

Desk Manager(s)	Finance Manager(s)
Ivan Velkov	Amir Hossenkhani
Cory Pollock	Becky Simons
Donald Frey	Jameson Grus
Dennis Downer	Wayne Hutsell
Wes Downer	Kjell Warness
	Dennis Downer
	Wes Downer

Pre-Work VO1 (Week 4: Pre-Owned)

Instructions:

- 1) Complete 'Input Lists' tab with your Sales Personnel and New Car Brand(s).
- 2) Input ALL DATA using applicable drop-down menus on the 'Sales Log' for 2-months or 200 retail pre-owned transactions. (The green row is an example and is not included in formulas.)
- 3) Select the Source of vehicle into your inventory (column F). Auction/Wholesale includes rental companies. Loaner/Rental is from your fleet. LBO = Lease Buy-Out
- 4) Do not include Doc Fees or Pack in the Gross #'s unless they go back to the unit.
- 5) Do not include chargebacks in Finance Gross.
- 6) Use your inventory tool to identify your Advertised Price to Market % at Time of Sale. (vAuto, Inventory Plus, Carfax, KBB, etc.)



#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	to Market %	Front End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000	Desiree Dawson	Michael Hayes	Mike Lucki
1	2016	AUDI	A3	6	Other	No	\$ 19,299	\$ 18,787	98%	\$1,273	\$422	Travis Coulter	Ivan Velkov	Wayne Hutsell
2	2016	AUDI	ALLROAD	20	Auction/Wholesale	Yes	\$ 31,299	\$ 30,999	101%	\$923	\$0	Jon Pollock	Cory Pollock	Amir Hossenkhani
3	2016	Audi	Q3	9	Other	Yes	\$ 34,599	\$ 34,349	101%	\$1,750	\$600	Chaz Jenkins	Ivan Velkov	Amir Hossenkhani
4	2018	Audi	A4	61	Loaner/Rental Fleet	Yes	\$ 34,499	\$ 35,010	95%	\$2,326	\$1,000	Zoltan Gyorki	Ivan Velkov	Jameson Grus
5	2017	Audi	Q7	14	Other	Yes	\$ 45,399	\$ 44,299	94%	\$2,208	\$600	Jay Qin	Ivan Velkov	Jameson Grus
6	2015	Audi	ALLROAD	12	Auction/Wholesale	Yes	\$ 29,499	\$ 29,000	109%	(\$1,622)	\$0	Zoltan Gyorki	Ivan Velkov	Wayne Hutsell
7	2016	Audi	A3	34	Other	Yes	\$ 22,399	\$ 22,399	101%	\$1,224	\$0	James Roberts	Donald Frey	Becky Simons
8	2016	Audi	A3	9	Other	Yes	\$ 23,499	\$ 22,861	105%	\$1,481	\$100	Chaz Jenkins	Ivan Velkov	Amir Hossenkhani
9	2016	Audi	ALLROAD	15	Auction/Wholesale	No	\$ 31,294	\$ 31,294	102%	\$2,827	\$0	Zoltan Gyorki	Cory Pollock	Amir Hossenkhani
10	2016	Audi	A3	52	Other	Yes	\$ 20,199	\$ 20,199	100%	\$391	\$1,526	Jay Qin	Cory Pollock	Amir Hossenkhani
11	2018	Audi	S6	129	Trade on New	Yes	\$ 61,199	\$ 60,000	96%	(\$3,745)	\$1,812	Jon Pollock	Donald Frey	Becky Simons
12	2011	Volkswagen	JETTA	50	Other	No	\$ 8,899	\$ 8,899	82%	\$113	\$649	Jamie Chen	Cory Pollock	Becky Simons
13	2018	Audi	ALLROAD	4	Loaner/Rental Fleet	Yes	\$ 46,999	\$ 46,999	101%	\$5,069	\$1,178	Alex Serrianni	Donald Frey	Wayne Hutsell
14	2016	Audi	S5	19	Other	Yes	\$ 38,799	\$ 38,499	103%	\$3,799	\$1,131	Jon Pollock	Donald Frey	Amir Hossenkhani
15	2018	Volkswagen	GTI	65	Loaner/Rental Fleet	Yes	\$ 22,599	\$ 22,449	97%	\$1,391	\$490	Zoltan Gyorki	Ivan Velkov	Jameson Grus
16	2018	Audi	Q3	18	Loaner/Rental Fleet	Yes	\$ 30,899	\$ 30,399	98%	\$2,254	\$1,510	Jamie Chen	Cory Pollock	Jameson Grus
17	2018	Audi	A3	28	Loaner/Rental Fleet	Yes	\$ 29,999	\$ 29,750	97%	\$1,615	\$300	Chaz Jenkins	Ivan Velkov	Jameson Grus
18	2016	Audi	A3	13	Other	Yes	\$ 22,999	\$ 21,700	106%	\$872	\$400	Tony Ngoun	Ivan Velkov	Wayne Hutsell
19	2015	Audi	A8	22	Trade on New	Yes	\$ 34,499	\$ 34,499	100%	\$407	\$1,000	Tony Ngoun	Cory Pollock	Becky Simons
20	2016	Audi	A3	44	Other	No	\$ 20,899	\$ 20,400	101%	\$626	\$1,530	Tony Ngoun	Cory Pollock	Amir Hossenkhani
21	2017	Audi	A4	13	Other	Yes	\$ 34,499	\$ 33,500	100%	\$1,630	\$1,410	Jay Qin	Cory Pollock	Wayne Hutsell
22	2013	Audi	A6	21	Trade on New	No	\$ 17,999	\$ 17,470	99%	\$3,878	\$200	Jamie Chen	Cory Pollock	Jameson Grus
23	2016	Audi	A3 ETRON	44	Other	Yes	\$ 27,499	\$ 27,499	106%	\$424	\$7,335	Joe Seymour	Donald Frey	Wayne Hutsell
24	2018	Audi	Q3	25	Loaner/Rental Fleet	Yes	\$ 30,799	\$ 29,999	96%	\$1,129	\$850	Jamie Chen	Cory Pollock	Becky Simons
