

Pre-Work V01 (Week 4: Pre-Owned)

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#	Year	Make	Model	Days in Stock	Source	CPO	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	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	2018	Ford	Explorer	23	Auction/Wholesale	No	\$ 38,995	\$ 38,995	98%	\$5,051	\$2,172	Chris Ransome	Barrett Wenckowski	Alain Doucet
2	2014	Ford	F-150	61	Trade on New	No	\$ 29,754	\$ 31,700	108%	\$1,575	\$887	Ross McCoubrey	Barrett Wenckowski	Alain Doucet
3	2017	Honda	HRV	1	Auction/Wholesale	No	\$ 23,446	\$ 23,446	102%	\$879	\$3,206	House	Scott Adsett	Alain Doucet
4	2016	Chevrolet	Cruze	49	Trade on New	No	\$ 12,995	\$ 13,434	106%	\$1,215	\$0	George Reagh	Scott Adsett	House
5	2013	Chevrolet	Cruze	3	Auction/Wholesale	No	\$ 8,882	\$ 8,882	93%	\$1,582	\$431	Chris Ransome	Barrett Wenckowski	Alain Doucet
6	2018	Buick	Encore	27	Auction/Wholesale	No	\$ 19,900	\$ 19,900	99%	\$1,772	\$1,523	George Reagh	Barrett Wenckowski	Alain Doucet
7	2011	Chevrolet	Equinox	11	Trade on New	No	\$ 7,895	\$ 8,995	88%	\$3,065	\$831	Ross McCoubrey	Scott Adsett	Alain Doucet
8	2015	Ford	F-150	11	Trade on New	No	\$ 30,999	\$ 30,999	98%	\$9,354	\$1,031	Ross McCoubrey	Scott Adsett	Alain Doucet
9	2012	Nissan	Frontier	1	Auction/Wholesale	No	\$ 14,500	\$ 14,500	100%	\$750	\$1,897	Ross McCoubrey	Scott Adsett	Alain Doucet
10	2016	Honda	CR-V	2	Auction/Wholesale	No	\$ 21,119	\$ 21,119	103%	\$2,846	\$995	House	Scott Adsett	Alain Doucet
11	2014	Honda	Ridgeline	1	Auction/Wholesale	No	\$ 19,300	\$ 18,300	96%	\$1,428	\$3,556	Chris Ransome	Barrett Wenckowski	Alain Doucet
12	2017	Ram	Promaster	12	Auction/Wholesale	No	\$ 27,995	\$ 27,200	97%	\$1,745	\$0	Ross McCoubrey	Scott Adsett	House
