

Desk Manager(s)	Finance Manager(s)
Keri Lavoie	Katie Pape
Bob Schulte	David Lara
Andy Wright	Travis Huebner
Larry Stark	





Sales Consultant(s)	New Car Franchise(s)
Mike Chizik	Subaru
Tom Smith	
Jenny Tibbetts	
Danielle Marquis	
Doug Johnson	
Vinnie Shaw	
Jeff Wheeler	
Nick Garcia	
Rob Sinnott	
Jun Mario	
Dan Merhalski	
Rick O'neal	
Robert Nicoll	
Reneigh Chick	
House	





#	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
ex.	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$1,000
1	2016	Subaru	Outback	80	Trade on New	No	\$ 22,150	\$ 22,150	104%	\$1,610	\$1,950
2	2019	Subaru	Impreza	51	Loaner/Rental Fleet	Yes	\$ 21,502	\$ 20,300	90%	(\$119)	\$345
3	2017	Subaru	Forester	120	Trade on New	No	\$ 21,999	\$ 21,999	105%	(\$1,099)	\$0
4	2016	Subaru	Forester	29	Trade on New	No	\$ 22,400	\$ 22,400	105%	\$4,655	\$226
5	2016	Subaru	Outback	103	Trade on New	No	\$ 22,500	\$ 22,500	102%	\$1,105	\$0
6	2018	Subaru	Outback	137	Trade on New	No	\$ 28,900	\$ 28,900	103%	(\$235)	\$0
7	2017	Subaru	Outback	86	Trade on New	No	\$ 31,300	\$ 29,600	100%	\$1,363	\$224
8	2015	Toyota	Rav 4	27	Trade on New	No	\$ 21,900	\$ 21,900	100%	\$3,659	\$611
9	2016	Subaru	Forester	3	Trade on New	No	\$ 19,900	\$ 19,900	100%	\$3,350	\$297
10	2015	Subaru	Forester	117	Trade on New	No	\$ 23,445	\$ 18,999	113%	(\$251)	\$1,140
11	2009	Cadillac	Escalade	106	Trade on New	No	\$ 13,500	\$ 13,500	100%	\$833	\$233
12	2019	Subaru	Outback	40	Loaner/Rental Fleet	Yes	\$ 26,900	\$ 26,900	89%	\$1,471	\$700
13	2017	Subaru	Impreza	90	LBO OEM/Leasing Co.	No	\$ 22,650	\$ 23,650	100%	\$2,533	\$2,299
14	2017	Subaru	Impreza	68	Trade on New	No	\$ 17,000	\$ 17,000	100%	\$1,945	\$1,348
15	2015	Subaru	Forester	11	Trade on New	No	\$ 18,500	\$ 18,500	100%	\$4,602	\$185
16	2018	Subaru	Impreza	176	Loaner/Rental Fleet	Yes	\$ 25,555	\$ 20,999	100%	(\$1,819)	\$1,293
17	2016	Subaru	Legacy	83	LBO OEM/Leasing Co.	No	\$ 24,444	\$ 22,250	112%	\$2,783	\$376
18	2015	Subaru	Forester	73	Trade on New	No	\$ 21,852	\$ 20,050	100%	\$1,467	\$0
19	2016	Subaru	Forester	18	LBO OEM/Leasing Co.	No	\$ 22,699	\$ 21,500	110%	\$4,164	\$1,651
20	2016	Subaru	Impreza	49	Trade on New	No	\$ 19,000	\$ 19,000	100%	\$722	\$0
21	2016	Subaru	Impreza	36	Trade on New	No	\$ 18,900	\$ 18,598	100%	\$2,572	\$0
22	2019	Subaru	Impreza	82	Loaner/Rental Fleet	Yes	\$ 20,900	\$ 19,250	94%	\$712	\$612
23	2017	Subaru	Forester	104	Trade on New	No	\$ 19,641	\$ 19,641	98%	\$751	\$0
24	2018	Subaru	Forester	102	LBO OEM/Leasing Co.	No	\$ 22,400	\$ 22,400	92%	\$820	\$376
25	2015	Subaru	Crosstrek	39	LBO OEM/Leasing Co.	No	\$ 19,900	\$ 19,900	100%	\$4,808	\$1,131
26	2015	Subaru	Forester	28	Trade on New	No	\$ 18,800	\$ 18,800	100%	\$1,907	\$800
27	2016	Subaru	Impreza	28	LBO OEM/Leasing Co.	No	\$ 18,888	\$ 17,500	106%	\$1,690	\$909
28	2017	Subaru	Crosstrek	88	Trade on New	No	\$ 21,150	\$ 21,000	100%	\$2,022	\$1,566
29	2019	Subaru	Forester	58	Loaner/Rental Fleet	Yes	\$ 24,000	\$ 24,000	91%	\$1,229	\$520
30	2011	Subaru	Outback	8	Trade on New	No	\$ 14,500	\$ 14,500	130%	\$4,350	\$1,640
31	2019	Subaru	Ascent	30	Loaner/Rental Fleet	Yes	\$ 34,800	\$ 34,800	95%	\$2,285	\$802
32	2016	Subaru	Forester	10	Trade on New	No	\$ 22,450	\$ 22,450	100%	\$3,603	\$0
33	2010	Subaru	Legacy	27	Trade on Used	No	\$ 10,300	\$ 10,300	109%	\$3,020	\$738
34	2016	Subaru	Outback	37	Trade on New	No	\$ 21,900	\$ 21,900	105%	\$3,038	\$0
35	2012	Subaru	Legacy	21	Trade on NEw	No	\$ 10,900	\$ 10,900	110%	\$3,393	\$699
36	2016	Subaru	Crosstrek	26	Trade on New	No	\$ 21,402	\$ 21,402	102%	\$3,034	\$265
37	2016	Subaru	Outback	98	Trade on new	No	\$ 19,900	\$ 19,900	101%	\$456	\$520
38	2016	Subaru	Outback	32	LBO OEM/Leasing Co.	No	\$ 26,700	\$ 26,700	106%	\$3,401	\$1,368
39	2016	Subaru	Impreza	17	Trade on new	No	\$ 17,771	\$ 17,771	103%	\$2,724	\$1,508
40	2016	Subaru	Outback	5	LBO OEM/Leasing Co.	No	\$ 26,400	\$ 26,400	103%	\$2,820	\$1,493
41	2008	Honda	Fit	15	Trade on new	No	\$ 5,900	\$ 5,900	104%	\$2,826	\$0