25	2018	Audi	Q7	42	Loaner/Rental Fleet	Yes	\$ 61,599	\$ 60,500	92%	\$3,047	\$0	Travis Coulter	Ivan Velkov	Wayne Hutsell
26	2016	Audi	A3	8	Other	Yes	\$ 23,999	\$ 23,700	115%	\$3,061	\$1,325	Chaz Jenkins	Ivan Velkov	Jameson Grus
27	2016	Audi	A3	11	Other	Yes	\$ 20,999	\$ 20,500	104%	\$2,563	\$1,700	Tyler Herold	Cory Pollock	Jameson Grus
28	2016	Audi	S4	17	Other	Yes	\$ 36,499	\$ 36,499	99%	\$2,353	\$722	Jamie Chen	Cory Pollock	Becky Simons
29	2017	Audi	A4	16	Street/Curb Buy	Yes	\$ 31,399	\$ 30,444	97%	\$1,231	\$0	Zoltan Gyorki	Ivan Velkov	Becky Simons
30	2016	Audi	Q5	10	Other	Yes	\$ 31,999	\$ 31,438	104%	\$2,752	\$0	AK	Cory Pollock	Becky Simons
31	2016	Audi	Q5	28	Other	Yes	\$ 30,899	\$ 30,399	102%	\$1,442	\$1,480	Ben Moses	Cory Pollock	Amir Hossenkhani
32	2016	Audi	SQ5	16	Trade on New	Yes	\$ 41,899	\$ 41,349	99%	\$1,505	\$1,020	James Roberts	Donald Frey	Wayne Hutsell
33	2018	Audi	Q5	40	Loaner/Rental Fleet	Yes	\$ 43,899	\$ 42,800	99%	\$371	\$1,000	Jay Qin	Cory Pollock	Jameson Grus
34	2018	Audi	Q7	11	Loaner/Rental Fleet	Yes	\$ 60,499	\$ 59,999	96%	\$1,106	\$620	Dan Anderson	Ivan Velkov	Becky Simons
35	2016	Audi	A3	2	Loaner/Rental Fleet	Yes	\$ 23,999	\$ 23,799	97%	\$1,919	\$131	Greg Preciado	Dennis Downer	Wes Downer
36	2011	Lexus	RX350	35	Trade on New	No	\$ 18,999	\$ 17,732	98%	\$702	\$131	Greg Preciado	Dennis Downer	Kjell Warness
37	2018	Audi	A6	71	Loaner/Rental Fleet	Yes	\$ 41,499	\$ 41,000	95%	\$1,647	\$131	Marc Canas	Wes Downer	Kjell Warness
38	2008	Infiniti	M35	28	Trade on New	No	\$ 8,999	\$ 8,462	99%	\$648	\$131	Dan Klock	Wes Downer	Kjell Warness
39	2011	Audi	A6	27	Trade on New	No	\$ 9,699	\$ 9,799	86%	\$3,978	\$131	Dan Klock	Wes Downer	Kjell Warness
40	2015	Audi	Q5	30	LBO Customer	Yes	\$ 24,899	\$ 24,899	98%	\$2,687	\$1,555	Ryan Chou	Wes Downer	Kjell Warness
41	2013	Acura	MDX	6	Trade on New	No	\$ 20,799	\$ 20,649	95%	\$5,076	\$131	Travis Lindsey	Wes Downer	Kjell Warness
42	2006	Volvo	XC90	7	Trade on New	No	\$ 5,499	\$ 4,896	86%	\$1,676	\$539	Marc Canas	Wes Downer	Kjell Warness
43	2012	Mazda	3	46	Trade on New	No	\$ 6,699	\$ 6,499	90%	\$669	\$131	Marc Canas	Dennis Downer	Wes Downer
44	2006	Porsche	911	67	Trade on New	No	\$ 40,998	\$ 40,500	90%	\$2,960	\$0	Tyrone Lawrence	Dennis Downer	Wes Downer
45	2013	Chevrolet	MALIBU	100	Trade on New	No	\$ 8,799	\$ 8,799	69%	(\$1,855)	\$1,479	Marc Canas	Dennis Downer	Kjell Warness
46	2009	Mercedes-Benz	E350	12	Trade on New	No	\$ 11,399	\$ 10,715	92%	\$1,371	\$131	Vadim Golimbiyevskiy	Dennis Downer	Kjell Warness
47	2003	Volkswagen	JETTA	46	Trade on New	No	\$ 2,789	\$ 2,321	78%	(\$488)	\$131	Vadim Golimbiyevskiy	Dennis Downer	Kjell Warness
48	2016	Audi	Q5	20	Trade on New	Yes	\$ 30,899	\$ 30,363	97%	\$1,110	\$1,100	Marc Canas	Dennis Downer	Kjell Warness
49	2002	Honda	S2000	22	Trade on New	No	\$ 24,699	\$ 23,500	104%	\$1,995	\$621	Greg Preciado	Dennis Downer	Kjell Warness
50	2011	Nissan	MURANO	24	Trade on Used	No	\$ 10,899	\$ 10,899	95%	\$1,668	\$621	Tyrone Lawrence	Dennis Downer	Kjell Warness
51	2014	Audi	Q5	13	Trade on New	No	\$ 21,999	\$ 21,000	95%	\$5,517	\$131	Tyrone Lawrence	Dennis Downer	Kjell Warness
52	2016	Audi	A5	19	LBO Customer	No	\$ 35,799	\$ 35,500	102%	\$1,377	\$131	Greg Preciado	Wes Downer	Kjell Warness
53	2018	Audi	A4	12	Loaner/Rental Fleet	Yes	\$ 28,899	\$ 28,300	94%	\$1,661	\$783	Ryan Chou	Dennis Downer	Kjell Warness
54	2012	Audi	A7	36	Trade on Used	No	\$ 23,199	\$ 22,699	93%	(\$461)	\$590	HOUSE	Dennis Downer	Dennis Downer
55	2013	BMW	335	21	Trade on New	No	\$ 19,899	\$ 19,000	95%	\$4,966	\$1,211	Ryan Chou	Wes Downer	Kjell Warness
56	2013	Volkswagen	JETTA	24	Loaner/Rental Fleet	No	\$ 12,499	\$ 12,300	93%	\$1,766	\$402	Tyrone Lawrence	Wes Downer	Kjell Warness
57	2016	Toyota	RAV4	46	Trade on Used	No	\$ 18,999	\$ 18,393	89%	(\$567)	\$568	Dan Klock	Wes Downer	Kjell Warness