13	2017	Ram	Promaster	12	Auction/Wholesale	No	\$ 27,995	\$ 27,200	97%	\$1,499	\$0	Ross McCoubrey	Scott Adsett	House
14	2012	Ford	F-150	16	Trade on New	No	\$ 22,735	\$ 22,735	93%	\$4,894	\$431	Matt Lewis	Scott Adsett	Alain Doucet
15	2015	Ford	F-150	17	Trade on New	No	\$ 29,995	\$ 29,995	96%	\$6,096	\$4,946	Ross McCoubrey	Barrett Wenckowski	Alain Doucet
16	2017	Ford	Escape	84	Auction/Wholesale	No	\$ 25,358	\$ 25,358	107%	\$2,000	\$431	Ross McCoubrey	Barrett Wenckowski	Alain Doucet
17	2014	Nissan	Altima	1	Auction/Wholesale	No	\$ 10,991	\$ 10,991	89%	\$363	\$2,652	George Reagh	Barrett Wenckowski	Alain Doucet
18	2019	Ford	F-250	3	LBO Customer	No	\$ 84,814	\$ 84,814	110%	\$1,700	\$0	House	Scott Adsett	House
19	2015	Ford	Explorer	1	Auction/Wholesale	No	\$ 24,595	\$ 24,595	95%	\$2,428	\$3,316	George Reagh	Scott Adsett	Alain Doucet