42	2014	Toyota	Camry	86	Trade on new	No	\$	11,800	\$	11,664	90%	\$1,504	\$747
43	2017	Subaru	Forester	110	LBO OEM/Leasing Co.	No	\$	21,300	\$	21,300	88%	(\$44)	\$1,334
44	2017	Subaru	Outback	108	Loaner/Rental Fleet	No	\$	25,752	\$	25,900	77%	\$76	\$1,142
45	2016	Subaru	Forester	0	Other	No	\$	19,000	\$	18,683	102%	(\$42)	\$1,067
46	2017	Subaru	Crosstrek	96	LBO OEM/Leasing Co.	No	\$	20,650	\$	20,650	103%	(\$499)	\$1,253
47	2018	Subaru	Outback	119	Loaner/Rental Fleet	Yes	\$	24,900	\$	24,900	82%	\$2,650	\$2,190
48	2016	Subaru	Crosstrek	22	Other	No	\$	22,500	\$	22,500	103%	\$2,672	\$905
49	2017	Subaru	Crosstrek	121	Other	No	\$	19,900	\$	19,900	92%	(\$563)	\$0
50	2018	Subaru	Forester	104	Other	No	\$	26,500	\$	26,500	100%	(\$141)	\$0
51	2011	Subaru	Forester	31	Trade on new	No	\$	12,500	\$	12,500	106%	\$716	\$1,551
52	2017	Subaru	Outback	52	Other	No	\$	24,300	\$	24,300	98%	\$2,354	\$942
53	2015	Subaru	Impreza	45	Trade on new	No	\$	18,900	\$	18,900	100%	\$2,946	\$518