58	2015	BMW	328D	27	Trade on New	No	\$	20,999	\$	20,250	93%	\$864	\$469	Ryan Chou	Wes Downer	Kjell Warness
59	2018	AUDI	A420T	7	Loaner/Rental Fleet	Yes	\$	36,399	\$	35,708	97%	\$1,634	\$211	Travis Lindsey	Wes Downer	Kjell Warness
60	2016	FORD	FUSN	38	Auction/Wholesale	No	\$	12,899	\$	12,765	92%	\$1,364	\$768	Dan Klock	Wes Downer	Kjell Warness
61	2013	Volkswagen	JETT	111	Loaner/Rental Fleet	No	\$	10,899	\$	10,600	86%	(\$1,316)	\$131	Marc Canas	Dennis Downer	Wes Downer
62	2010	Mercedes-Benz	E350C	7	Trade on New	No	\$	17,599	\$	17,599	99%	\$5,096	\$433	Marc Canas	Dennis Downer	Wes Downer
63	2006	AUDI	A320T	24	Trade on New	No	\$	6,399	\$	5,800	97%	\$1,054	\$131	Greg Preciado	Dennis Downer	Wes Downer
64	2008	Volkswagen	JETT	25	Trade on New	No	\$	6,099	\$	6,099	106%	\$577	\$238	Marc Canas	Wes Downer	Wes Downer
65	2016	AUDI	A3	15	Loaner/Rental Fleet	Yes	\$	24,599	\$	24,599	105%	\$2,219	\$814	Marc Canas	Dennis Downer	Kjell Warness
66	2014	Nissan	ROGUE	64	Trade on New	No	\$	14,999	\$	14,999	93%	\$1,698	\$211	Dan Klock	Dennis Downer	Kjell Warness
67	2014	Subaru	BRZ	3	Trade on New	No	\$	18,398	\$	18,198	93%	\$3,091	\$348	Tyrone Lawrence	Dennis Downer	Kjell Warness
68	2013	Land Rover	RGREVQ	87	Trade on Used	No	\$	19,499	\$	18,500	86%	\$1,268	\$436	Greg Preciado	Dennis Downer	Kjell Warness
69	2013	KIA	SOUL	28	Trade on New	No	\$	9,999	\$	10,399	81%	\$2,686	\$993	Ryan Chou	Dennis Downer	Kjell Warness
70	2018	AUDI	Q730T	13	Other	Yes	\$	62,199	\$	60,000	99%	\$1,678	\$1,698	Tyrone Lawrence	Dennis Downer	Kjell Warness
71	2014	Honda	CIVI	35	Trade on New	No	\$	12,599	\$	12,599	86%	\$1,246	\$360	Ryan Chou	Dennis Downer	Kjell Warness
72	2011	Volkswagen	TIGUAN	8	Trade on New	No	\$	11,999	\$	11,999	88%	\$2,596	(\$54)	Ryan Chou	Dennis Downer	Kjell Warness
73	2018	AUDI	Q320T	11	Other	Yes	\$	34,799	\$	33,634	110%	\$1,656	\$1,184	Marc Canas	Dennis Downer	Kjell Warness
74	2015	Subaru	OUTB	17	Trade on New	No	\$	21,999	\$	21,500	95%	\$3,724	\$216	Greg Preciado	Dennis Downer	Kjell Warness
75	2012	Mercedes-Benz	E350W	106	Trade on New	No	\$	15,299	\$	15,000	82%	(\$641)	\$131	Ryan Chou	Dennis Downer	Kjell Warness
76	2013	Volkswagen	JETT	12	Other	No	\$	13,998	\$	13,700	95%	(\$478)	\$131	Travis Lindsey	Dennis Downer	Kjell Warness
77	2016	AUDI	A420T	134	Trade on New	Yes	\$	22,999	\$	22,500	92%	\$223	\$606	Tyrone Lawrence	Dennis Downer	Kjell Warness
78	2009	Volkswagen	ROUTAN	11	Trade on New	No	\$	6,199	\$	5,800	98%	\$1,817	\$131	Greg Preciado	Dennis Downer	Dennis Downer
79	2016	Volkswagen	JETT	80	Loaner/Rental Fleet	No	\$	10,699	\$	10,699	92%	(\$1,190)	\$250	Marc Canas	Dennis Downer	Dennis Downer
80	2017	Volvo	XC90	13	Trade on New	No	\$	52,898	\$	52,500	95%	\$4,093	\$131	Vadim Golimbiyevskiy	Dennis Downer	Wes Downer
