

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
LANDON MEDVEC	DAN REINHARDT	CHRIS DOFFING
MAX KNUTSON	KEVIN SHAFER	DAN DEPEW
RONNIE BLAIR	BRANDON JOHNSON	DAVID RINGSRED
RICKY JOHNSON	KAYDE PRZYBYLSKI	JOHN WEINAND
SCOTT THOMAS	PETER YANG	SAM BASHO
	MATT KRITZECK	SETH VANER LOOP
		SHAWN VANG
		JACOB HEWSON
		SHEA REYES
		BLAKE KNUTSON
		YVONNE VOLLMAN
		ART STANKO
		CHRIS HER
		JON SMID
		MARILYN BABCOCK
		KEVIN VUE
		CAMERON MATZ
		DIAMOND YANG
		ALEX KOUMARN
		NICK WARHOL
		PIA VANG
		MARK SAMUELSON
		CAMILA CHAMBERS
		DAN CHRISTOPHERSON
		JARED DANIEL
		JULIUS BWABYE
		BRIAN LEE
		CHRIS SAECHAO

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	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	R22286	2023	Acura	RDX	95	Loaner	Yes	\$36,995	\$36,995	95%	(\$3,593)	\$3,333
2	P22303	2021	Subaru	Outback	91	Auction/Wholesale	No	\$16,995	\$16,995	78%	(\$3,579)	\$1,955
3	P22306	2018	Subaru	Outback	95	Auction/Wholesale	No	\$14,495	\$14,495	79%	(\$3,157)	\$580
4	P22310	2021	Subaru	Outback	69	Auction/Wholesale	No	\$20,995	\$20,495	76%	(\$2,551)	\$2,780
5	92140A	2009	Chevrolet	Silverado 1500	84	Trade on New	No	\$9,500	\$9,000	85%	(\$2,173)	\$0
6	R22199B	2008	Acura	RDX	93	Trade on Used	No	\$5,500	\$5,000	68%	\$1,913	\$0
7	92024A	2013	Hyundai	Elantra	96	Trade on New	No	\$8,900	\$8,200	96%	\$847	\$0
8	W22321	2013	Subaru	Forester	84	Street/Curb Buy	No	\$9,900	\$9,900	96%	\$3,935	\$1,411
9	R22326	2024	Subaru	Outback	93	Loaner	No	\$31,495	\$30,845	79%	(\$1,312)	\$0
10	R22331	2024	Subaru	Outback	10	Loaner	Yes	\$28,995	\$28,995	85%	\$1,430	\$0
11	R22325	2024	Acura	RDX	84	Loaner	Yes	\$40,995	\$40,995	84%	(\$1,292)	\$2,945
12	30985A	2019	Acura	RDX	93	Trade on New	No	\$16,995	\$16,995	63%	\$1,237	\$2,448
13	92062A	2017	Lincoln	MKC	68	Trade on New	No	\$16,995	\$16,101	98%	\$3,235	\$0
14	80071A	2021	Acura	RDX	76	Trade on New	Yes	\$29,995	\$29,995	89%	(\$1,097)	\$3,453
15	80035A	2014	Ram	1500	82	Trade on New	No	\$9,500	\$9,500	78%	\$1,779	\$0
16	92120B	2017	Honda	CR-V	75	Trade on Used	No	\$18,495	\$18,495	91%	\$1,585	\$1,862
17	74699B	2019	Honda	Pilot	88	Trade on Used	No	\$25,795	\$25,795	89%	\$1,599	\$0
18	92073A	2018	Ford	Escape	78	Trade on New	No	\$13,995	\$14,595	84%	\$2,237	\$1,710
19	92392A	2015	Honda	Civic	66	Trade on New	No	\$15,495	\$15,495	101%	\$1,757	\$0
20	92484A	2021	Subaru	Impreza	85	Trade on New	Yes	\$19,995	\$19,995	95%	(\$457)	\$803
21	92385A	2021	Subaru	Outback	66	Trade on New	No	\$24,995	\$24,500	91%	\$67	\$2,624
22	W22338	2014	Kia	Cadenza	64	Street/Curb Buy	No	\$7,900	\$7,650	77%	\$2,316	\$955
23	92336A	2021	Subaru	Ascent	73	Trade on New	No	\$26,995	\$26,995	96%	\$460	\$0
24	P22342	2023	Subaru	Impreza	59	Auction/Wholesale	No	\$21,995	\$21,495	97%	(\$612)	\$0
25	P22343	2023	Subaru	Impreza	85	Auction/Wholesale	No	\$19,495	\$19,495	98%	(\$2,584)	\$1,101
26	P22339	2024	Subaru	Impreza	88	Auction/Wholesale	Yes	\$20,495	\$20,495	87%	(\$2,522)	\$0
27	92448A	2018	Kia	Forte	74	Trade on New	No	\$7,500	\$7,500	76%	\$1,158	\$0