20	2016	Ford	F-150	1	Auction/Wholesale	No	\$ 34,995	\$ 34,900	103%	\$1,122	\$3,257	Chris Ransome	Scott Adsett	Alain Doucet
21	2018	Buick	Encore	2	Auction/Wholesale	No	\$ 19,895	\$ 19,895	100%	\$627	\$1,041	George Reagh	Barrett Wenckowski	Chad Amiraault
22	2016	Chevrolet	Cruze	3	Auction/Wholesale	No	\$ 12,427	\$ 12,427	92%	\$1,270	\$719	Chris Ransome	Barrett Wenckowski	Chad Amiraault
23	2012	Honda	Civic	17	Trade on Used	No	\$ 15,995	\$ 15,995	114%	\$3,194	\$3,195	Chris Ransome	Barrett Wenckowski	Alain Doucet
24	2013	Ford	F-150	1	Auction/Wholesale	No	\$ 23,496	\$ 23,495	97%	\$1,192	\$2,687	Ross McCoubrey	Barrett Wenckowski	Chad Amiraault
25	2015	Ford	Escape	1	Auction/Wholesale	No	\$ 18,914	\$ 18,914	94%	\$137	\$986	George Reagh	Barrett Wenckowski	Chad Amiraault
26	2016	Chevrolet	Silverado	32	Auction/Wholesale	No	\$ 29,145	\$ 27,750	102%	\$3,248	\$2,186	Chris Ransome	Barrett Wenckowski	Chad Amiraault
27	2018	Buick	Encore	63	Auction/Wholesale	No	\$ 19,795	\$ 19,196	99%	\$14	\$1,714	George Reagh	Scott Adsett	Alain Doucet
28	2014	Hyundai	Elantra	56	Trade on Used	No	\$ 8,137	\$ 7,137	78%	\$2,091	\$2,297	George Reagh	Barrett Wenckowski	Chad Amiraault
29	2012	Hyundai	Santa Fe	1	Auction/Wholesale	No	\$ 9,000	\$ 9,000	89%	\$678	\$2,037	Ross McCoubrey	Barrett Wenckowski	Chad Amiraault
30	2015	Honda	Civic	6	Auction/Wholesale	No	\$ 13,900	\$ 13,900	92%	\$1,528	\$2,737	George Reagh	Barrett Wenckowski	Chad Amiraault
31	2018	Ford	Explorer	55	Auction/Wholesale	No	\$ 39,142	\$ 38,961	101%	\$750	\$0	Ross McCoubrey	Scott Adsett	Alain Doucet
32	2018	Ford	Edge	33	Auction/Wholesale	No	\$ 34,051	\$ 34,051	103%	\$4,721	\$4,289	Ross McCoubrey	Scott Adsett	Alain Doucet