81	2015	Mercedes-Benz	C3004M	16	Trade on Used	No	\$	20,899	\$	20,651	99%	\$3,453	\$131	Travis Lindsey	Dennis Downer	Dennis Downer
82	2018	AUDI	Q320T	9	Other	Yes	\$	34,798	\$	34,299	110%	\$1,670	\$131	Vadim Golimbiyevskiy	Wes Downer	Kjell Warness
83	2011	Mercedes-Benz	ML350	60	Trade on New	No	\$	11,899	\$	11,899	84%	\$119	\$1,415	Greg Preciado	Wes Downer	Kjell Warness
84	2016	Ram	RAMT15	21	Trade on Used	No	\$	34,799	\$	34,350	94%	\$5,020	\$957	Greg Preciado	Wes Downer	Kjell Warness
85	2013	AUDI	A420T	34	Trade on Used	No	\$	17,199	\$	16,500	90%	\$1,734	\$617	Marc Canas	Wes Downer	Kjell Warness
86	2013	Volkswagen	GOLF	18	Other	No	\$	11,899	\$	11,500	92%	\$2,063	\$131	Dan Klock	Wes Downer	Kjell Warness
87	2018	AUDI	A420T	9	Loaner/Rental Fleet	Yes	\$	36,598	\$	35,800	98%	\$1,625	\$131	Dan Klock	Dennis Downer	Wes Downer
88	2018	AUDI	Q320T	10	Other	Yes	\$	34,599	\$	34,000	109%	\$1,631	\$614	Marc Canas	Wes Downer	Kjell Warness
89	2016	AUDI	A4	129	Other	Yes	\$	19,999	\$	19,500	99%	(\$3,322)	\$0	Tyrone Lawrence	Wes Downer	Kjell Warness
90	2017	BMW	M4CP	39	Trade on New	No	\$	51,899	\$	51,299	86%	\$7,385	\$131	Vadim Golimbiyevskiy	Wes Downer	Kjell Warness
91	2016	FORD	FOCUS	15	Trade on New	No	\$	11,899	\$	11,699	94%	\$1,804	\$303	Ryan Chou	Wes Downer	Kjell Warness
92	2017	AUDI	Q730T	44	Other	Yes	\$	45,299	\$	45,000	93%	\$4,052	\$1,237	Marc Canas	Wes Downer	Kjell Warness
93	2016	AUDI	A4	6	Other	Yes	\$	28,399	\$	28,065	101%	\$3,396	\$806	Vadim Golimbiyevskiy	Wes Downer	Kjell Warness
94	2011	AUDI	Q520T	40	Trade on New	No	\$	15,998	\$	15,800	95%	\$955	\$631	Tyrone Lawrence	Wes Downer	Kjell Warness
95	2013	FIAT	500C	14	Trade on New	No	\$	9,998	\$	9,999	98%	\$2,450	\$232	Tyrone Lawrence	Dennis Downer	Wes Downer
96	2015	BMW	228I	81	Trade on New	No	\$	17,899	\$	17,700	89%	\$76	\$131	Greg Preciado	Dennis Downer	Wes Downer
97	2015	Lexus	IS250	30	Trade on Used	No	\$	23,899	\$	23,000	95%	\$2,019	\$450	Marc Canas	Dennis Downer	Wes Downer
98	2011	Nissan	MAXIN	66	Trade on Used	No	\$	7,499	\$	6,900	85%	(\$618)	\$131	Greg Preciado	Dennis Downer	Dennis Downer
99	2014	BMW	X5X35I	29	Trade on New	No	\$	26,399	\$	25,350	93%	\$3,557	\$331	Vadim Golimbiyevskiy	Dennis Downer	Dennis Downer
100	2013	AUDI	A630T	12	Trade on New	No	\$	23,498	\$	23,000	103%	\$2,793	\$0	Dan Klock	Dennis Downer	Dennis Downer
101	2008	Lexus	SC430	170	Trade on Used	No	\$	18,199	\$	18,199	83%	(\$3,085)	\$131	Marc Canas	Dennis Downer	Kjell Warness
102	2016	AUDI	Q5	13	Other	Yes	\$	33,299	\$	32,750	99%	\$2,101	\$794	Tyrone Lawrence	Dennis Downer	Kjell Warness
103	2014	AUDI	Q5	24	Street/Curb Buy	No	\$	23,599	\$	23,300	102%	\$5,180	\$331	Greg Preciado	Wes Downer	Kjell Warness
104	2009	Volkswagen	JETT	18	Trade on New	No	\$	6,399	\$	5,400	87%	\$1,674	\$131	Marc Canas	Dennis Downer	Kjell Warness
