	95%	#DIV/0!	97%
96%	96%	#DIV/0!	94%
$ 421	$ (148)	#DIV/0!	$ 739
$ 728	$ (26)	#DIV/0!	$ 488
$ 1,933	$ 2,033	#DIV/0!	$ 694
$ 2,661	$ 2,007	#DIV/0!	$ 1,182
$ 37,258	$ 10,034	#DIV/0!	$ 2,364
93%	40%	#DIV/0!	70%
36%	80%	#DIV/0!	100%
43	-180	#DIV/0!	-125

Hector Padgham	Lonnie Schultz	Daniel DeGeorge	Noah Peters
33%	63%	57%	0%
3	8	7	2
15.0	48.5	61.6	32.0
$ 21,210	$ 24,840	$ 25,077	$ 23,172
$ 20,818	$ 24,781	$ 24,651	$ 22,961
$ 21,806	$ 25,456	$ 26,018	$ 23,349
97%	98%	96%	99%
95%	97%	95%	98%
$ 392	$ 59	$ 426	$ 212
$ (368)	$ (198)	$ (1,532)	$ 661
$ 1,705	$ 1,563	$ 2,434	$ 2,737
$ 1,336	$ 1,365	$ 902	$ 3,398
$ 4,009	$ 10,921	$ 6,313	$ 6,796
154%	41%	21%	166%
67%	38%	29%	50%
-217	-125	0	-125

Brady Schultz	Samara Clar	Stephen Levine	Brian Antinore
67%	50%	17%	38%
3	4	6	8
10.0	33.3	39.8	42.5
$ 19,499	$ 30,674	$ 25,133	$ 28,414
$ 19,499	$ 30,549	$ 25,428	$ 28,419
$ 20,566	$ 31,714	$ 25,282	$ 28,430
95%	97%	99%	100%
95%	96%	101%	100%
$ -	$ 125	$ (295)	$ (5)
$ 919	$ 261	$ 1,335	$ 2,109
$ 313	$ 2,034	$ 2,516	$ 2,547
$ 1,231	$ 2,294	$ 3,851	$ 4,655
$ 3,694	$ 9,177	$ 23,107	$ 37,242
227%	81%	137%	139%
67%	100%	33%	38%
-333	-421	-83	-153

Joseph Grimshaw	Scott Hosbach	Samantha Heiler	Darwin Morillo
13%	0%	0%	25%
8	6	6	4
32.6	59.2	47.5	19.3
$ 39,283	$ 25,844	$ 26,094	$ 29,845
$ 39,280	$ 25,164	$ 26,920	$ 29,701
$ 40,488	$ 25,723	$ 23,776	$ 31,095
97%	100%	110%	96%
97%	98%	113%	96%
$ 2	$ 680	$ (826)	$ 144
$ 222	$ (123)	$ 27	$ 1,269
$ 3,781	$ 2,286	$ 1,825	$ 3,041
$ 4,003	$ 2,163	$ 1,852	$ 4,310
$ 32,024	$ 12,978	$ 11,112	$ 17,239
112%	52%	52%	271%
38%	17%	83%	25%
-210	250	-1,725	0

Justin Bartlett	Benjamin Hartwigh	Michael Bartikofsk	Samuel Cubiotti
20%	20%	0%	0%
5	5	6	2
28.2	16.6	45.5	24.0
$ 23,723	$ 25,361	$ 31,402	$ 31,503
$ 23,723	$ 25,288	$ 31,360	$ 30,961
$ 24,022	$ 26,058	$ 32,566	$ 31,943
99%	97%	96%	99%
99%	97%	96%	97%
$ -	$ 73	$ 42	$ 542
$ 493	$ 1,489	$ (420)	$ 1,583
$ 1,147	$ 1,645	$ 2,458	$ 1,511
$ 1,640	$ 3,134	$ 2,037	$ 3,094
$ 8,201	$ 15,668	$ 12,225	$ 6,188
88%	269%	51%	150%
80%	60%	83%	50%
-50	120	-100	750

Mike H Sofia	Carol Harrington	Anne Lakis	Zachary Smith
100%	33%	0%	0%
1	3	1	2
47.0	49.3	2.0	51.0
$ 33,728	$ 29,265	$ 19,521	$ 22,794
$ 32,612	$ 29,125	$ 19,521	$ 22,697
$ 33,067	$ 28,817	$ 19,521	$ 23,994
102%	102%	100%	95%
99%	101%	100%	95%
$ 1,116	$ 140	$ -	$ 98
$ 1,908	$ 2,575	$ (1,784)	$ 436
$ 1,268	$ 3,194	$ 2,055	$ 649
$ 3,175	$ 5,769	$ 271	$ 1,085
$ 3,175	$ 17,308	$ 271	$ 2,170
75%	145%	250%	34%
0%	33%	100%	100%
0	333	-500	150