33	2012	Honda	Civic	57	Trade on Used	No	\$ 9,072	\$ 9,072	112%	\$35	\$0	Chris Ransome	Scott Adsett	Chad Amiraault
34	2018	chevrolet	Equinox	83	Auction/Wholesale	No	\$ 24,999	\$ 24,999	95%	\$2,310	\$1,602	Ross McCoubrey	Scott Adsett	Alain Doucet

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Retail Units	42	Averages		19.5			\$ 22,366	\$ 22,243	558%	\$ 2,071	\$ 1,864			

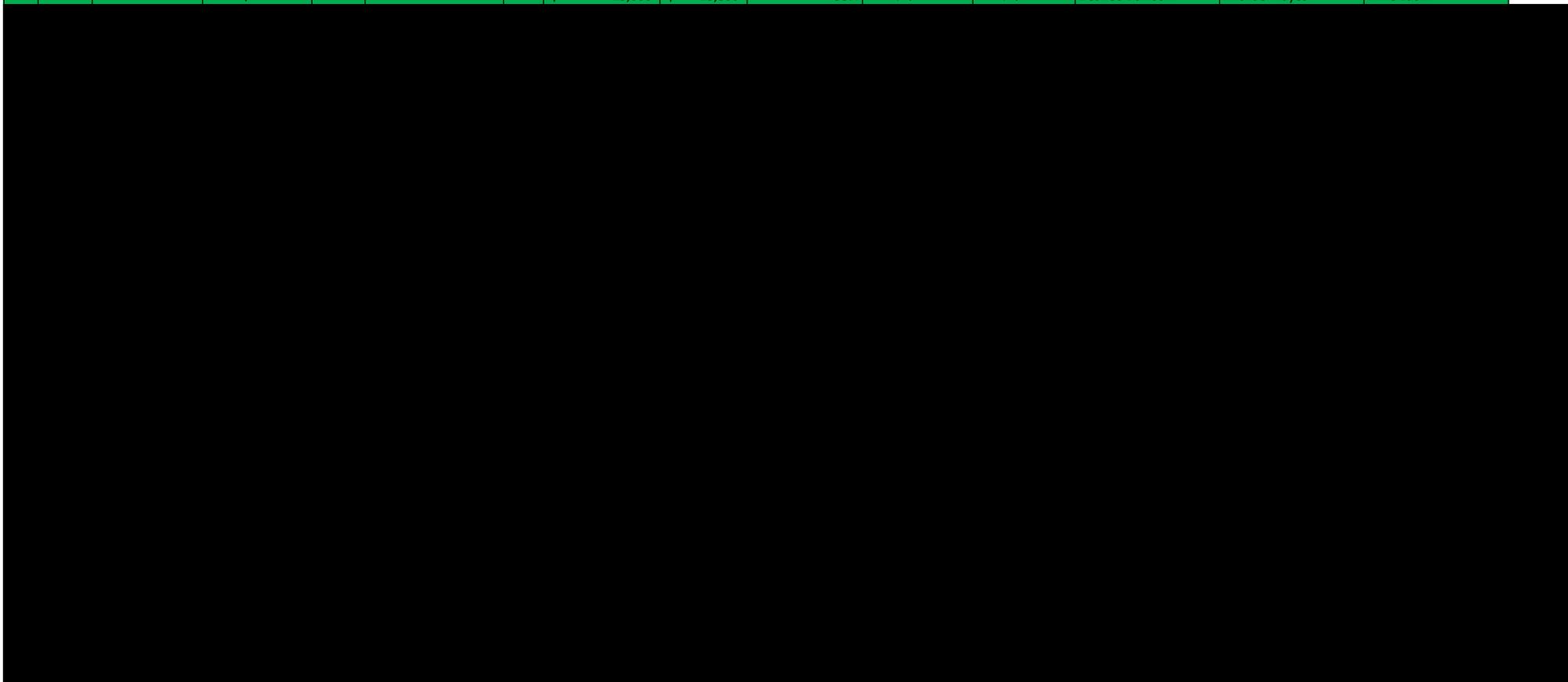
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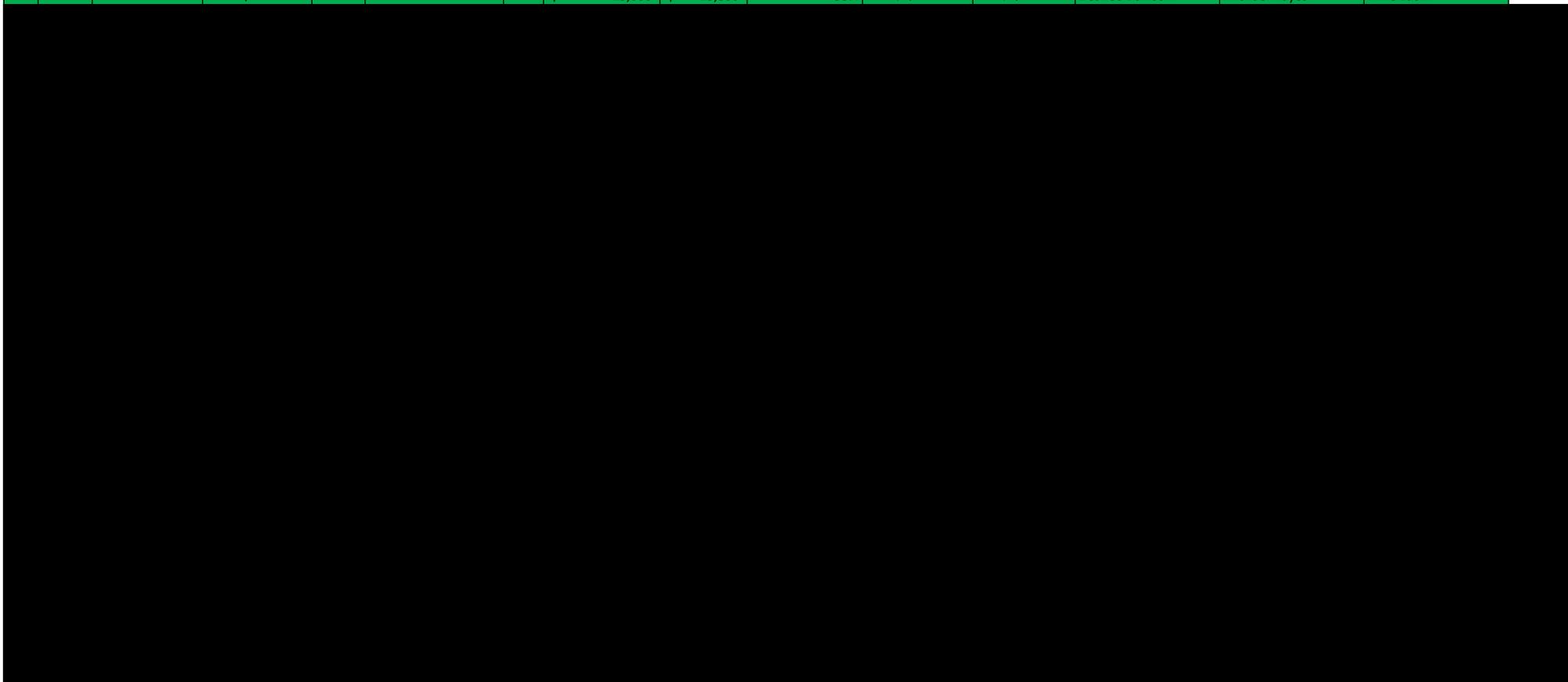
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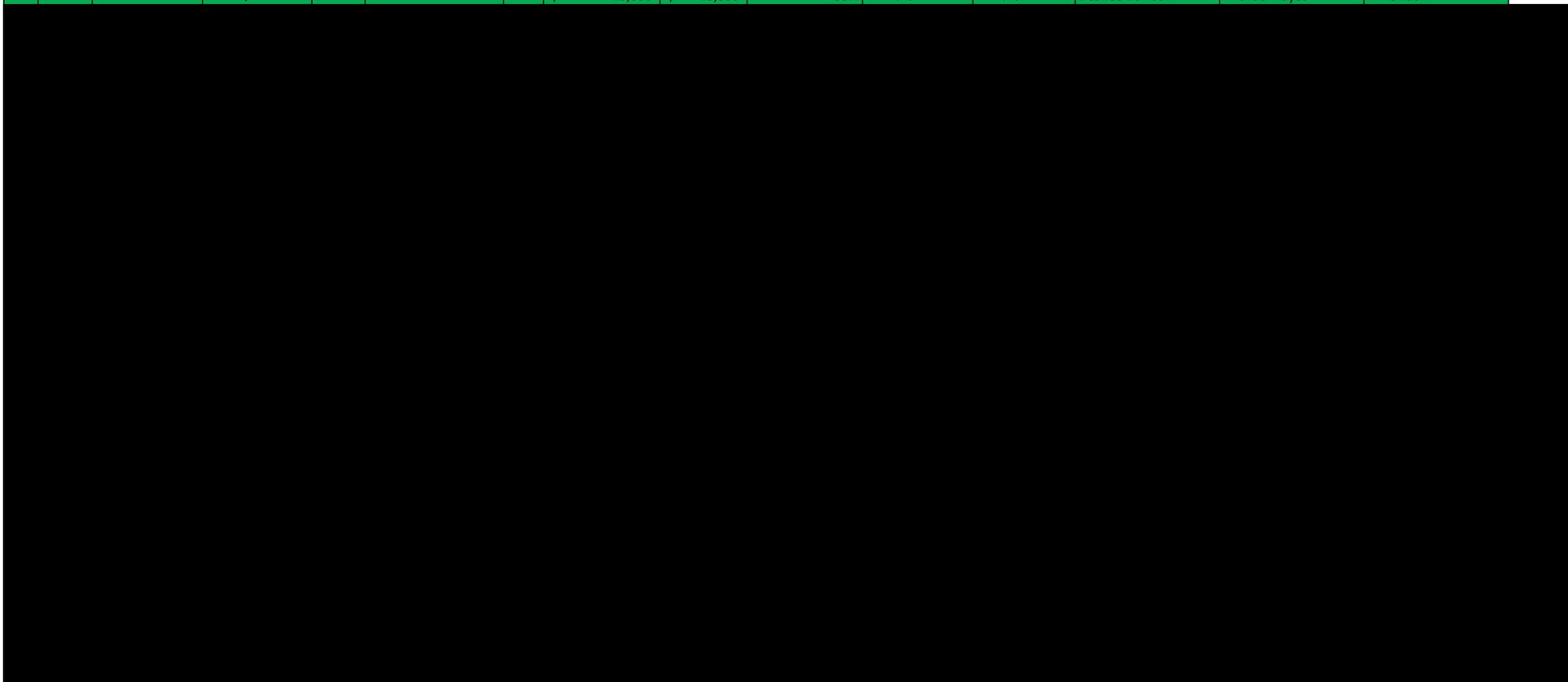
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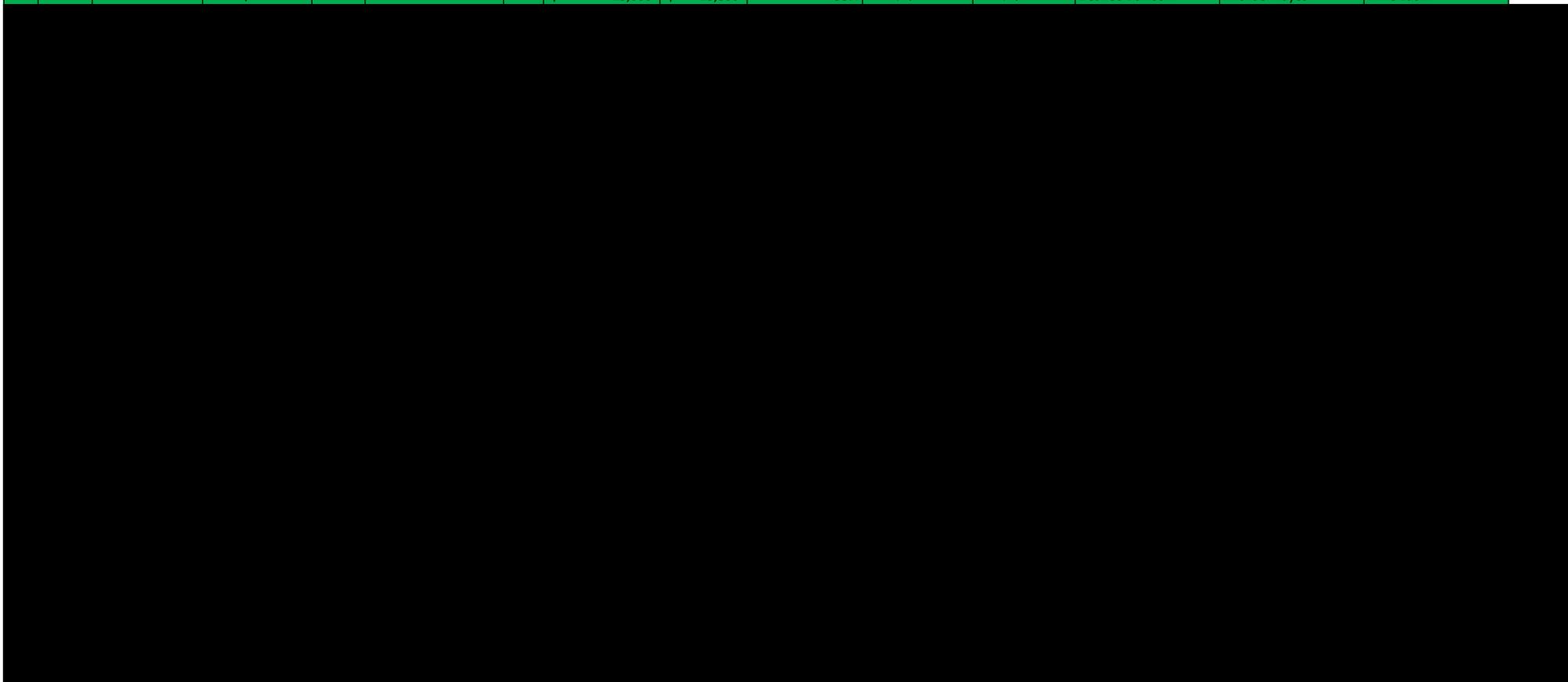
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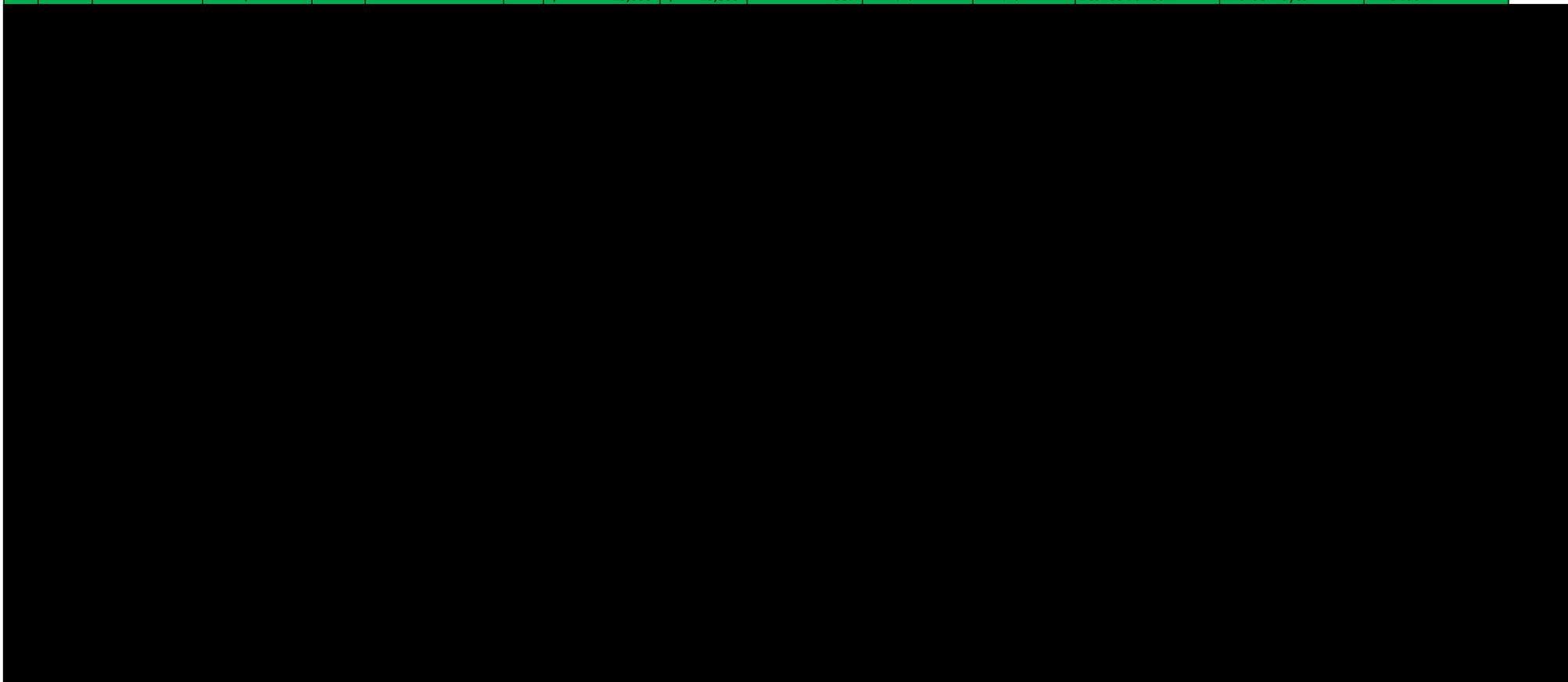
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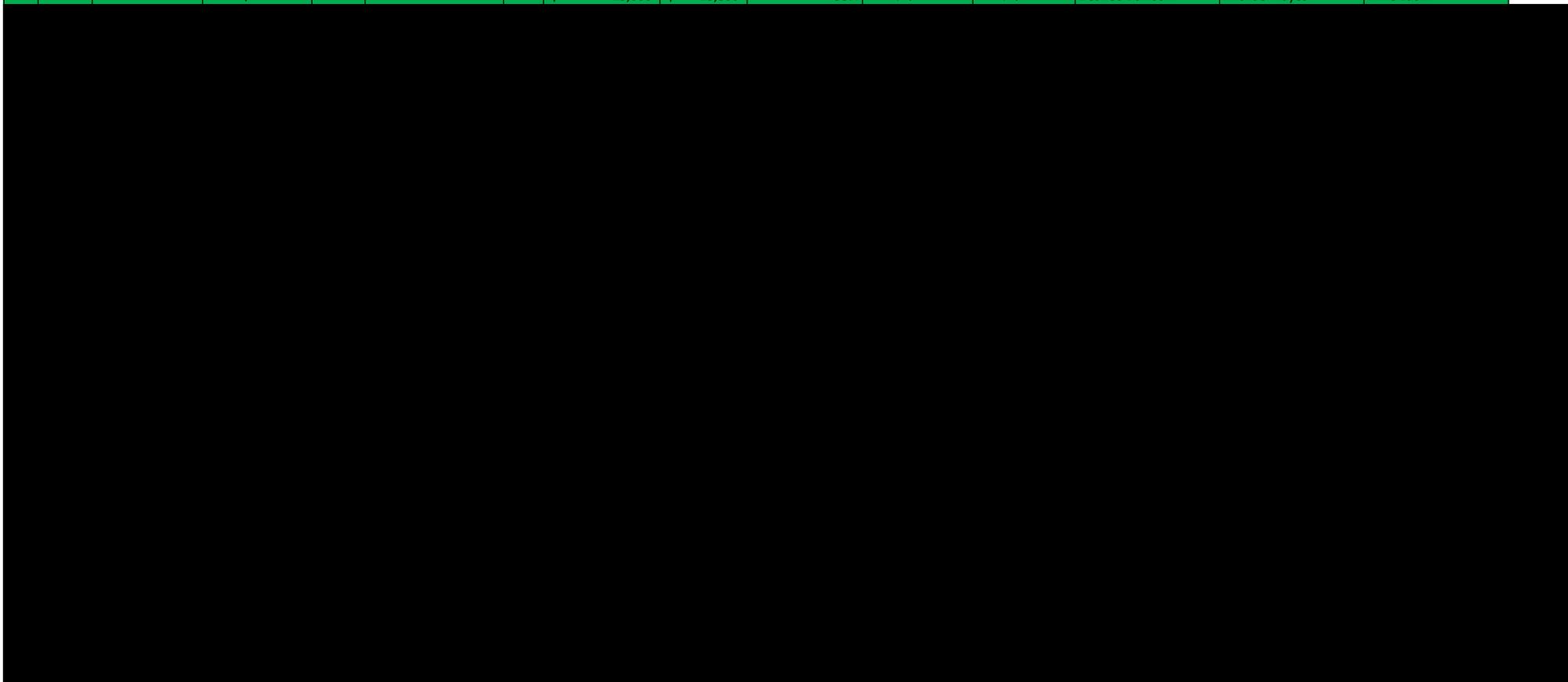