105	2018	AUDI	A420T	19	Loaner/Rental Fleet	Yes	\$	36,499	\$	36,000	99%	\$1,656	\$1,722	Ryan Chou	Dennis Downer	Kjell Warness
106	2016	AUDI	Q3	12	Other	Yes	\$	27,499	\$	27,499	102%	\$2,466	\$1,131	Tyrone Lawrence	Wes Downer	Kjell Warness
107	2012	Volkswagen	BTLE	13	Trade on New	No	\$	9,899	\$	9,120	100%	\$1,409	\$234	Greg Preciado	Wes Downer	Kjell Warness
108	2007	Cadillac	ESCAL	112	Trade on New	No	\$	16,899	\$	16,800	86%	(\$387)	\$532	Dan Klock	Wes Downer	Kjell Warness
109	2011	Subaru	OUTB	14	Trade on New	No	\$	13,999	\$	13,870	96%	\$4,427	\$1,505	Dan Klock	Wes Downer	Kjell Warness
110	2016	Acura	RDX	49	Trade on Used	No	\$	25,999	\$	25,700	99%	(\$467)	\$735	Travis Lindsey	Wes Downer	Kjell Warness
111	2007	Toyota	CAMR	13	Street/Curb Buy	No	\$	6,399	\$	6,249	77%	\$1,234	\$131	Greg Preciado	Dennis Downer	Wes Downer
112	2015	AUDI	Q5	27	Other	No	\$	28,799	\$	28,799	105%	\$1,336	\$1,828	Marc Canas	Dennis Downer	Dennis Downer
113	2016	Volkswagen	JETT	47	Trade on New	No	\$	9,399	\$	9,399	95%	\$3,040	\$445	Marc Canas	Wes Downer	Wes Downer
114	2016	AUDI	A730T	43	Trade on New	Yes	\$	44,599	\$	44,254	100%	\$3,630	\$833	Vadim Golimbiyevskiy	Dennis Downer	Kjell Warness
115	2018	AUDI	S5SPQT	10	Street/Curb Buy	Yes	\$	56,999	\$	55,950	101%	\$9,124	\$1,776	Marc Canas	Dennis Downer	Kjell Warness
116	2012	Volkswagen	JETT	19	Other	No	\$	11,999	\$	11,499	99%	\$534	\$211	Travis Lindsey	Dennis Downer	Kjell Warness
117	2002	Volkswagen	BEET	49	Trade on Used	No	\$	3,499	\$	3,492	90%	(\$317)	\$211	Ryan Chou	Wes Downer	Kjell Warness
118	2005	Toyota	RAV4	26	Trade on New	No	\$	5,999	\$	5,700	79%	\$2,206	\$471	Greg Preciado	Dennis Downer	Kjell Warness
119	2014	JEEP	WRAN	45	Trade on New	No	\$	22,999	\$	22,000	90%	\$781	\$540	Tyrone Lawrence	Dennis Downer	Kjell Warness
120	2014	Chevrolet	VOLT	35	Trade on Used	No	\$	11,999	\$	11,999	85%	\$452	\$1,313	Travis Lindsey	Wes Downer	Kjell Warness
121	2018	AUDI	Q730T	26	Other	Yes	\$	55,199	\$	53,100	98%	\$1,622	\$2,002	Greg Preciado	Dennis Downer	Kjell Warness
122	2004	Honda	ACCO	8	Trade on New	No	\$	6,499	\$	5,400	100%	\$1,710	\$131	Dan Klock	Dennis Downer	Kjell Warness
123	2015	AUDI	Q730TD	106	Trade on New	No	\$	26,499	\$	26,000	93%	(\$904)	\$131	Travis Lindsey	Wes Downer	Wes Downer
124	2015	Subaru	WRX	50	Trade on New	No	\$	26,599	\$	26,599	88%	\$2,649	\$724	Ryan Chou	Wes Downer	Kjell Warness
125	2018	AUDI	Q320T	17	Other	Yes	\$	33,999	\$	32,900	108%	\$1,623	\$1,166	Marc Canas	Wes Downer	Kjell Warness
126	2012	AUDI	A3	95	Other	No	\$	11,898	\$	11,649	95%	(\$272)	\$0	Marc Canas	Dennis Downer	Dennis Downer
127	2013	FORD	F150	20	Trade on New	No	\$	17,899	\$	13,000	94%	\$476	\$399	HOUSE	Wes Downer	Kjell Warness
128	2011	FORD	EXPL	106	Trade on New	No	\$	16,699	\$	16,699	82%	(\$786)	\$2,123	Ryan Chou	Wes Downer	Kjell Warness