28	92503A	2016	Subaru	Outback	63	Trade on New	No	\$15,995	\$15,600	102%	\$3,349	\$1,670
29	92002A	2021	Subaru	Outback	68	Trade on New	Yes	\$25,495	\$25,995	98%	\$1,045	\$0
30	W22347	2021	Subaru	Forester	67	Street/Curb Buy	No	\$21,995	\$21,745	94%	\$1,994	\$1,346
31	92131A	2021	Subaru	Crosstrek	64	Trade on New	No	\$23,995	\$23,345	100%	(\$1,772)	\$0
32	P22262A	2014	INFINITI	Q50	64	Trade on Used	No	\$11,900	\$11,600	80%	\$3,947	\$0
33	90975A	2021	Mazda	CX-5	59	Trade on New	No	\$21,495	\$20,695	93%	\$2,155	\$1,500
34	92587A	2021	Nissan	Rogue	56	Trade on New	No	\$21,995	\$20,000	93%	(\$1,049)	\$3,071
35	92209A	2023	Subaru	Crosstrek	55	Trade on New	Yes	\$29,495	\$29,495	100%	\$3,058	\$0
36	92209AA	2019	Subaru	Crosstrek	51	Trade on New	No	\$24,995	\$24,995	120%	\$2,449	\$0
37	W22352	2018	Honda	CR-V	73	Street/Curb Buy	No	\$15,995	\$15,995	84%	\$700	\$1,863
38	R22355	2024	Subaru	Outback	34	Loaner	Yes	\$33,995	\$33,495	85%	\$712	\$0
39	R22357	2024	Subaru	Legacy	55	Loaner	Yes	\$29,495	\$28,937	86%	\$1,303	\$0
40	R22359	2024	Subaru	Outback	45	Loaner	Yes	\$34,495	\$34,495	86%	\$2,884	\$3,435
41	R22354	2024	Subaru	Outback	67	Loaner	Yes	\$26,995	\$26,995	79%	\$133	\$1,228
42	R22365	2024	Subaru	Crosstrek	69	Loaner	Yes	\$25,995	\$25,995	91%	\$3,052	\$200
43	R22364	2024	Subaru	Crosstrek	50	Loaner	Yes	\$27,995	\$27,395	97%	\$3,418	\$0
44	92359A	2021	Subaru	Forester	70	Trade on New	Yes	\$26,495	\$26,745	110%	\$809	\$2,050
45	80069A	2021	Buick	Encore GX	67	Trade on New	No	\$18,995	\$18,795	90%	(\$859)	\$1,021
46	92469A	2017	Subaru	Outback	56	Trade on New	No	\$19,995	\$18,595	104%	\$4,595	\$587
47	92674A	2018	Buick	Encore	43	Trade on New	No	\$17,495	\$17,495	115%	\$2,002	\$0
48	R22287A	2017	Cadillac	XT5	45	Trade on Used	No	\$21,495	\$21,495	104%	\$3,382	\$600
49	P22369	2021	Subaru	Legacy	58	Auction/Wholesale	No	\$18,995	\$18,995	86%	(\$2,071)	\$1,000
50	74817B	2015	Subaru	Forester	63	Trade on Used	No	\$12,900	\$12,900	103%	\$4,477	\$926
51	92704A	2021	Subaru	Outback	68	Trade on New	No	\$20,995	\$21,795	80%	\$676	\$1,300
52	92248A	2009	Ford	Fusion	57	Trade on New	No	\$4,900	\$4,900	88%	\$2,607	\$1,204
53	74770A	2015	Hyundai	Accent	60	Trade on New	No	\$7,900	\$7,900	96%	\$2,916	\$1,105