Bert Marlatt	Len Zaccaglino	Raymond Mitchell	Willie Williams
100%	#DIV/0!	#DIV/0!	33%
1	0	0	3
28.0	#DIV/0!	#DIV/0!	21.7
$ 22,819	#DIV/0!	#DIV/0!	$ 22,477
$ 22,819	#DIV/0!	#DIV/0!	$ 20,859
$ 22,819	#DIV/0!	#DIV/0!	$ 22,347
100%	#DIV/0!	#DIV/0!	101%
100%	#DIV/0!	#DIV/0!	93%
$ -	#DIV/0!	#DIV/0!	$ 1,617
$ 1,674	#DIV/0!	#DIV/0!	$ 1,299
$ -	#DIV/0!	#DIV/0!	$ 905
$ 1,674	#DIV/0!	#DIV/0!	$ 2,205
$ 1,674	#DIV/0!	#DIV/0!	$ 6,614
94%	#DIV/0!	#DIV/0!	176%
100%	#DIV/0!	#DIV/0!	33%
0	#DIV/0!	#DIV/0!	-167

Christopher Codd	House SP		
50%	25%	#DIV/0!	#DIV/0!
2	4	0	0
72.0	50.3	#DIV/0!	#DIV/0!
$ 39,369	$ 19,898	#DIV/0!	#DIV/0!
$ 35,255	$ 19,773	#DIV/0!	#DIV/0!
$ 39,827	$ 20,576	#DIV/0!	#DIV/0!
99%	97%	#DIV/0!	#DIV/0!
89%	96%	#DIV/0!	#DIV/0!
$ 4,114	$ 125	#DIV/0!	#DIV/0!
$ (1,272)	$ 587	#DIV/0!	#DIV/0!
$ 1,244	$ 1,169	#DIV/0!	#DIV/0!
$ (28)	$ 1,755	#DIV/0!	#DIV/0!
$ (55)	$ 7,021	#DIV/0!	#DIV/0!
0%	64%	#DIV/0!	#DIV/0!
50%	100%	#DIV/0!	#DIV/0!
0	375	#DIV/0!	#DIV/0!

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Scoreboard

(Click on the blue header to access the dropdow

Finance Manager	Totals	Walker Strong	Michael Conrad
% Retailed of Non-New Franchise	39%	#DIV/0!	24%
Total # Retail Units	200	0	25
Avg. Days to Sale	46.0	#DIV/0!	39.8
Avg. Advertised Price (Time of Sale)	$ 27,415	#DIV/0!	$ 25,005
Avg. Transaction Price	$ 27,154	#DIV/0!	$ 24,798
Avg. Market Price at 100%	$ 9,252	#DIV/0!	$ 25,894
Avg. Price to Market % (Time of Sale)	296%	#DIV/0!	97%
Avg. Transaction to Market	293%	#DIV/0!	96%
Avg. Transactional Discount	$ 262	#DIV/0!	$ 207
Avg. Front-End Gross	$ (166)	#DIV/0!	$ 784
Avg. Finance Gross	$ 1,862	#DIV/0!	$ 1,938
PUVR	$ 1,696	#DIV/0!	$ 2,722
Total Gross (Units & PUVR)	$ 339,288	#DIV/0!	$ 68,050
GROI	49%	#DIV/0!	99%
% with Trade	52%	#DIV/0!	104%
Avg. Over/Under Allowance	-35	#DIV/0!	-47

NADA ACADEMY

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

Michael Johnsor	Mike Dinoto	John York	Roland Tabacco
33%	31%	#DIV/0!	25%
54	35	0	32
41.1	38.3	#DIV/0!	35.9
$ 27,282	$ 27,645	#DIV/0!	$ 27,131
$ 26,846	$ 27,515	#DIV/0!	$ 26,943
$ 26,818	$ 28,213	#DIV/0!	$ 26,982
102%	98%	#DIV/0!	101%
100%	98%	#DIV/0!	100%
$ 436	$ 131	#DIV/0!	$ 187
$ 182	$ 701	#DIV/0!	$ 312
$ 1,918	$ 1,667	#DIV/0!	$ 2,744
$ 2,100	$ 2,368	#DIV/0!	$ 3,056
$ 113,388	$ 82,871	#DIV/0!	$ 97,789
68%	81%	#DIV/0!	114%
0%	0%	#DIV/0!	0%
7	-369	#DIV/0!	8