Scoreboard Totals

% Retailed of Non-New Franchise	43%
Total # Retail Units	182
Average Days to Sale	33.4
Average Advertised Price (Time of Sale)	\$ 26,360
Average Transaction Price	\$ 25,851
Average Market Price at 100%	\$ 27,352
Average Price to Market % (Time of Sale)	96%
Average Transaction to Market	95%
Average Transactional Discount	\$ 513
Average Front End Gross	\$ 1,732
Average Finance Gross	\$ 650
PUVR	\$ 2,424
Total Gross (Units & PUVR)	\$ 441,220
GROI	101%



Scoreboard		
Desk Manager	Totals	Ivan Velkov
% Retailed of Non-New Franchise	43%	6%
Total # Retail Units	182	18
Average Days to Sale	33.4	29.6
Average Advertised Price (Time of Sale)	\$ 26,360	\$ 36,132
Average Transaction Price	\$ 25,851	\$ 35,583
Average Market Price at 100%	\$ 27,352	\$ 37,029
Average Price to Market % (Time of Sale)	96%	98%
Average Transaction to Market %	95%	96%
Average Transactional Discount	\$ 513	\$ 550
Average Front End Gross	\$ 1,732	\$ 1,114
Average Finance Gross	\$ 650	\$ 751
PUVR	\$ 2,424	\$ 1,865
Total Gross (Units & PUVR)	\$ 441,220	\$ 33,564
GROI	101%	64%



Cory Pollock	Dennis Downer	Wes Downer
5%	58%	60%
22	84	47
25.6	34.7	36.6
\$ 29,558	\$ 25,044	\$ 21,076
\$ 29,100	\$ 24,515	\$ 20,621
\$ 29,705	\$ 26,424	\$ 22,147
100%	95%	95%
98%	93%	93%
\$ 458	\$ 539	\$ 454
\$ 1,511	\$ 1,908	\$ 1,786
\$ 1,013	\$ 473	\$ 576
\$ 2,524	\$ 2,475	\$ 2,361
\$ 55,518	\$ 207,931	\$ 110,987
122%	105%	113%

Donald Frey		
0%	#DIV/0!	#DIV/0!
11	0	0
30.9	#DIV/0!	#DIV/0!
\$ 36,599	#DIV/0!	#DIV/0!
\$ 35,981	#DIV/0!	#DIV/0!
\$ 36,221	#DIV/0!	#DIV/0!
101%	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!
\$ 618	#DIV/0!	#DIV/0!
\$ 1,614	#DIV/0!	#DIV/0!
\$ 1,430	#DIV/0!	#DIV/0!
\$ 3,043	#DIV/0!	#DIV/0!
\$ 33,476	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!

Scoreboard			
Sales Consultant	Totals	Travis Coulter	Alex Serianni
% Retailed of Non-New Franchise	43%	0%	0%
Total # Retail Units	182	4	3
Average Days to Sale	33.4	39.8	12.7
Average Advertised Price (Time of Sale)	\$ 26,360	\$ 33,524	\$ 41,266
Average Transaction Price	\$ 25,851	\$ 33,197	\$ 40,549
Average Market Price at 100%	\$ 27,352	\$ 35,136	\$ 40,705
Average Price to Market % (Time of Sale)	96%	95%	101%
Average Transaction to Market %	95%	94%	100%
Average Transactional Discount	\$ 513	\$ 327	\$ 716
Average Front End Gross	\$ 1,732	\$ 1,684	\$ 2,967
Average Finance Gross	\$ 650	\$ 619	\$ 1,255
PUVR	\$ 2,424	\$ 2,303	\$ 4,222
Total Gross (Units & PUVR)	\$ 441,220	\$ 9,211	\$ 12,667
GROI	101%	63%	296%



AK	Ben Moses	Brad Crouch	Chaz Jenkins
0%	0%	#DIV/0!	0%
3	1	0	6
19.7	28.0	#DIV/0!	38.3
\$ 30,832	\$ 30,899	#DIV/0!	\$ 34,199
\$ 30,759	\$ 30,399	#DIV/0!	\$ 33,910
\$ 29,741	\$ 30,293	#DIV/0!	\$ 35,184
104%	102%	#DIV/0!	97%
103%	100%	#DIV/0!	96%
\$ 73	\$ 500	#DIV/0!	\$ 289
\$ 2,069	\$ 1,442	#DIV/0!	\$ 519
\$ 1,554	\$ 1,480	#DIV/0!	\$ 611
\$ 3,623	\$ 2,922	#DIV/0!	\$ 1,129
\$ 10,869	\$ 2,922	#DIV/0!	\$ 6,776
216%	124%	#DIV/0!	31%

Dan Anderson	Jamie Chen	James Roberts	Jay Qin	Joe Seymour
0%	17%	0%	0%	0%
1	6	3	5	2
11.0	24.3	23.3	26.6	37.0
\$ 60,499	\$ 26,616	\$ 28,899	\$ 32,799	\$ 29,249
\$ 59,999	\$ 26,178	\$ 28,216	\$ 32,060	\$ 28,750
\$ 63,020	\$ 27,239	\$ 28,820	\$ 33,428	\$ 27,875
96%	98%	100%	98%	105%
95%	96%	98%	96%	103%
\$ 500	\$ 438	\$ 683	\$ 739	\$ 500
\$ 1,106	\$ 2,069	\$ 1,134	\$ 1,083	\$ 559
\$ 620	\$ 749	\$ 373	\$ 1,307	\$ 4,218
\$ 1,726	\$ 2,819	\$ 1,508	\$ 2,390	\$ 4,776
\$ 1,726	\$ 16,911	\$ 4,523	\$ 11,951	\$ 9,552
94%	159%	82%	101%	162%