Scoreboard Totals

% Retailed of Non-Franchise Make	32%
Total # Retail Units	200
Avg. Days to Sale	37.1
Avg. Advertised Price (Time of Sale)	\$ 22,925
Avg. Transaction Price	\$ 22,628
Avg. Market Price at 100%	\$ 23,290
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 297
Avg. Front-End Gross	\$ 2,024
Avg. Finance Gross	\$ 1,013
PUVR	\$ 3,037
Total Gross (Units & PUVR)	\$ 607,367
GROI	130%
% with Trade	32%
Avg. Over/Under Allowance	(\$23)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	RICKY JOHNSON	LANDON MEDVEC
% Retailed of Non-New Franchise	32%	32%	0%
Total # Retail Units	200	199	1
Avg. Days to Sale	37.1	36.8	93.0
Avg. Advertised Price (Time of Sale)	\$ 22,925	\$ 22,882	\$ 31,495
Avg. Transaction Price	\$ 22,628	\$ 22,587	\$ 30,845
Avg. Market Price at 100%	\$ 23,290	\$ 23,425	\$ 39,867
Avg. Price to Market % (Time of Sale)	98%	98%	79%
Avg. Transaction to Market	97%	96%	77%
Avg. Transactional Discount	\$ 297	\$ 295	\$ 650
Avg. Front-End Gross	\$ 2,024	\$ 2,040	\$ (1,312)
Avg. Finance Gross	\$ 1,013	\$ 1,018	\$ -
PUVR	\$ 3,037	\$ 3,059	\$ (1,312)
Total Gross (Units & PUVR)	\$ 607,367	\$ 608,679	\$ (1,312)
GROI	130%	132%	-16%
% with Trade	32%	32%	100%
Avg. Over/Under Allowance	-23	-23	0



Scoreboard

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Sales Consultant	Totals	CHRIS DOFFING	DAN DEPEW
% Retailed of Non-New Franchise	32%	60%	75%
Total # Retail Units	200	10	4
Avg. Days to Sale	37.1	36.3	37.0
Avg. Advertised Price (Time of Sale)	\$ 22,925	\$ 19,467	\$ 21,471
Avg. Transaction Price	\$ 22,628	\$ 18,865	\$ 20,186
Avg. Market Price at 100%	\$ 23,290	\$ 19,730	\$ 23,267
Avg. Price to Market % (Time of Sale)	98%	99%	92%
Avg. Transaction to Market	97%	96%	87%
Avg. Transactional Discount	\$ 297	\$ 602	\$ 1,285
Avg. Front-End Gross	\$ 2,024	\$ 2,704	\$ 867
Avg. Finance Gross	\$ 1,013	\$ 1,135	\$ 768
PUVR	\$ 3,037	\$ 3,839	\$ 1,635
Total Gross (Units & PUVR)	\$ 607,367	\$ 38,387	\$ 6,541
GROI	130%	202%	79%
% with Trade	32%	40%	25%
Avg. Over/Under Allowance	-23	-30	0



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JOHN WEINAND	SAM BASHO	SETH VANER LOOP	SHAWN VANG
0%	50%	100%	0%
1	2	2	2
35.0	58.0	17.5	43.0
\$ 48,595	\$ 32,745	\$ 28,495	\$ 23,495
\$ 47,200	\$ 30,992	\$ 28,245	\$ 23,298
\$ 53,401	\$ 33,981	\$ 25,847	\$ 23,654
91%	96%	110%	99%
88%	91%	109%	98%
\$ 1,395	\$ 1,754	\$ 250	\$ 198
\$ 534	\$ (656)	\$ 2,126	\$ 1,785
\$ -	\$ 66	\$ 3,716	\$ 835
\$ 534	\$ (590)	\$ 5,843	\$ 2,620
\$ 534	\$ (1,181)	\$ 11,685	\$ 5,239
12%	-12%	426%	94%
100%	50%	50%	50%
0	0	200	200

CHRIS HER	MARILYN BABCOCK	DIAMOND YANG	ALEX KOUMARN
0%	0%	14%	30%
1	1	14	10
70.0	52.0	34.1	24.6
\$ 26,495	\$ 15,995	\$ 25,096	\$ 24,845
\$ 26,745	\$ 16,400	\$ 25,049	\$ 24,705
\$ 24,086	\$ 17,016	\$ 25,306	\$ 24,863
110%	94%	99%	100%
111%	96%	99%	99%
\$ (250)	\$ (405)	\$ 46	\$ 140
\$ 809	\$ 546	\$ 2,203	\$ 3,066
\$ 2,050	\$ -	\$ 1,539	\$ 567
\$ 2,859	\$ 546	\$ 3,742	\$ 3,633
\$ 2,859	\$ 546	\$ 52,384	\$ 36,332
55%	23%	158%	215%
0%	0%	21%	10%
0	0	-50	0