## Scoreboard Totals

% Retailed of Non-New Franchise	7%
Total # Retail Units	58
Average Days to Sale	58.8
Average Advertised Price (Time of Sale)	\$ 20,815
Average Transaction Price	\$ 20,472
Average Market Price at 100%	\$ 20,738
Average Price to Market % (Time of Sale)	100%
Average Transaction to Market	99%
Average Transactional Discount	\$ 343
Average Front End Gross	\$ 1,931
Average Finance Gross	\$ 758
PUVR	\$ 2,689
Total Gross (Units & PUVR)	\$ 155,945
GROI	80%



MY

Scoreboard		<i>(Click on the blue head</i>	
Desk Manager	Totals	Keri Lavoie	
% Retailed of Non-New Franchise	7%	13%	
Total # Retail Units	58	23	
Average Days to Sale	58.8	69.1	
Average Advertised Price (Time of Sale)	\$ 20,815	\$ 21,616	
Average Transaction Price	\$ 20,472	\$ 21,181	
Average Market Price at 100%	\$ 20,738	\$ 21,622	
Average Price to Market % (Time of Sale)	100%	100%	
Average Transaction to Market %	99%	98%	
Average Transactional Discount	\$ 343	\$ 435	
Average Front End Gross	\$ 1,931	\$ 1,767	
Average Finance Gross	\$ 758	\$ 629	
PUVR	\$ 2,689	\$ 2,395	
Total Gross (Units & PUVR)	\$ 155,945	\$ 55,089	
GROI	80%	59%	



**der to access the dropdown list, then scroll up to select the staff m**

Bob Schulte	Andy Wright	Larry Stark
6%	0%	0%
18	9	8
48.4	49.2	63.3
\$ 20,312	\$ 19,753	\$ 20,838
\$ 20,341	\$ 18,728	\$ 20,687
\$ 21,047	\$ 19,020	\$ 21,123
97%	104%	99%
97%	98%	98%
\$ (29)	\$ 1,025	\$ 150
\$ 2,241	\$ 2,187	\$ 1,417
\$ 1,004	\$ 926	\$ 385
\$ 3,245	\$ 3,113	\$ 1,802
\$ 58,419	\$ 28,020	\$ 14,418
119%	122%	50%







**Scoreboard***(Click on the blue head*

<b>Sales Consultant</b>	<b>Totals</b>	<b>Mike Chizik</b>
% Retailed of Non-New Franchise	7%	0%
Total # Retail Units	58	10
Average Days to Sale	58.8	63.1
Average Advertised Price (Time of Sale)	\$ 20,815	\$ 22,055
Average Transaction Price	\$ 20,472	\$ 21,690
Average Market Price at 100%	\$ 20,738	\$ 21,544
Average Price to Market % (Time of Sale)	100%	102%
Average Transaction to Market %	99%	101%
Average Transactional Discount	\$ 343	\$ 365
Average Front End Gross	\$ 1,931	\$ 1,655
Average Finance Gross	\$ 758	\$ 858
PUVR	\$ 2,689	\$ 2,513
Total Gross (Units & PUVR)	\$ 155,945	\$ 25,126
GROI	80%	66%



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Danielle Marquis	Doug Johnson	Vinnie Shaw
14%	0%	0%
7	2	9
72.6	66.5	77.3
\$ 20,656	\$ 17,971	\$ 22,966
\$ 20,021	\$ 17,970	\$ 22,605
\$ 20,994	\$ 18,171	\$ 23,870
98%	99%	96%
95%	99%	95%
\$ 635	\$ 0	\$ 361
\$ 2,433	\$ 1,778	\$ 975
\$ 805	\$ 329	\$ 502
\$ 3,238	\$ 2,107	\$ 1,477
\$ 22,669	\$ 4,214	\$ 13,293
80%	63%	30%