Jon Pollock	Tony Ngoun	Travis Coulter	Tyler Lindsay	Zoltan Gyorki
0%	0%	0%	0%	17%
4	3	4	1	6
48.3	26.3	39.8	9.0	30.5
\$ 40,324	\$ 26,132	\$ 33,524	\$ 38,299	\$ 33,815
\$ 39,799	\$ 25,533	\$ 33,197	\$ 35,750	\$ 33,558
\$ 40,244	\$ 25,629	\$ 35,136	\$ 38,686	\$ 34,070
100%	102%	95%	99%	99%
99%	100%	94%	92%	98%
\$ 525	\$ 599	\$ 327	\$ 2,549	\$ 257
\$ 814	\$ 635	\$ 1,684	\$ 488	\$ 1,485
\$ 736	\$ 977	\$ 619	\$ 1,000	\$ 598
\$ 1,549	\$ 1,612	\$ 2,303	\$ 1,488	\$ 2,083
\$ 6,197	\$ 4,835	\$ 9,211	\$ 1,488	\$ 12,498
29%	86%	63%	166%	73%

Tyler Herold	Vadim Golimbiyevskiy	Tyrone Lawrence	Greg Preciado	Travis Lindsey
0%	40%	45%	74%	64%
3	10	20	27	14
8.0	23.2	35.9	34.4	31.2
\$ 35,499	\$ 29,598	\$ 30,554	\$ 18,888	\$ 23,006
\$ 34,500	\$ 28,980	\$ 29,996	\$ 18,311	\$ 22,615
\$ 36,134	\$ 36,446	\$ 30,544	\$ 19,572	\$ 23,886
98%	81%	100%	97%	96%
95%	80%	98%	94%	95%
\$ 999	\$ 628	\$ 561	\$ 577	\$ 391
\$ 2,211	\$ 2,817	\$ 2,505	\$ 1,549	\$ 1,559
\$ 1,267	\$ 284	\$ 493	\$ 370	\$ 307
\$ 3,477	\$ 3,732	\$ 2,999	\$ 1,919	\$ 1,866
\$ 10,432	\$ 37,321	\$ 59,986	\$ 51,804	\$ 26,126
454%	200%	100%	110%	95%

Dan Klock	Ryan Chou	Marc Canas	HOUSE	
73%	78%	41%	50%	#DIV/0!
11	18	29	2	0
34.2	40.7	39.9	28.0	#DIV/0!
\$ 15,908	\$ 25,388	\$ 23,520	\$ 20,549	#DIV/0!
\$ 15,526	\$ 25,118	\$ 23,073	\$ 17,850	#DIV/0!
\$ 16,881	\$ 27,070	\$ 25,064	\$ 21,993	#DIV/0!
94%	94%	94%	93%	#DIV/0!
92%	93%	92%	81%	#DIV/0!
\$ 382	\$ 269	\$ 473	\$ 2,700	#DIV/0!
\$ 1,759	\$ 1,804	\$ 1,742	\$ 8	#DIV/0!
\$ 385	\$ 840	\$ 673	\$ 494	#DIV/0!
\$ 2,145	\$ 2,643	\$ 2,577	\$ 502	#DIV/0!
\$ 23,591	\$ 47,581	\$ 74,745	\$ 1,004	#DIV/0!
145%	93%	101%	36%	#DIV/0!

Scoreboard			
Finance Manager	Totals	Amir Hossenkhani	Becky Simons
% Retailed of Non-New Franchise	43%	0%	8%
Total # Retail Units	182	14	12
Average Days to Sale	33.4	30.4	29.3
Average Advertised Price (Time of Sale)	\$ 26,360	\$ 35,570	\$ 32,674
Average Transaction Price	\$ 25,851	\$ 34,993	\$ 32,410
Average Market Price at 100%	\$ 27,352	\$ 35,937	\$ 33,465
Average Price to Market % (Time of Sale)	96%	99%	98%
Average Transaction to Market %	95%	97%	97%
Average Transactional Discount	\$ 513	\$ 578	\$ 264
Average Front End Gross	\$ 1,732	\$ 1,182	\$ 1,112
Average Finance Gross	\$ 650	\$ 947	\$ 818
PUVR	\$ 2,424	\$ 2,129	\$ 1,929
Total Gross (Units & PUVR)	\$ 441,220	\$ 29,803	\$ 23,152
GROI	101%	72%	73%



Jameson Grus	Wayne Hutsell	Kjell Warness	Dennis Downer
7%	0%	57%	57%
14	11	79	21
26.8	25.7	34.1	33.4
\$ 31,956	\$ 33,254	\$ 24,381	\$ 23,123
\$ 31,405	\$ 32,544	\$ 23,845	\$ 22,653
\$ 32,120	\$ 33,098	\$ 25,971	\$ 23,683
99%	100%	94%	98%
98%	98%	92%	96%
\$ 551	\$ 710	\$ 542	\$ 470
\$ 1,946	\$ 1,265	\$ 2,007	\$ 1,816
\$ 988	\$ 1,329	\$ 625	\$ 379
\$ 2,934	\$ 2,594	\$ 2,726	\$ 2,195
\$ 41,069	\$ 28,534	\$ 215,376	\$ 46,099
126%	112%	121%	104%

