

Desk Manager	Finance Manager
Brock Kassing	Fred Southwick
Dustin Marriott	Nick Poulos
Josh Kelly	Paul Burt
Shane Paoli	John Limb
Brett Kassing	



Sales Consultant	New Car Franchise
 Call... ACADEMY	Subaru
Mike Johnston	Subaru
Erik Robbins	Subaru
Chuck Sparks	Subaru
Craig Simpson	Subaru
Dave Waltman	Subaru
Eric Lithgow	Subaru
Rich Beeler	Subaru
Tyler Jones	Subaru
Larry Grobstein	Subaru
Manny Flores	Subaru
Mario Tonel	Subaru
Nick Westover	Subaru
Adam Curry	Subaru
Robb Patterson	Subaru
Daniel Claflin	Subaru
Ken Howe	Subaru
Jeremiah Hoopes	Subaru
Sandy Witkowski	Subaru
House	Subaru



#	Year	Make	Model	Days in Stock	Source Purchased?	CPO	Advertised Price (Time of Sale)	Transaction Price	Market Price at 100%	Front End Gross	Finance Gross
ex.	2015	Chevrolet	Equinox	30	Yes	No	\$ 15,000	\$ 13,800	\$ 15,000	\$1,500	\$1,000
1	2013	Hyundai	Elantra	42	No	No	\$ 7,440	\$ 7,000	\$ 7,440	1324	0
2	2015	Mazda	Mazda3	35	No	No	\$ 12,900	\$ 12,000	\$ 12,900	994	0
3	2016	Subaru	Outback	75	Yes	No	\$ 23,400	\$ 21,500	\$ 23,400	116	0
4	2015	Subaru	Forester	26	Yes	No	\$ 20,000	\$ 19,875	\$ 20,000	1111	1200
5	2017	Subaru	Impreza	38	Yes	Yes	\$ 21,245	\$ 20,997	\$ 21,245	1107	1690
6	2014	Subaru	Forester	66	No	No	\$ 18,375	\$ 18,375	\$ 18,375	1038	2080
7	2015	Subaru	Impreza	12	No	No	\$ 16,300	\$ 16,300	\$ 16,300	2300	723
8	2017	Subaru	Crosstrek	8	Yes	Yes	\$ 24,000	\$ 23,300	\$ 24,000	734	1300
9	2017	Subaru	Impreza	29	Yes	Yes	\$ 17,850	\$ 17,850	\$ 17,850	572	1102
10	2014	Subaru	Forester	9	No	Yes	\$ 18,000	\$ 17,500	\$ 18,000	1692	1200
11	2004	Cadillac	SRX	28	No	No	\$ 2,300	\$ 2,300	\$ 2,300	380	0
12	2017	Subaru	Forester	22	Yes	Yes	\$ 23,550	\$ 23,374	\$ 23,550	1654	1399
13	2017	Subaru	Impreza	52	Yes	Yes	\$ 17,800	\$ 17,300	\$ 17,800	66	1990
14	2016	Subaru	Impreza	122	Yes	Yes	\$ 18,300	\$ 17,950	\$ 18,300	106	990
15	2016	Subaru	Forester	35	Yes	Yes	\$ 20,400	\$ 20,160	\$ 20,400	867	1830
16	2008	Honda	Fit	17	No	No	\$ 7,400	\$ 7,400	\$ 7,400	3101	192
17	2012	Mini	Cooper Co	34	No	No	\$ 9,995	\$ 9,020	\$ 9,995	1456	0
18	2016	Subaru	Forester	9	No	Yes	\$ 24,000	\$ 24,000	\$ 24,000	1265	1459
19	2016	Subaru	Legacy	74	Yes	No	\$ 16,000	\$ 16,000	\$ 16,000	644	1322
20	2018	Subaru	Forester	21	Yes	Yes	\$ 25,800	\$ 25,799	\$ 25,800	77	790
21	2010	Chevrolet	Traverse	14	Yes	No	\$ 15,000	\$ 14,500	\$ 15,000	4012	1092
22	2016	Ford	Fusion En	31	No	No	\$ 17,500	\$ 17,006	\$ 17,500	1921	0
23	2015	Subaru	Forester	10	No	Yes	\$ 19,300	\$ 19,300	\$ 19,300	1043	0
24	2016	Subaru	Impreza		Yes	No	\$ 16,975	\$ 16,205	\$ 16,975	73	0
25	2014	Jeep	Patriot	61	No	No	\$ 15,500	\$ 14,000	\$ 15,500	1077	0
26	2015	Subaru	Impreza	33	Yes	No	\$ 19,300	\$ 19,300	\$ 19,300	1280	2082
27	2016	Subaru	Outback	18	No	Yes	\$ 25,245	\$ 25,245	\$ 25,245	971	1100
28	2017	Subaru	Legacy	160	No	No	\$ 24,900	\$ 21,300	\$ 24,900	1483	380
29	2018	Subaru	Forester	65	Yes	Yes	\$ 26,700	\$ 25,112	\$ 26,700	-287	1760
30	2009	Scion	xB	22	No	No	\$ 4,350	\$ 4,350	\$ 4,350	1303	0
31	2017	Subaru	BRZ	174	Yes	No	\$ 24,000	\$ 19,200	\$ 24,000	1263	294
32	2005	Subaru	Outback	5	No	No	\$ 2,375	\$ 2,070	\$ 2,375	949	0
33	2014	Subaru	Impreza	62	Yes	No	\$ 20,000	\$ 18,000	\$ 20,000	2067	1983
34	2016	Subaru	Outback	20	Yes	Yes	\$ 25,500	\$ 25,000	\$ 25,500	1995	1240
35	1999	Subaru	Legacy	5	No	No	\$ 1,800	\$ 1,800	\$ 1,800	878	0
36	2019	Subaru	Ascent	3	Yes	Yes	\$ 43,988	\$ 42,995	\$ 43,988	1425	1786
37	2004	Subaru	Legacy	6	No	No	\$ 2,775	\$ 2,445	\$ 2,775	1023	0
38	2011	Subaru	Impreza	6	No	No	\$ 2,700	\$ 2,000	\$ 2,700	1250	0
39	2005		Vibe	3	No	No	\$ 1,400	\$ 1,400	\$ 1,400	100	0
40	2006		Mariner	10	No	No	\$ 4,500	\$ 4,500	\$ 4,500	570	0
41	2017	Subaru	Outback	17	Yes	No	\$ 27,700	\$ 27,700	\$ 27,700	2718	1200
42	2015	Subaru	Outback	16	Yes	Yes	\$ 22,500	\$ 22,500	\$ 22,500	453	1100