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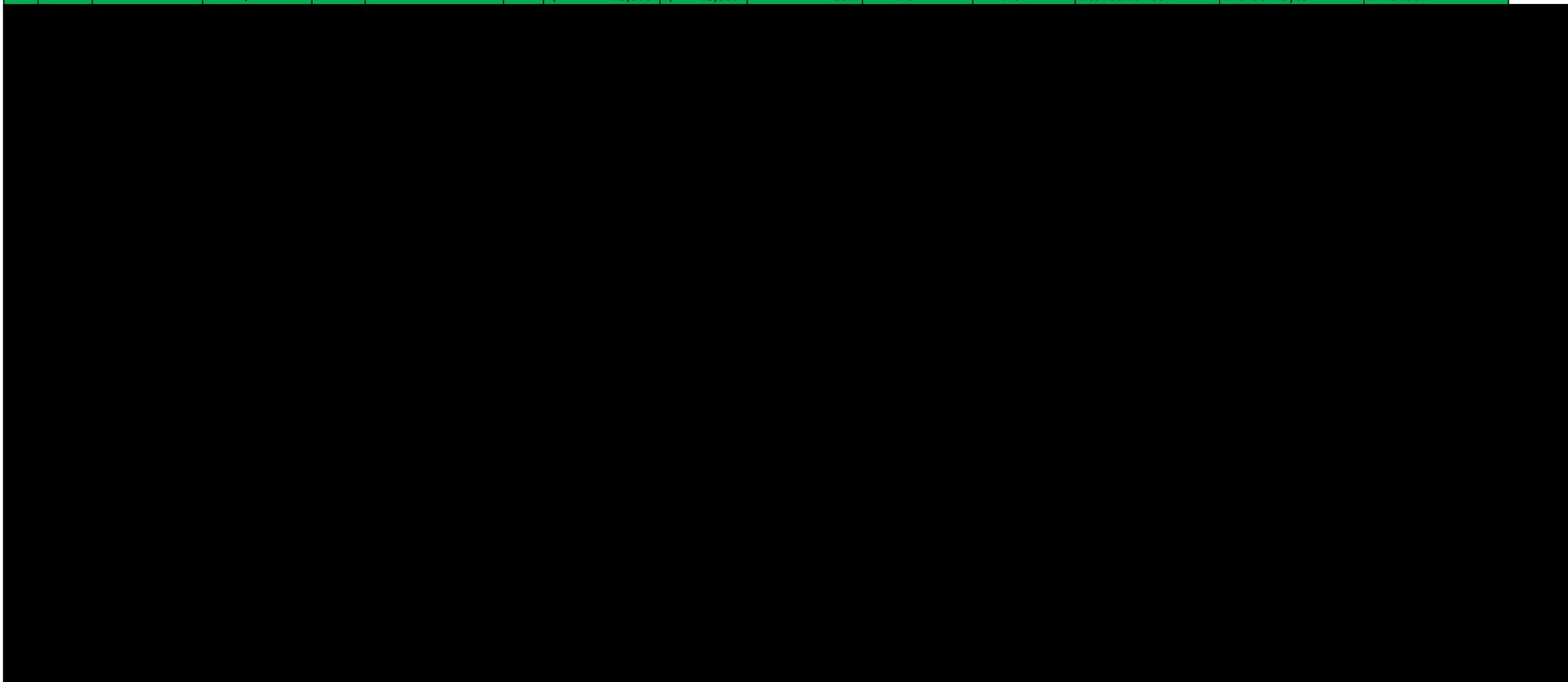
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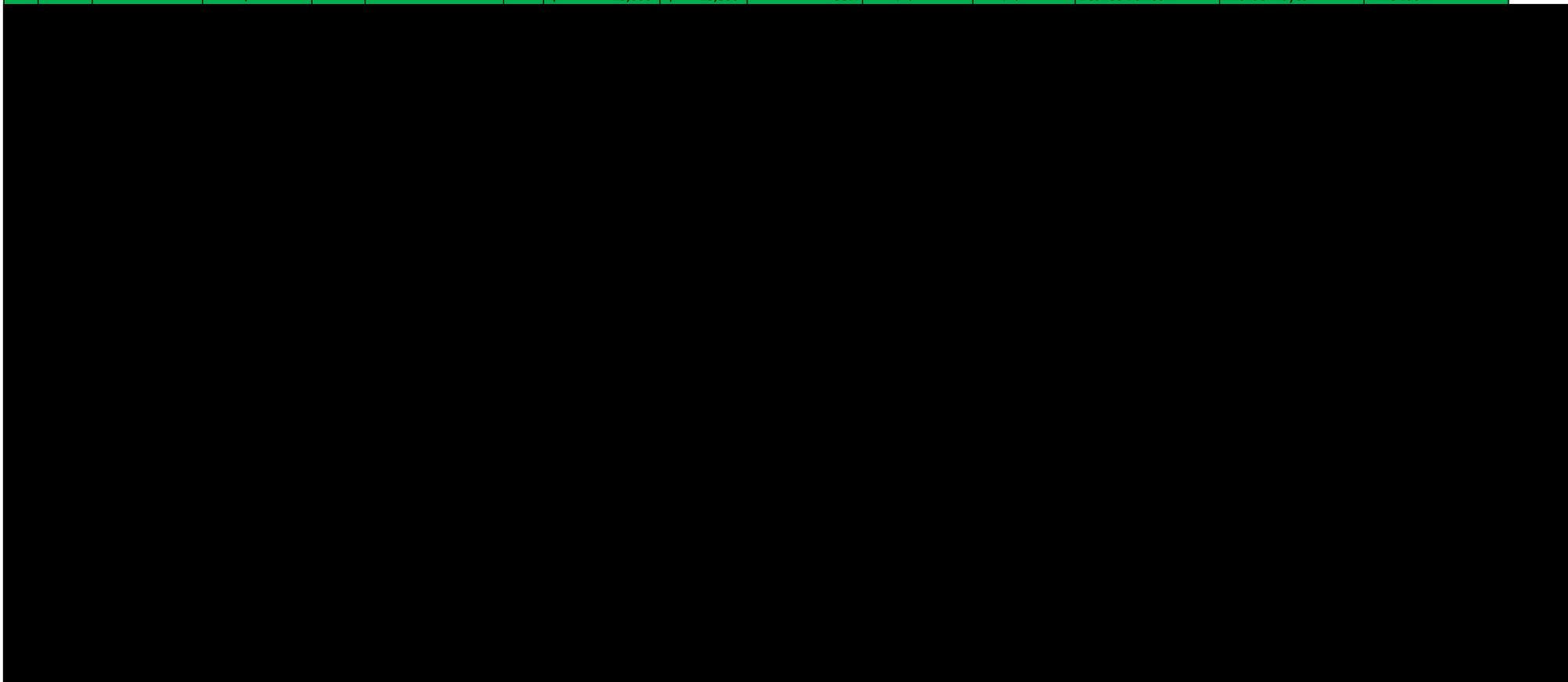
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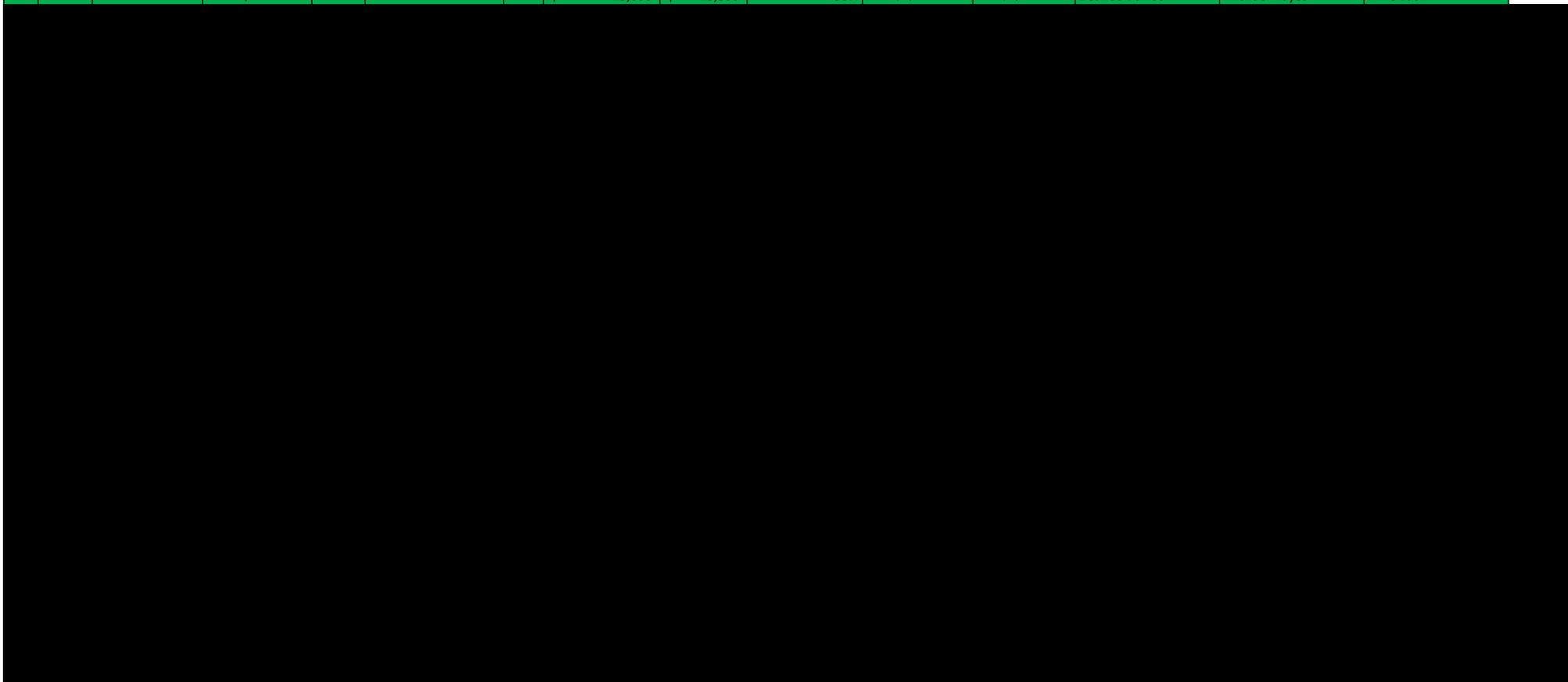
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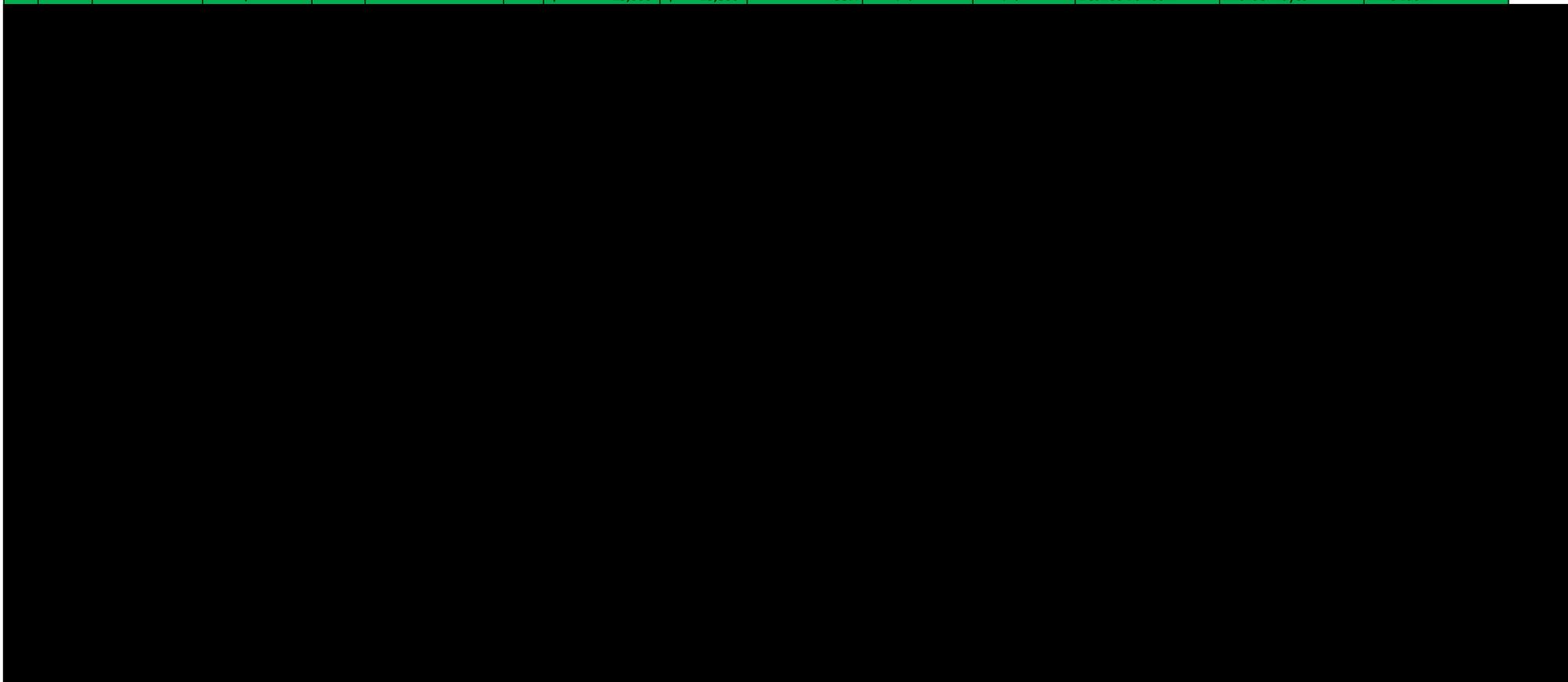
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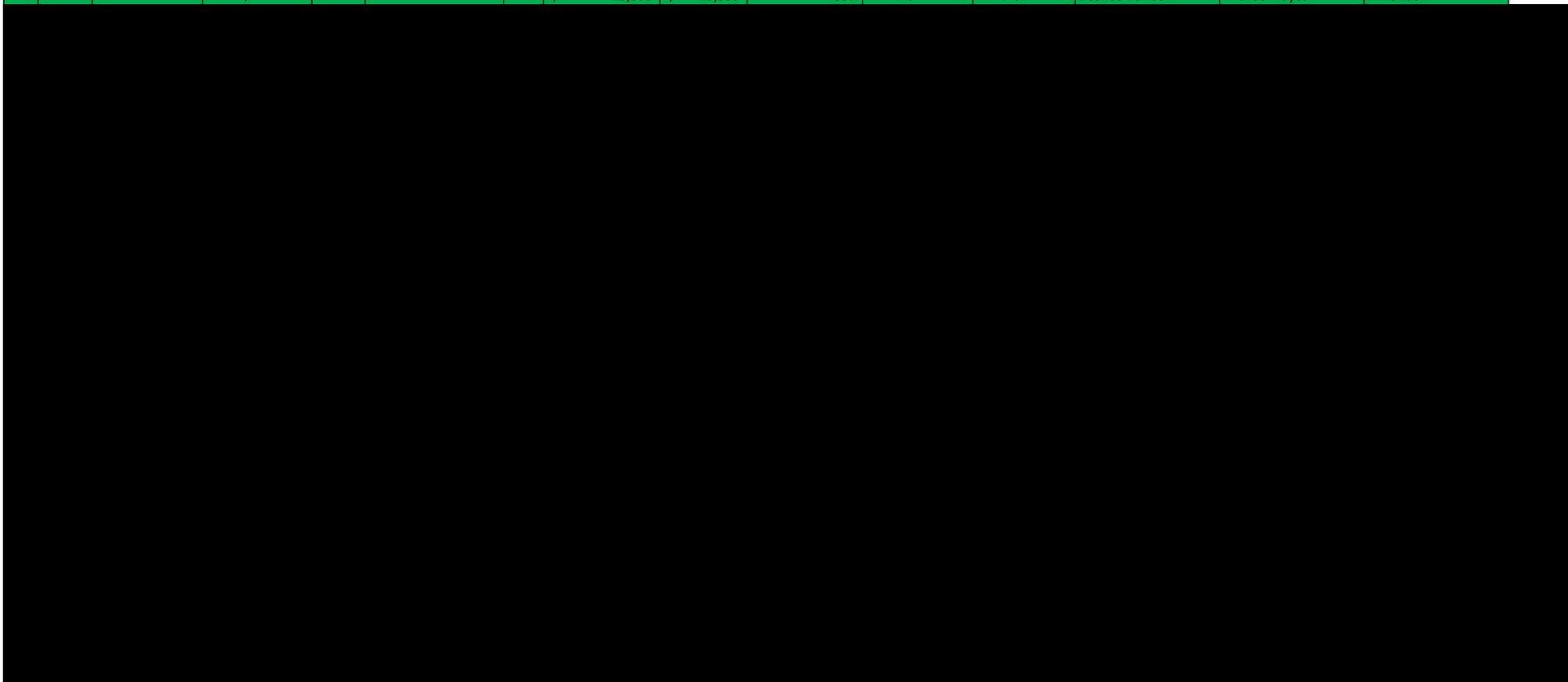
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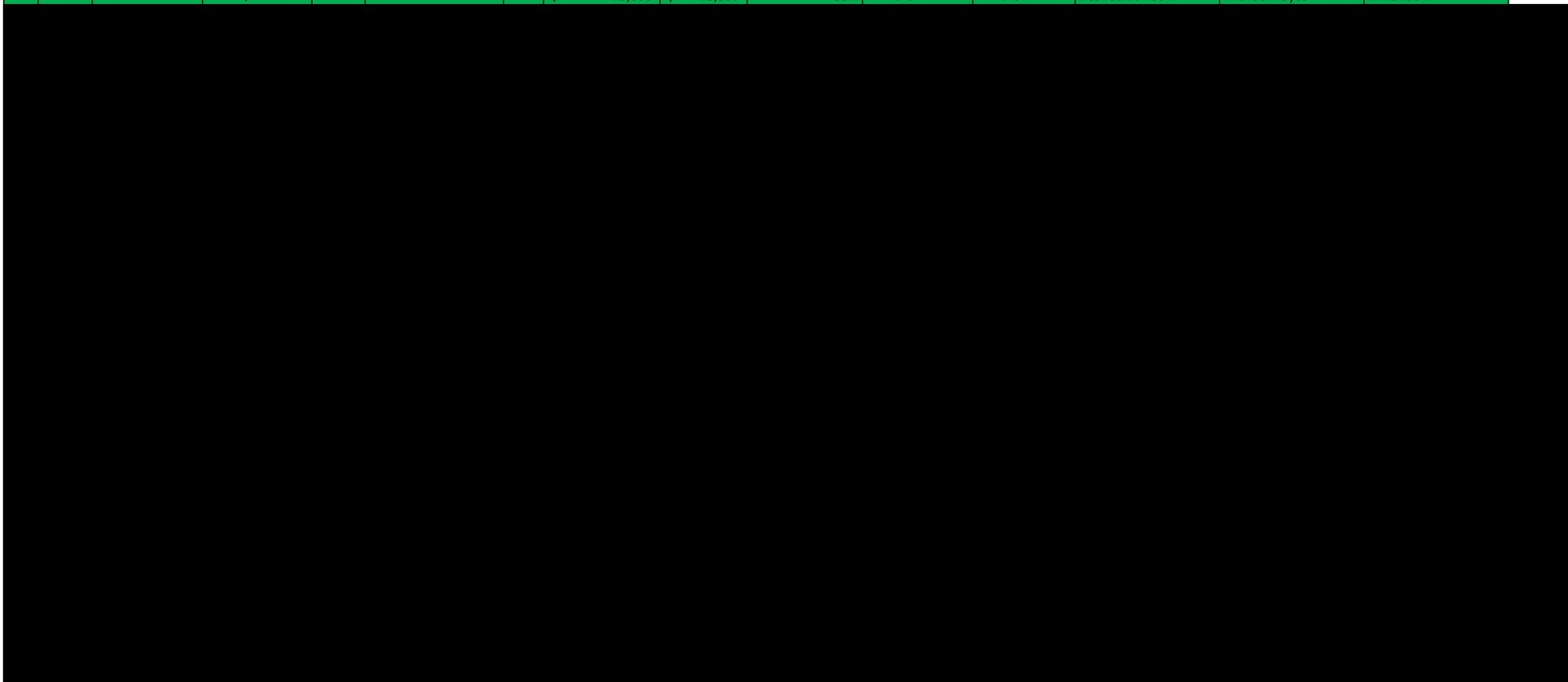
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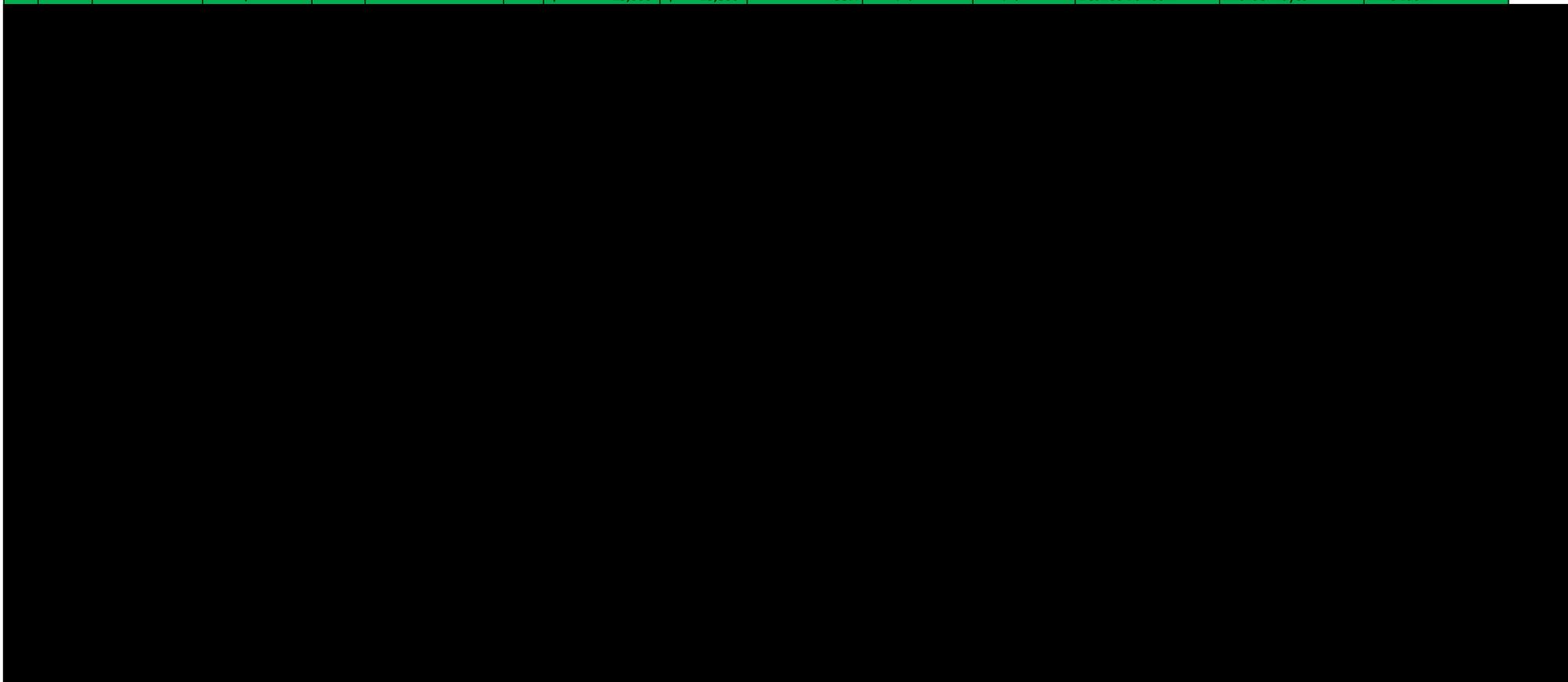
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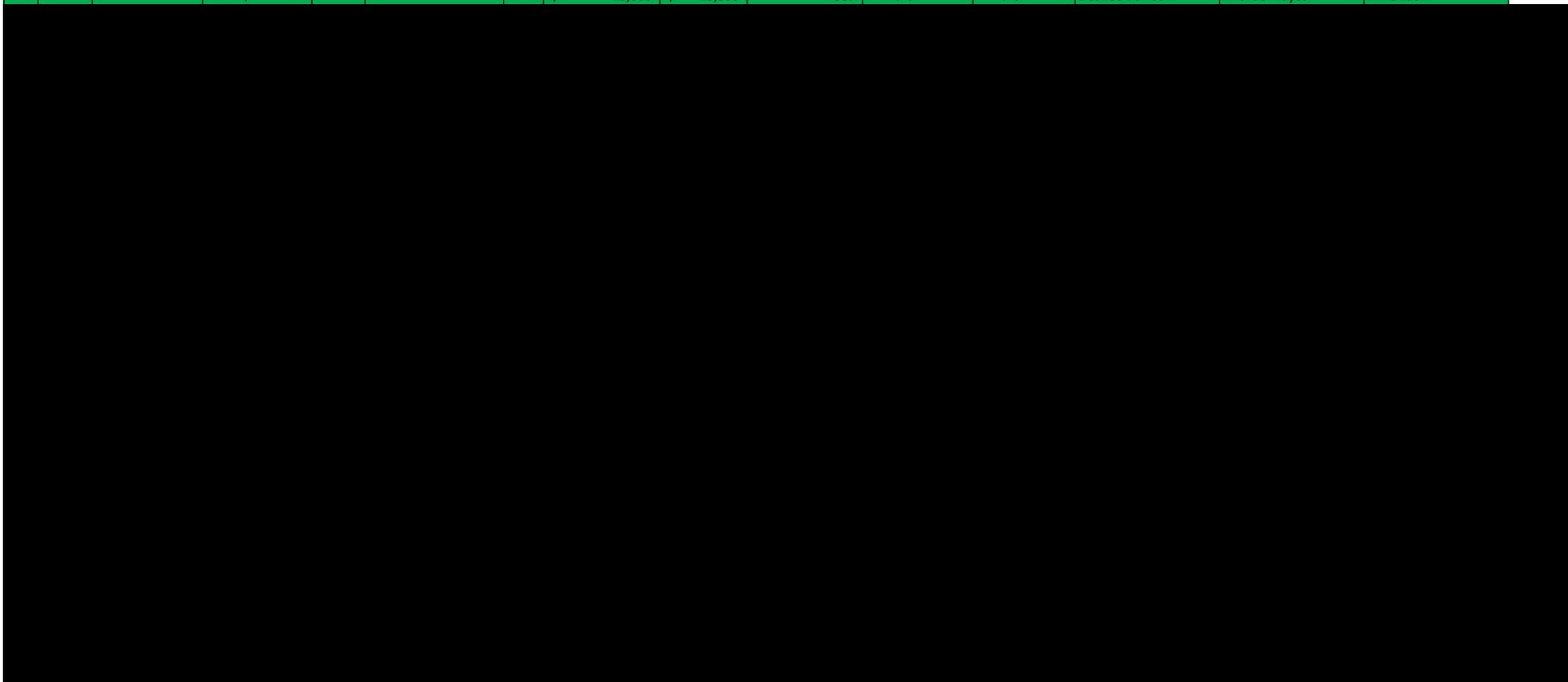
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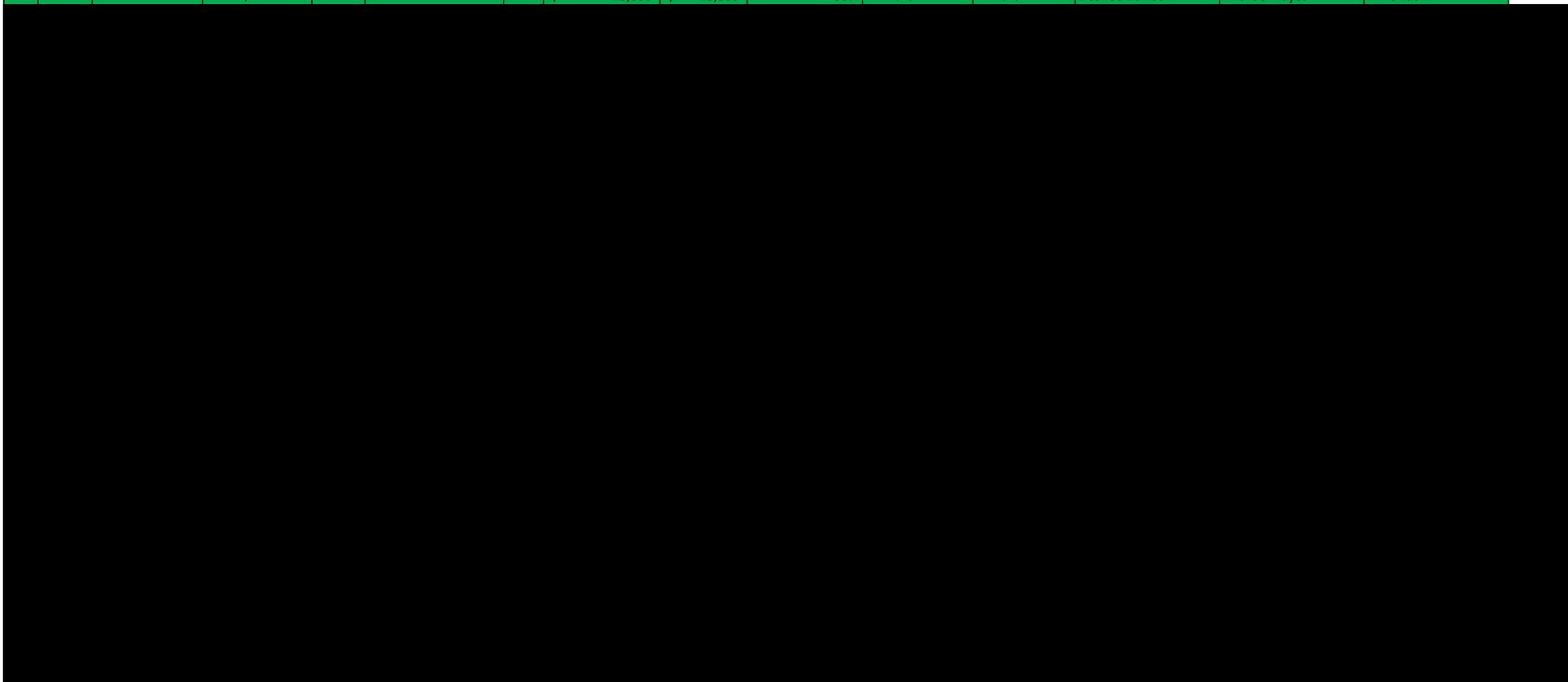