Wes Downer			
65%	#DIV/0!	#DIV/0!	#DIV/0!
31	0	0	0
40.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,018	#DIV/0!	#DIV/0!	#DIV/0!
\$ 21,579	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,666	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 445	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,533	#DIV/0!	#DIV/0!	#DIV/0!
\$ 306	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,836	#DIV/0!	#DIV/0!	#DIV/0!
\$ 56,917	#DIV/0!	#DIV/0!	#DIV/0!
76%	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	182	79	103
Average Days to Sale	33.4	27.7	37.7
Average Advertised Price (Time of Sale)	\$ 26,360	\$ 37,656	\$ 17,253
Average Transaction Price	\$ 25,851	\$ 37,061	\$ 17,253
Average Market Price at 100%	\$ 27,352	\$ 37,861	\$ 18,937
Average Price to Market % (Time of Sale)	96%	99%	91%
Average Transaction to Market %	95%	98%	91%
Average Transactional Discount	\$ 513	\$ 595	\$ 446
Average Front End Gross	\$ 1,732	\$ 1,810	\$ 1,672
Average Finance Gross	\$ 650	\$ 963	\$ 410
PUVR	\$ 2,424	\$ 2,774	\$ 2,143
Total Gross (Units & PUVR)	\$ 441,220	\$ 219,121	\$ 220,691
GROI	101%	97%	119%



Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	182	98
Average Days to Sale	33.4	28.1
Average Advertised Price (Time of Sale)	\$ 26,360	\$ 34,314
Average Transaction Price	\$ 25,851	\$ 33,737
Average Market Price at 100%	\$ 27,352	\$ 34,540
Average Price to Market % (Time of Sale)	96%	99%
Average Transaction to Market %	95%	98%
Average Transactional Discount	\$ 513	\$ 578
Average Front End Gross	\$ 1,732	\$ 1,906
Average Finance Gross	\$ 650	\$ 858
PUVR	\$ 2,424	\$ 2,764
Total Gross (Units & PUVR)	\$ 441,220	\$ 270,858
GROI	101%	105%

No	
	79
	38.5
\$	16,834
\$	16,834
\$	18,505
	91%
	91%
\$	432
\$	1,593
\$	410
\$	2,003
\$	158,241
	111%

Scoreboard

Source	Totals	Trade on New
Total # Retail Units	182	81
% of Retail Units	100%	45%
% Retailed of Off-Brand	43%	65%
Average Days to Sale	33.4	36.6
Average Transaction Price	\$ 25,851	\$ 20,718
Average Transaction to Market %	95%	91%
Average Transactional Discount	\$ 513	\$ 496
Average Front End Gross	\$ 1,732	\$ 1,876
Average Finance Gross	\$ 650	\$ 440
PUVR	\$ 2,424	\$ 2,409
Total Gross (Units & PUVR)	\$ 441,220	\$ 195,130
GROI	101%	114%



Trade on Used	Street/Curb buy	Auction/wholesale
13	5	10
7%	3%	5%
85%	40%	30%
51.0	30.4	28.4
\$ 17,791	\$ 26,049	\$ 43,084
89%	91%	99%
\$ 408	\$ 550	\$ 315
\$ 777	\$ 3,184	\$ 2,591
\$ 530	\$ 474	\$ 560
\$ 1,307	\$ 3,658	\$ 3,152
\$ 16,990	\$ 18,288	\$ 31,518
52%	166%	93%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
24	2	0
13%	1%	0%
17%	0%	#DIV/0!
29.8	24.5	#DIV/0!
\$ 35,155	\$ 30,200	#DIV/0!
95%	100%	#DIV/0!
\$ 648	\$ 150	#DIV/0!
\$ 1,606	\$ 2,032	#DIV/0!
\$ 732	\$ 843	#DIV/0!
\$ 2,338	\$ 2,875	#DIV/0!
\$ 56,120	\$ 5,750	#DIV/0!
80%	140%	#DIV/0!

Other	
	47
	26%
	13%
	26.4
\$	28,303
	99%
\$	553
\$	1,464
\$	1,033
\$	2,497
\$	117,348
	120%

Scoreboard

Age	Totals	0-30 days
Total # Retail Units	182	120
% of Retail Units	100%	66%
% Retailed of Off-Brand	43%	38%
Average Days to Sale	33.4	16.9
Average Transaction Price	\$ 25,851	\$ 27,271
Average Transaction to Market %	95%	96%
Average Transactional Discount	\$ 513	\$ 593
Average Front End Gross	\$ 1,732	\$ 2,367
Average Finance Gross	\$ 650	\$ 626
PUVR	\$ 2,424	\$ 2,993
Total Gross (Units & PUVR)	\$ 441,220	\$ 359,164
GROI	101%	233%



31-45 days	46-60 days	61-90 days	90+ days
21	14	14	13
12%	8%	8%	7%
38%	71%	79%	38%
39.1	50.5	71.1	116.6
\$ 27,350	\$ 16,378	\$ 22,047	\$ 24,627
93%	93%	90%	89%
\$ 501	\$ 118	\$ 295	\$ 362
\$ 1,711	\$ 601	\$ 694	\$ (1,751)
\$ 990	\$ 563	\$ 287	\$ 806
\$ 2,701	\$ 1,165	\$ 981	\$ (946)
\$ 56,717	\$ 16,305	\$ 13,734	\$ (12,292)
91%	51%	23%	-12%