43	2017	Subaru	Outback	57	Yes	No	\$ 31,500	\$ 31,000	\$ 31,500	478	1315
44	2007	Honda	CR-V	36	No	No	\$ 8,000	\$ 8,000	\$ 8,000	2082	0
45	2016	Ford	Focus	46	No	No	\$ 14,900	\$ 14,400	\$ 14,900	1438	0
46	2010	Subaru	Outback	35	No	No	\$ 11,600	\$ 11,600	\$ 11,600	2272	900
47	2015	Subaru	WRX	36	No	No	\$ 23,200	\$ 22,700	\$ 23,200	1794	2221
48	2017	Subaru	Forester	30	Yes	No	\$ 25,700	\$ 25,700	\$ 25,700	2854	1962
49	2012	Hyundai	Accent	17	No	No	\$ 7,900	\$ 7,222	\$ 7,900	1683	0
50	2011	Subaru	Outback	4	No	No	\$ 14,650	\$ 14,650	\$ 14,650	3985	1069
51	2016	Honda	HR-V	15	No	No	\$ 18,375	\$ 17,550	\$ 18,375	1012	2662
52	2015	Subaru	Crosstrek	59	Yes	Yes	\$ 20,500	\$ 20,500	\$ 20,500	-1831	1200
53	1999	Toyota	Tacoma	26	No	No	\$ 6,600	\$ 6,282	\$ 6,600	2536	0

## Scoreboard Totals

# of Purchased Vehicles Retailed	94
# of Traded Vehicles Retailed	106
% Retailed of Non-New Franchise	27%
Total # Retail Units	200
Average Days to Sale	30.8
Average Advertised Price (Time of Sale)	\$ 17,629
Average Transaction Price	\$ 17,249
Average Market Price at 100%	\$ 17,634
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 381
Average Front End Gross	\$ 1,364
Average Finance Gross	\$ 829
PUVR	\$ 2,193
Total Gross (Units & PUVR)	\$ 438,583



MY

Scoreboard	
Desk Manager	Totals
# of Purchased Vehicles Retailed	94
# of Traded Vehicles Retailed	106
% Retailed of Non-New Franchise	27%
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Average Days to Sale	30.8
Average Advertised Price (Time of Sale)	\$ 17,629
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Average Finance Gross	\$ 829
PUVR	\$ 2,193
Total Gross (Units & PUVR)	\$ 438,583











Scoreboard		
Sales Consultant	Totals	
# of Purchased Vehicles Retailed	94	0
# of Traded Vehicles Retailed	106	0
% Retailed of Non-New Franchise	27%	#DIV/0!
Total # Retail Units	200	0
Average Days to Sale	30.8	#DIV/0!
Average Advertised Price (Time of Sale)	\$ 17,629	#DIV/0!
Average Transaction Price	\$ 17,249	#DIV/0!
Average Market Price at 100%	\$ 17,634	#DIV/0!
Average Price to Market (Time of Sale)	100%	#DIV/0!
Average Transaction to Market	98%	#DIV/0!
Average Transactional Discount	\$ 381	#DIV/0!
Average Front End Gross	\$ 1,364	#DIV/0!
Average Finance Gross	\$ 829	#DIV/0!
PUVR	\$ 2,193	#DIV/0!
Total Gross (Units & PUVR)	\$ 438,583	#DIV/0!











