NICK WARHOL	PIA VANG	MARK SAMUELSON	CAMILA CHAMBER
29%	29%	33%	37%
21	7	15	19
36.9	36.3	39.0	38.9
\$ 21,691	\$ 26,866	\$ 19,916	\$ 19,965
\$ 21,396	\$ 26,866	\$ 19,816	\$ 19,815
\$ 21,903	\$ 27,800	\$ 20,568	\$ 20,474
99%	97%	97%	98%
98%	97%	96%	97%
\$ 295	\$ -	\$ 100	\$ 150
\$ 2,344	\$ 3,147	\$ 1,819	\$ 2,195
\$ 1,365	\$ 1,288	\$ 450	\$ 788
\$ 3,710	\$ 4,436	\$ 2,269	\$ 2,984
\$ 77,904	\$ 31,051	\$ 34,032	\$ 56,689
169%	164%	106%	139%
33%	43%	13%	32%
-14	71	-33	26

DAN CHRISTOPHE	JARED DANIEL	JULIUS BWABYE	BRIAN LEE
33%	14%	37%	50%
18	21	19	14
43.9	31.7	39.1	40.6
\$ 22,057	\$ 26,448	\$ 22,270	\$ 20,817
\$ 21,852	\$ 26,166	\$ 21,919	\$ 20,200
\$ 23,007	\$ 27,080	\$ 22,861	\$ 21,578
96%	98%	97%	96%
95%	97%	96%	94%
\$ 205	\$ 281	\$ 351	\$ 618
\$ 1,597	\$ 1,429	\$ 2,092	\$ 1,751
\$ 1,352	\$ 920	\$ 391	\$ 800
\$ 2,949	\$ 2,348	\$ 2,482	\$ 2,551
\$ 53,085	\$ 49,313	\$ 47,163	\$ 35,714
111%	102%	104%	112%
33%	38%	26%	43%
-28	0	0	-314

CHRIS SAECHAO			
16%	#DIV/0!	#DIV/0!	#DIV/0!
19	0	0	0
35.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,975	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,680	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,023	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 295	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,161	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,476	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,636	#DIV/0!	#DIV/0!	#DIV/0!
\$ 69,091	#DIV/0!	#DIV/0!	#DIV/0!
156%	#DIV/0!	#DIV/0!	#DIV/0!
42%	#DIV/0!	#DIV/0!	#DIV/0!
13	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	DAN REINHARD	KEVIN SHAFER
% Retailed of Non-New Franchise	32%	21%	50%
Total # Retail Units	200	14	10
Avg. Days to Sale	37.1	37.4	35.9
Avg. Advertised Price (Time of Sale)	\$ 22,925	\$ 23,910	\$ 22,257
Avg. Transaction Price	\$ 22,628	\$ 23,489	\$ 22,191
Avg. Market Price at 100%	\$ 23,290	\$ 24,964	\$ 22,121
Avg. Price to Market % (Time of Sale)	98%	96%	101%
Avg. Transaction to Market	97%	94%	100%
Avg. Transactional Discount	\$ 297	\$ 421	\$ 66
Avg. Front-End Gross	\$ 2,024	\$ 2,287	\$ 1,748
Avg. Finance Gross	\$ 1,013	\$ 716	\$ 1,124
PUVR	\$ 3,037	\$ 3,004	\$ 2,873
Total Gross (Units & PUVR)	\$ 607,367	\$ 42,050	\$ 28,728
GROI	130%	123%	130%
% with Trade	32%	29%	40%
Avg. Over/Under Allowance	-23	-50	70



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BRANDON JOHN	KAYDE PRZYBYL	PETER YANG	MATT KRITZECK
50%	20%	24%	37%
4	5	78	89
29.8	47.0	37.9	36.3
\$ 27,995	\$ 23,795	\$ 23,488	\$ 22,076
\$ 27,620	\$ 22,823	\$ 23,210	\$ 21,797
\$ 28,252	\$ 22,916	\$ 24,224	\$ 22,626
99%	104%	97%	98%
98%	100%	96%	96%
\$ 375	\$ 972	\$ 278	\$ 279
\$ 2,161	\$ 1,178	\$ 2,004	\$ 2,071
\$ -	\$ 872	\$ 943	\$ 1,163
\$ 2,161	\$ 2,050	\$ 2,947	\$ 3,234
\$ 8,645	\$ 10,249	\$ 229,885	\$ 287,811
95%	69%	121%	147%
25%	20%	31%	34%
0	30	0	-54