**ember for each column.)**

Jeff Wheeler	Rob Sinnott	Jun Mario
50%	25%	0%
4	4	6
56.0	41.5	57.8
\$ 18,343	\$ 14,522	\$ 20,617
\$ 18,309	\$ 14,175	\$ 20,566
\$ 19,000	\$ 14,439	\$ 20,813
97%	101%	99%
96%	98%	99%
\$ 34	\$ 347	\$ 50
\$ 2,010	\$ 2,182	\$ 1,947
\$ 924	\$ 496	\$ 811
\$ 2,933	\$ 2,678	\$ 2,758
\$ 11,732	\$ 10,714	\$ 16,546
103%	164%	83%

Dan Merhalski	Robert Nicoll	Reneigh Chick
0%	0%	0%
5	6	4
22.2	77.3	32.5
\$ 19,680	\$ 21,234	\$ 24,875
\$ 19,440	\$ 20,367	\$ 24,875
\$ 18,645	\$ 21,898	\$ 25,216
106%	97%	99%
104%	93%	99%
\$ 240	\$ 868	\$ -
\$ 3,766	\$ 1,093	\$ 3,069
\$ 812	\$ 1,162	\$ 482
\$ 4,578	\$ 2,255	\$ 3,552
\$ 22,889	\$ 13,531	\$ 14,207
382%	52%	158%

House		
0%	#DIV/0!	#DIV/0!
1	0	0
0.0	#DIV/0!	#DIV/0!
\$ 19,000	#DIV/0!	#DIV/0!
\$ 18,683	#DIV/0!	#DIV/0!
\$ 18,627	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!
\$ 317	#DIV/0!	#DIV/0!
\$ (42)	#DIV/0!	#DIV/0!
\$ 1,067	#DIV/0!	#DIV/0!
\$ 1,024	#DIV/0!	#DIV/0!
\$ 1,024	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!

































Scoreboard		<i>(Click on the blue head</i>	
Finance Manager	Totals	Katie Pape	
% Retailed of Non-New Franchise	7%	14%	
Total # Retail Units	58	14	
Average Days to Sale	58.8	67.6	
Average Advertised Price (Time of Sale)	\$ 20,815	\$ 20,367	
Average Transaction Price	\$ 20,472	\$ 19,989	
Average Market Price at 100%	\$ 20,738	\$ 20,970	
Average Price to Market % (Time of Sale)	100%	97%	
Average Transaction to Market %	99%	95%	
Average Transactional Discount	\$ 343	\$ 378	
Average Front End Gross	\$ 1,931	\$ 1,345	
Average Finance Gross	\$ 758	\$ 1,123	
PUVR	\$ 2,689	\$ 2,468	
Total Gross (Units & PUVR)	\$ 155,945	\$ 34,555	
GROI	80%	66%	



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David Lara	Travis Huebner	
5%	5%	#DIV/0!
22	22	0
63.7	48.3	#DIV/0!
\$ 21,609	\$ 20,305	#DIV/0!
\$ 21,477	\$ 19,773	#DIV/0!
\$ 21,849	\$ 20,093	#DIV/0!
99%	101%	#DIV/0!
98%	98%	#DIV/0!
\$ 132	\$ 532	#DIV/0!
\$ 1,846	\$ 2,388	#DIV/0!
\$ 630	\$ 654	#DIV/0!
\$ 2,476	\$ 3,042	#DIV/0!
\$ 54,468	\$ 66,922	#DIV/0!
65%	115%	#DIV/0!





## Scoreboard

CPO	Totals	Yes
Total # Retail Units	58	7
Average Days to Sale	58.8	79.4
Average Advertised Price (Time of Sale)	\$ 20,815	\$ 25,508
Average Transaction Price	\$ 20,472	\$ 24,450
Average Market Price at 100%	\$ 20,738	\$ 27,935
Average Price to Market % (Time of Sale)	100%	91%
Average Transaction to Market %	99%	88%
Average Transactional Discount	\$ 343	\$ 1,058
Average Front End Gross	\$ 1,931	\$ 916
Average Finance Gross	\$ 758	\$ 923
PUVR	\$ 2,689	\$ 1,839
Total Gross (Units & PUVR)	\$ 155,945	\$ 12,872
GROI	80%	34%