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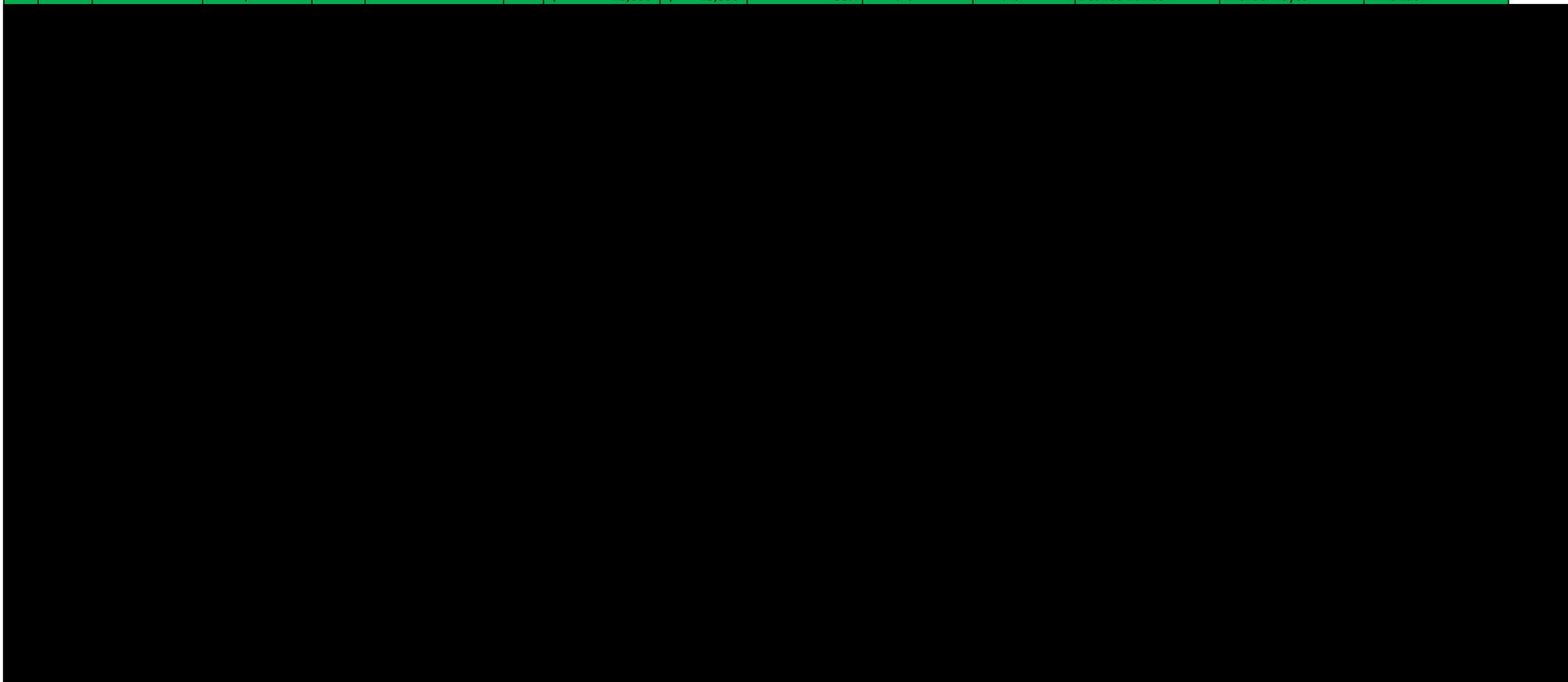
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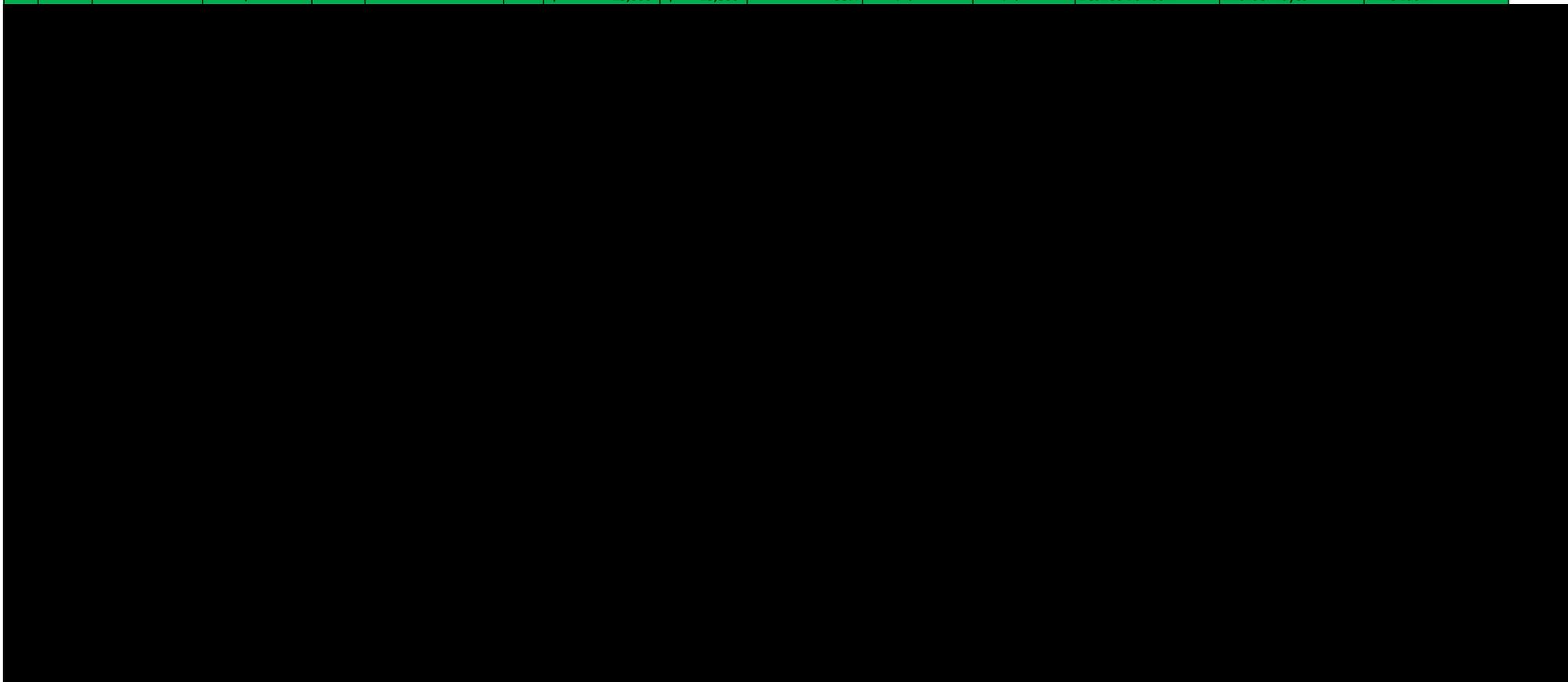
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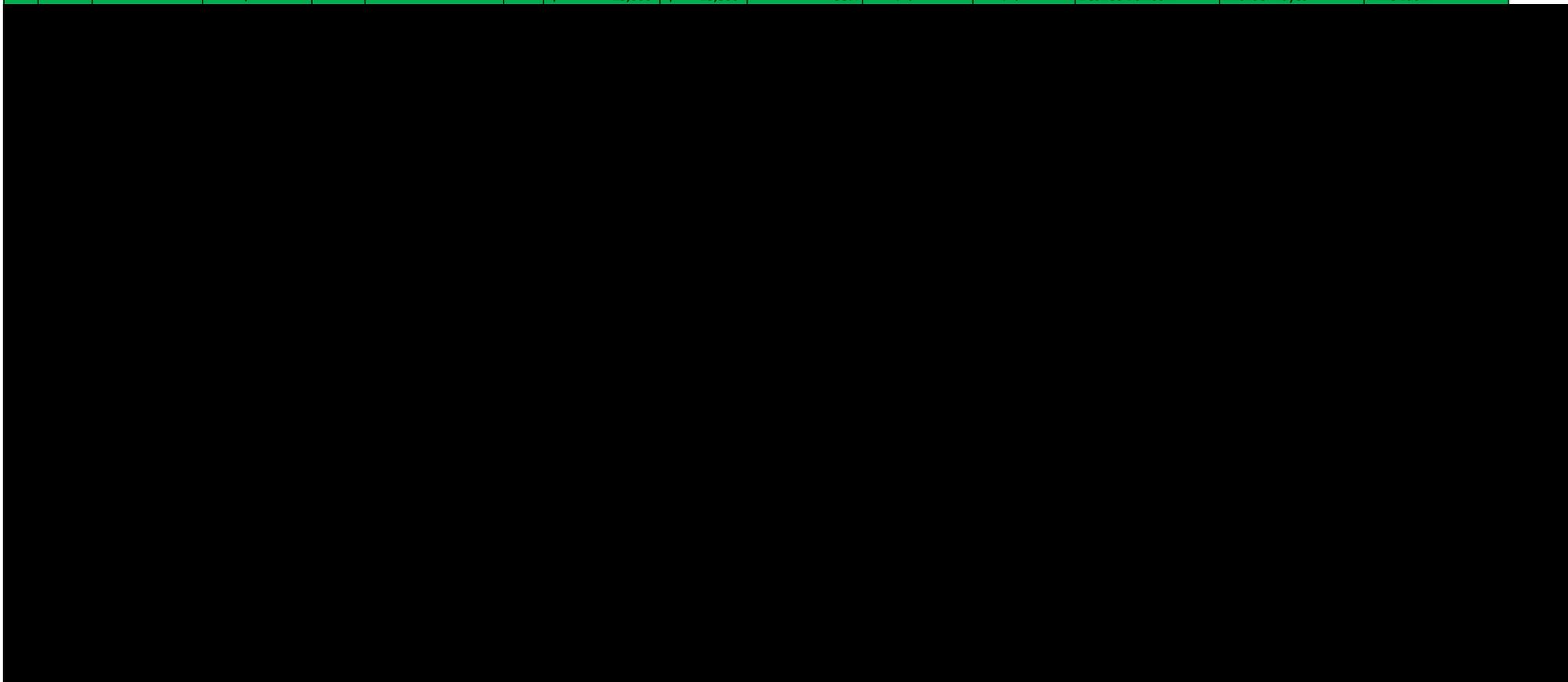
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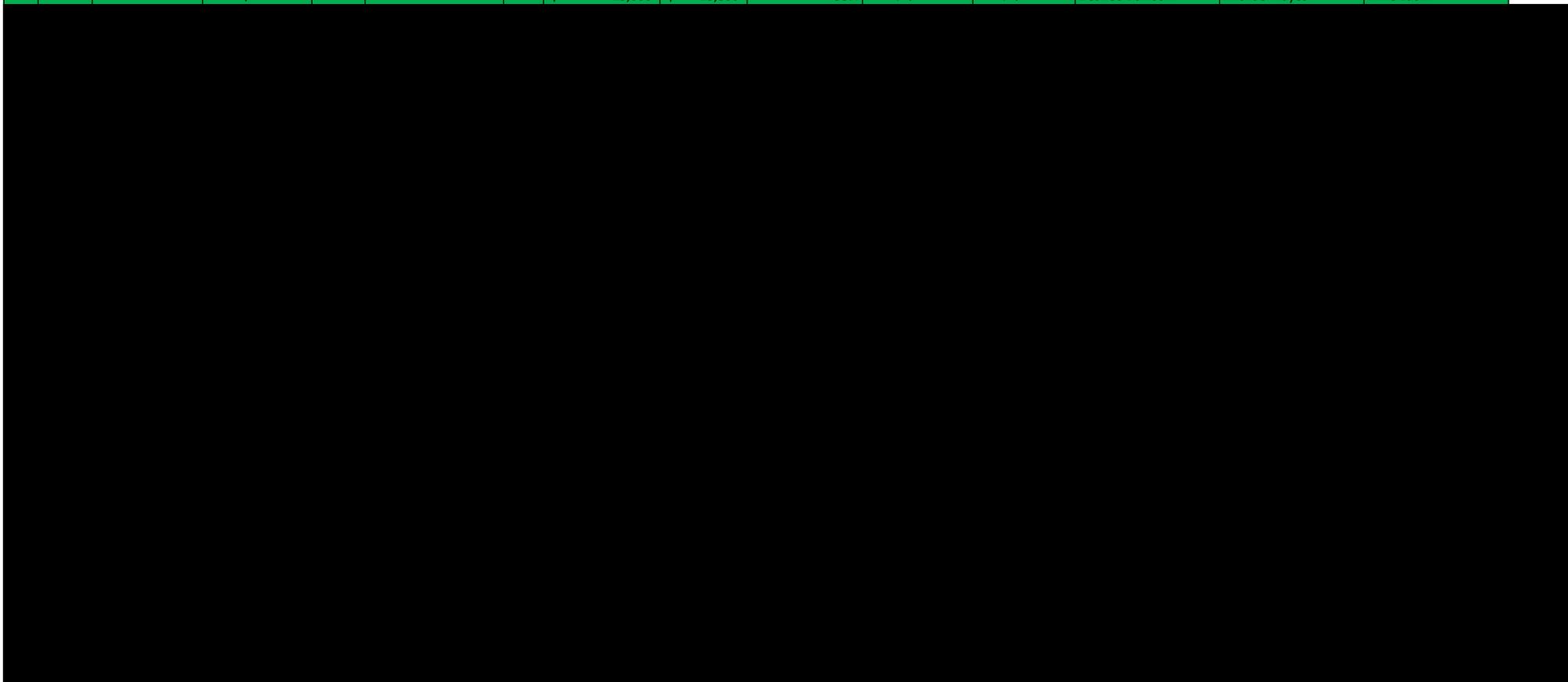
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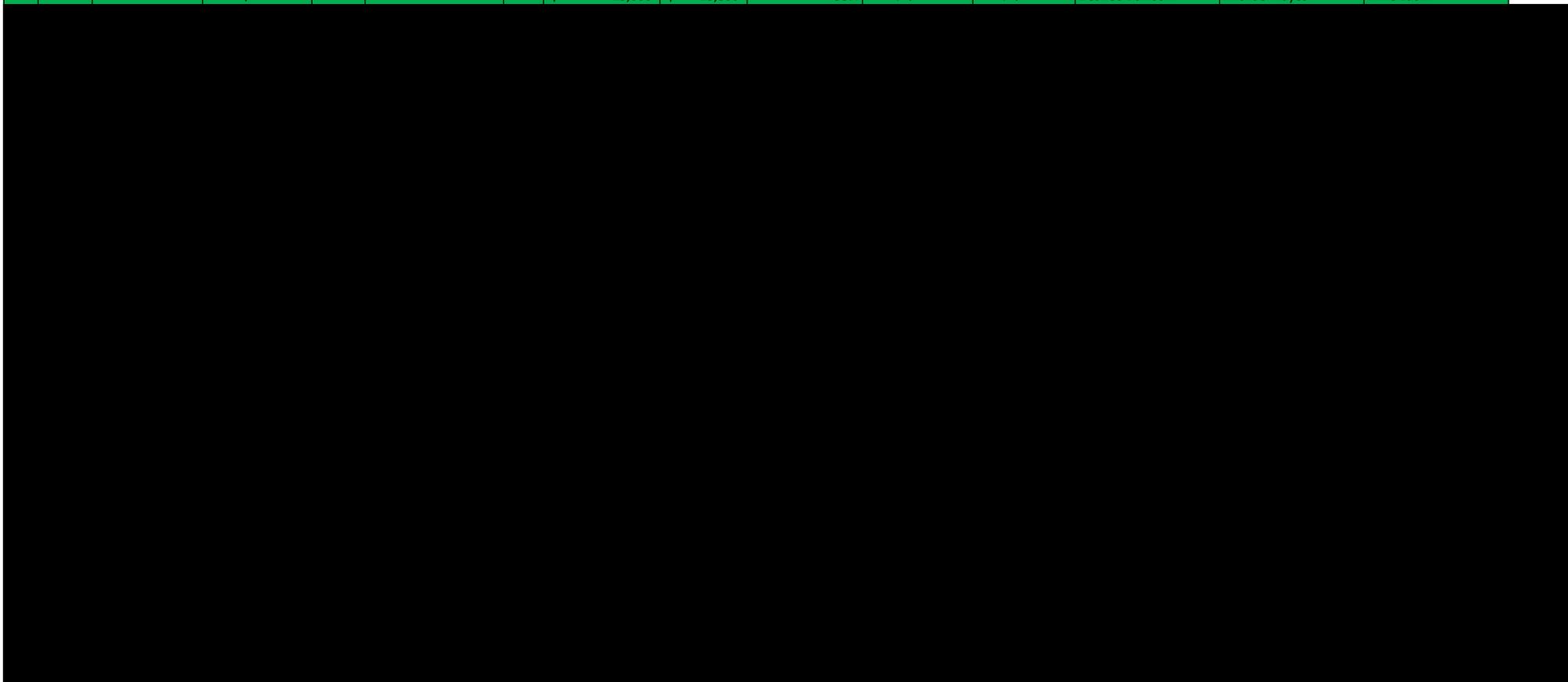
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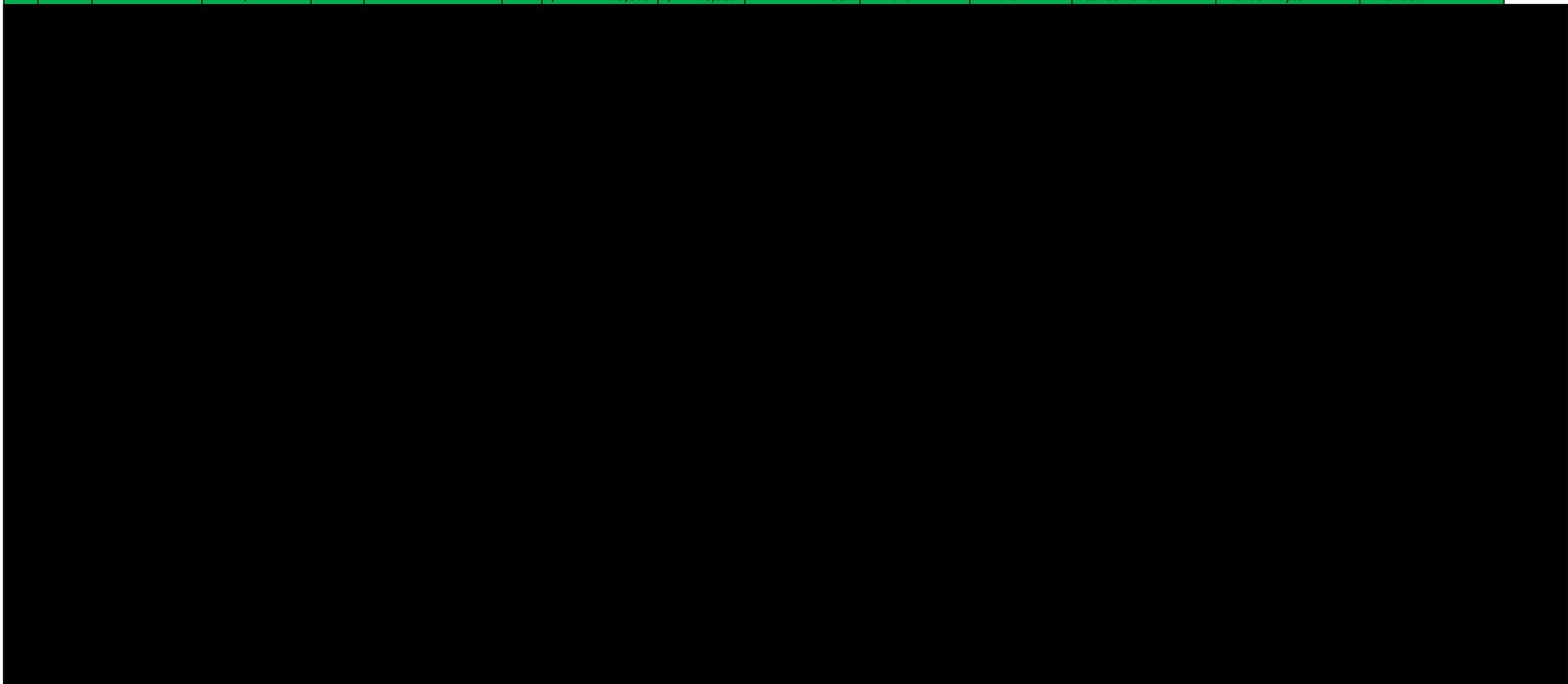
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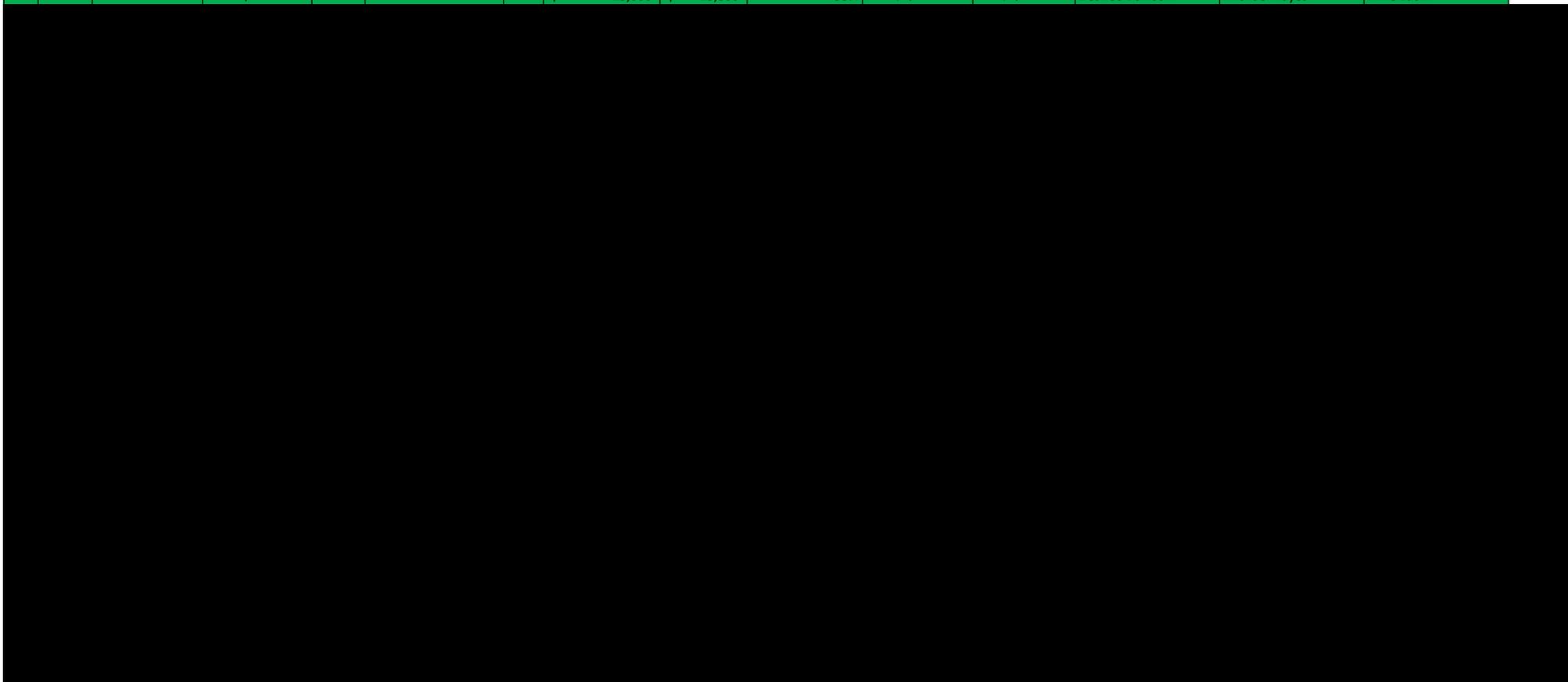
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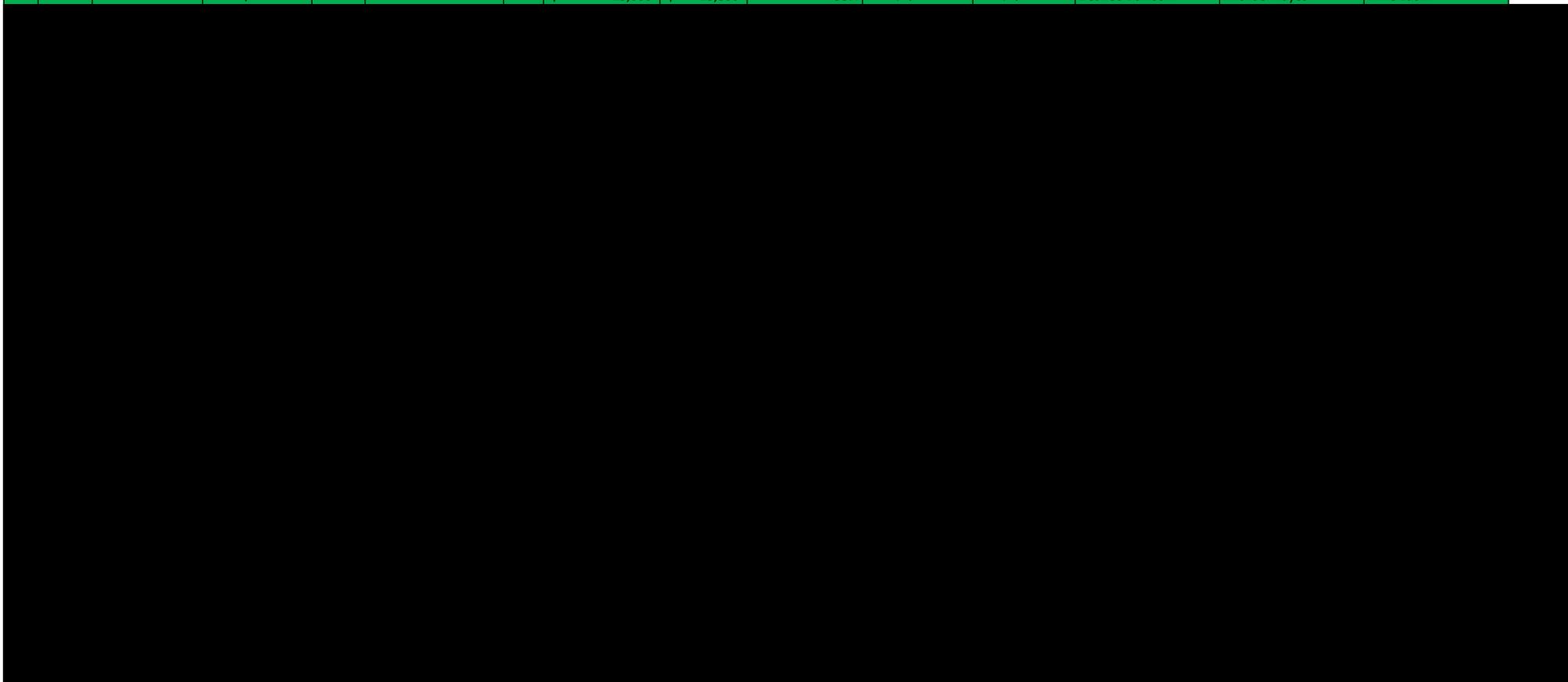
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