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	51	149
Avg. Days to Sale	37.1	35.8	37.6
Avg. Advertised Price (Time of Sale)	\$ 22,925	\$ 30,632	\$ 19,972
Avg. Transaction Price	\$ 22,628	\$ 30,390	\$ 19,972
Avg. Market Price at 100%	\$ 23,290	\$ 31,924	\$ 20,627
Avg. Price to Market % (Time of Sale)	98%	96%	97%
Avg. Transaction to Market	97%	95%	97%
Avg. Transactional Discount	\$ 297	\$ 242	\$ 316
Avg. Front-End Gross	\$ 2,024	\$ 1,401	\$ 2,237
Avg. Finance Gross	\$ 1,013	\$ 1,122	\$ 976
PUVR	\$ 3,037	\$ 2,523	\$ 3,213
Total Gross (Units & PUVR)	\$ 607,367	\$ 128,661	\$ 478,706
GROI	130%	84%	154%
% with Trade	32%	49%	26%
Avg. Over/Under Allowance	-23	13	-36



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	136	63
Avg. Days to Sale	37.1	35.1	41.9
Avg. Advertised Price (Time of Sale)	\$ 22,925	\$ 24,796	\$ 18,526
Avg. Transaction Price	\$ 22,628	\$ 24,559	\$ 18,526
Avg. Market Price at 100%	\$ 23,290	\$ 25,301	\$ 19,738
Avg. Price to Market % (Time of Sale)	98%	98%	94%
Avg. Transaction to Market	97%	97%	94%
Avg. Transactional Discount	\$ 297	\$ 237	\$ 423
Avg. Front-End Gross	\$ 2,024	\$ 1,936	\$ 2,194
Avg. Finance Gross	\$ 1,013	\$ 1,038	\$ 976
PUVR	\$ 3,037	\$ 2,974	\$ 3,169
Total Gross (Units & PUVR)	\$ 607,367	\$ 404,504	\$ 199,674
GROI	130%	124%	147%
% with Trade	32%	35%	24%
Avg. Over/Under Allowance	-23	-30	-10



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	122	28
% of Retail Units	100%	61%	14%
% Retailed of Non-New Franchise	32%	31%	71%
Avg. Days to Sale	37.1	33.3	38.0
Avg. Transaction Price	\$ 22,628	\$ 21,804	\$ 18,352
Avg. Transaction to Market %	97%	99%	93%
Avg. Transactional Discount	\$ 297	\$ 287	\$ 455
Avg. Front End Gross	\$ 2,024	\$ 2,217	\$ 2,724
Avg. Finance Gross	\$ 1,013	\$ 954	\$ 1,084
PUVR	\$ 3,037	\$ 3,171	\$ 3,809
Total Gross (Units & PUVR)	\$ 607,367	\$ 386,822	\$ 106,642
GROI	130%	157%	197%
% with Trade	32%	29%	21%
Avg. Over/Under Allowance	-23	-32	-18



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
15	18	17	0
8%	9%	9%	0%
33%	0%	0%	#DIV/0!
36.1	53.3	47.1	#DIV/0!
\$ 20,270	\$ 23,973	\$ 36,242	#DIV/0!
98%	96%	86%	#DIV/0!
\$ 153	\$ 161	\$ 377	#DIV/0!
\$ 3,288	\$ (349)	\$ 879	#DIV/0!
\$ 816	\$ 1,208	\$ 1,291	#DIV/0!
\$ 4,104	\$ 859	\$ 2,170	#DIV/0!
\$ 61,558	\$ 15,454	\$ 36,891	#DIV/0!
202%	24%	46%	#DIV/0!
40%	39%	59%	#DIV/0!
27	-50	18	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	98	35
% of Retail Units	100%	49%	18%
% Retailed of Non-New Franchise	32%	27%	31%
Avg. Days to Sale	37.1	16.6	37.7
Avg. Transaction Price	\$ 22,628	\$ 22,506	\$ 27,940
Avg. Transaction to Market %	97%	101%	98%
Avg. Transactional Discount	\$ 297	\$ 326	\$ 424
Avg. Front End Gross	\$ 2,024	\$ 2,584	\$ 2,661
Avg. Finance Gross	\$ 1,013	\$ 1,088	\$ 1,016
PUVR	\$ 3,037	\$ 3,672	\$ 3,677
Total Gross (Units & PUVR)	\$ 607,367	\$ 359,853	\$ 128,696
GROI	130%	354%	126%
% with Trade	32%	35%	29%
Avg. Over/Under Allowance	-23	-43	-11



46-60 days	61-90 days	90+ days
26	34	7
13%	17%	4%
42%	41%	14%
53.0	71.9	93.7
\$ 20,256	\$ 20,176	\$ 18,504
97%	90%	78%
\$ 305	\$ 82	\$ 264
\$ 1,391	\$ 878	\$ (1,092)
\$ 571	\$ 1,097	\$ 1,188
\$ 1,962	\$ 1,975	\$ 96
\$ 51,001	\$ 67,147	\$ 671
66%	49%	2%
27%	35%	14%
0	0	0