Robbie Scott			
0%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
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$ 17,039	#DIV/0!	#DIV/0!	#DIV/0!
$ 16,972	#DIV/0!	#DIV/0!	#DIV/0!
$ 14,676	#DIV/0!	#DIV/0!	#DIV/0!
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43%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
583	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	200
Avg. Days to Sale	46.0	#DIV/0!	46.0
Avg. Advertised Price (Time of Sale)	$ 27,415	#DIV/0!	$ 27,154
Avg. Transaction Price	$ 27,154	#DIV/0!	$ 27,154
Avg. Market Price at 100%	$ 9,252	#DIV/0!	$ 27,686
Avg. Price to Market % (Time of Sale)	296%	#DIV/0!	98%
Avg. Transaction to Market	293%	#DIV/0!	98%
Avg. Transactional Discount	$ 262	#DIV/0!	$ 262
Avg. Front-End Gross	$ (166)	#DIV/0!	$ (166)
Avg. Finance Gross	$ 1,862	#DIV/0!	$ 1,862
PUVR	$ 1,696	#DIV/0!	$ 1,696
Total Gross (Units & PUVR)	$ 339,288	#DIV/0!	$ 339,288
GROI	49%	#DIV/0!	49%
% with Trade	52%	#DIV/0!	52%
Avg. Over/Under Allowance	-35	#DIV/0!	-35

NADA ACADEMY

Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	123	77
Avg. Days to Sale	46.0	42.0	52.3
Avg. Advertised Price (Time of Sale)	$ 27,415	$ 26,699	$ 28,243
Avg. Transaction Price	$ 27,154	$ 26,472	$ 28,243
Avg. Market Price at 100%	$ 9,252	$ 26,811	$ 29,085
Avg. Price to Market % (Time of Sale)	296%	100%	97%
Avg. Transaction to Market	293%	99%	97%
Avg. Transactional Discount	$ 262	$ 227	$ 316
Avg. Front-End Gross	$ (166)	$ 331	$ (960)
Avg. Finance Gross	$ 1,862	$ 2,078	$ 1,518
PUVR	$ 1,696	$ 2,409	$ 558
Total Gross (Units & PUVR)	$ 339,288	$ 296,302	$ 42,986
GROI	49%	78%	14%
% with Trade	52%	52%	52%
Avg. Over/Under Allowance	-35	-32	-41

NADA ACADEMY

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	102	20
% of Retail Units	100%	51%	10%
% Retailed of Non-New Franchise	39%	23%	40%
Avg. Days to Sale	46.0	43.3	40.1
Avg. Transaction Price	$ 27,154	$ 26,082	$ 21,201
Avg. Transaction to Market %	293%	199%	1535%
Avg. Transactional Discount	$ 262	$ 213	$ 515
Avg. Front End Gross	$ (166)	$ 346	$ 918
Avg. Finance Gross	$ 1,862	$ 1,818	$ 1,444
PUVR	$ 1,696	$ 2,163	$ 2,362
Total Gross (Units & PUVR)	$ 339,288	$ 220,659	$ 47,250
GROI	49%	69%	100%
% with Trade	52%	49%	30%
Avg. Over/Under Allowance	-35	-55	66

NADA ACADEMY

Street/Curb buy	Auction/wholesale	Loaner	LBO customer
0	78	0	0
0%	39%	0%	0%
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#DIV/0!	51.0	#DIV/0!	#DIV/0!
#DIV/0!	$ 30,082	#DIV/0!	#DIV/0!
#DIV/0!	97%	#DIV/0!	#DIV/0!
#DIV/0!	$ 259	#DIV/0!	#DIV/0!
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#DIV/0!	$ 2,028	#DIV/0!	#DIV/0!
#DIV/0!	$ 915	#DIV/0!	#DIV/0!
#DIV/0!	$ 71,379	#DIV/0!	#DIV/0!
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BO OEM/Leasing co	ental Fleet (Enterprise, etc	Other
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	57	41
% of Retail Units	100%	29%	21%
% Retailed of Non-New Franchise	39%	37%	29%
Avg. Days to Sale	46.0	15.5	37.3
Avg. Transaction Price	$ 27,154	$ 26,793	$ 26,602
Avg. Transaction to Market %	293%	268%	97%
Avg. Transactional Discount	$ 262	$ 297	$ 435
Avg. Front End Gross	$ (166)	$ 1,132	$ 448
Avg. Finance Gross	$ 1,862	$ 1,871	$ 1,827
PUVR	$ 1,696	$ 3,003	$ 2,275
Total Gross (Units & PUVR)	$ 339,288	$ 171,157	$ 93,265
GROI	49%	261%	83%
% with Trade	52%	58%	44%
Avg. Over/Under Allowance	-35	-282	-35

NADA ACADEMY

46-60 days	61-90 days	90+ days
51	23	20
26%	12%	10%
27%	35%	80%
52.4	71.3	123.9
$ 27,187	$ 26,147	$ 31,973
472%	93%	620%
$ 18	$ 299	$ 488
$ 286	$ (1,564)	$ (4,744)
$ 2,282	$ 1,526	$ 1,396
$ 2,569	$ (38)	$ (3,348)
$ 130,998	$ (863)	$ (66,964)
65%	-1%	-30%
51%	48%	50%
127	45	48