No	
	51
	56.0
\$	19,926
\$	19,926
\$	20,015
	100%
	100%
\$	245
\$	2,070
\$	735
\$	2,805
\$	143,074
	91%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	58	54
Average Days to Sale	58.8	58.8
Average Advertised Price (Time of Sale)	\$ 20,815	\$ 21,373
Average Transaction Price	\$ 20,472	\$ 21,007
Average Market Price at 100%	\$ 20,738	\$ 21,520
Average Price to Market % (Time of Sale)	100%	99%
Average Transaction to Market %	99%	98%
Average Transactional Discount	\$ 343	\$ 366
Average Front End Gross	\$ 1,931	\$ 1,910
Average Finance Gross	\$ 758	\$ 785
PUVR	\$ 2,689	\$ 2,695
Total Gross (Units & PUVR)	\$ 155,945	\$ 145,533
GROI	80%	79%

No	
	4
	58.5
\$	13,241
\$	13,241
\$	13,562
	98%
	98%
\$	34
\$	2,205
\$	398
\$	2,603
\$	10,413
	121%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	58	32
% of Retail Units	100%	55%
% Retailed of Off-Brand	7%	13%
Average Days to Sale	58.8	53.5
Average Transaction Price	\$ 20,472	\$ 18,824
Average Transaction to Market %	99%	101%
Average Transactional Discount	\$ 343	\$ 267
Average Front End Gross	\$ 1,931	\$ 2,238
Average Finance Gross	\$ 758	\$ 578
PUVR	\$ 2,689	\$ 2,816
Total Gross (Units & PUVR)	\$ 155,945	\$ 90,124
GROI	80%	101%



Trade on Used	Street/Curb buy	Auction/wholesale
1	0	0
2%	0%	0%
0%	#DIV/0!	#DIV/0!
27.0	#DIV/0!	#DIV/0!
\$ 10,300	#DIV/0!	#DIV/0!
109%	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!
\$ 3,020	#DIV/0!	#DIV/0!
\$ 738	#DIV/0!	#DIV/0!
\$ 3,759	#DIV/0!	#DIV/0!
\$ 3,759	#DIV/0!	#DIV/0!
487%	#DIV/0!	#DIV/0!

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
8	0	10
14%	0%	17%
0%	#DIV/0!	0%
83.0	#DIV/0!	60.3
\$ 24,631	#DIV/0!	\$ 22,225
86%	#DIV/0!	100%
\$ 908	#DIV/0!	\$ 378
\$ 811	#DIV/0!	\$ 2,247
\$ 951	#DIV/0!	\$ 1,219
\$ 1,761	#DIV/0!	\$ 3,466
\$ 14,090	#DIV/0!	\$ 34,664
31%	#DIV/0!	93%

Other	
	7
	12%
	0%
	57.7
\$	22,198
	99%
\$	45
\$	1,198
\$	703
\$	1,901
\$	13,308
	53%

## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	58	21
% of Retail Units	100%	36%
% Retailed of Off-Brand	7%	10%
Average Days to Sale	58.8	18.5
Average Transaction Price	\$ 20,472	\$ 19,008
Average Transaction to Market %	99%	104%
Average Transactional Discount	\$ 343	\$ 123
Average Front End Gross	\$ 1,931	\$ 3,370
Average Finance Gross	\$ 758	\$ 780
PUVR	\$ 2,689	\$ 4,150
Total Gross (Units & PUVR)	\$ 155,945	\$ 87,147
GROI	80%	424%



31-45 days	46-60 days	61-90 days	90+ days
7	4	9	16
12%	7%	16%	28%
0%	0%	11%	6%
37.1	52.5	81.8	113.4
\$ 20,771	\$ 21,900	\$ 20,735	\$ 21,868
101%	93%	97%	94%
\$ 43	\$ 301	\$ 737	\$ 553
\$ 2,707	\$ 1,046	\$ 1,771	\$ 137
\$ 753	\$ 452	\$ 1,013	\$ 644
\$ 3,460	\$ 1,498	\$ 2,784	\$ 781
\$ 24,220	\$ 5,993	\$ 25,059	\$ 12,501
161%	47%	59%	11%