<b>Scoreboard</b>	
<b>Finance Manager</b>	<b>Totals</b>
# of Purchased Vehicles Retailed	94
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% Retailed of Non-New Franchise	27%
Total # Retail Units	200
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## Scoreboard

CPO	Totals
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PUVR	\$ 2,193
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Yes	No
45	49
21	85
66	134
27.7	32.5
\$ 23,240	\$ 14,482
\$ 22,865	\$ 14,482
\$ 23,240	\$ 14,873
\$ 1	\$ 1
98%	97%
\$ 375	\$ 383
\$ 889	\$ 1,597
\$ 1,081	\$ 705
\$ 1,970	\$ 2,303
\$ 130,015	\$ 308,568

## Scoreboard

Same Brand as New	Totals
# of Purchased Vehicles Retailed	94
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Total # Retail Units	200
Average Days to Sale	30.8
Average Advertised Price (Time of Sale)	\$ 17,629
Average Transaction Price	\$ 17,249
Average Market Price at 100%	\$ 17,634
Average Price to Market (Time of Sale)	100%
Average Transaction to Market	98%
Average Transactional Discount	\$ 381
Average Front End Gross	\$ 1,364
Average Finance Gross	\$ 829
PUVR	\$ 2,193
Total Gross (Units & PUVR)	\$ 438,583

Yes	No
87	7
57	47
144	54
32.0	28.8
\$ 19,894	\$ 11,797
\$ 19,491	\$ 11,797
\$ 19,894	\$ 12,151
100%	97%
98%	97%
\$ 403	\$ 335
\$ 1,331	\$ 1,489
\$ 1,020	\$ 352
\$ 2,351	\$ 1,841
\$ 338,503	\$ 99,410

## Sales by Age

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of Total Unit Sales
0 - 30 Days	118	\$181,038	\$95,680	\$2,345	61.78%
31 - 45 Days	35	\$47,731	\$29,805	\$2,215	18.32%
46 - 60 Days	15	\$11,789	\$13,422	\$1,681	7.85%
60 - 90 Days	15	\$18,202	\$16,821	\$2,335	7.85%
90+ Days	8	\$3,049	\$5,464	\$1,064	4.19%
<b>Totals</b>	<b>191</b>	<b>\$261,809</b>	<b>\$161,192</b>	<b>\$2,215</b>	<b>100.0%</b>



\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales  
 % of Total Unit Sales result of dividing Unit Sales in Age bucket by Total Unit Sales

# Purchases

Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	43	\$61,219
31 - 45 Days	21	\$26,003
46 - 60 Days	10	\$5,606
60 - 90 Days	11	\$12,483
90+ Days	6	\$1,866
<b>Totals</b>	<b>91</b>	<b>\$ 107,177</b>



\$ PUVR result of adding Front  
% of Total Unit Sales result of

<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of Total Unit Sales</b>
\$50,394	\$2,596	47.25%
\$24,893	\$2,424	23.08%
\$10,273	\$1,588	10.99%
\$13,541	\$2,366	12.09%
\$5,084	\$1,158	6.59%
<b>\$ 104,185</b>	<b>\$2,323</b>	<b>100.0%</b>

**Gross \$\$ and F&I Gross \$\$ divided by Number of sales  
dividing Unit Sales in Age bucket by Total Unit Sales**

## Trade/Curbs

Days in Inventory	Unit Sales	Total Front Gross \$
0 - 30 Days	71	\$112,956
31 - 45 Days	14	\$21,728
46 - 60 Days	3	\$5,130
60 - 90 Days	4	\$5,719
90+ Days	2	\$1,183
<b>Totals</b>	<b>94</b>	<b>\$146,716</b>



\$ PUVR result of adding Front  
% of Total Unit Sales result of

<b>Total F&amp;I Gross \$</b>	<b>\$ PUVR</b>	<b>% of Total Unit Sales</b>
\$40,837	\$2,166	75.53%
\$4,912	\$1,903	14.89%
\$240	\$1,790	3.19%
\$3,280	\$2,250	4.26%
\$380	\$782	2.13%
<b>\$49,649</b>	<b>\$2,089</b>	<b>100.0%</b>

**Gross \$\$ and F&I Gross \$\$ divided by Number of sales  
dividing Unit Sales in Age bucket by Total Unit Sales**