

							DEALER ACADEMY USED TRUCK SPECIAL STUDY						
aler Academy Class -ID No.	41												
	Name	Larry Cobb											
	Phone Number	207-210-2372											
B	C	D	E	F	G	H	I	J	K	L	M	N	
<u>Model Year</u> (4 digits)	<u>Market</u> <u>Segment</u>	<u>Manufacturer:</u>	<u>Type of Veh Sold:</u>	<u>Odometer</u> <u>Reading</u>	<u>Selling Price (\$)</u>	<u>Gross Profit (\$)</u>	<u>F & I Income (\$)</u>	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	<u>Transaction</u> <u>Type</u> Retail = 1 Wholesale = 2	<u>Trade with</u> <u>purchase</u> 1= yes 2=No	
2012	Class 8	KENWORTH	Sleeper	466390	\$ 26,815.00	\$ (30,319.06)	-	\$ 16,424.06	\$ 110.00	679 days	1	2	
2010	Class 8	KENWORTH	Day Cab	669892	\$ 52,500.00	\$ 12,992.87	-	\$ 500.00	\$ 5,023.65	178 days	1	2	
2012	Medium Duty	KENWORTH	Medium Conv	129038	\$ 38,000.00	\$ 3,727.19	-	\$ 3,000.00	\$ 825.00	242 days	1	2	
2006	Medium Duty	ISUZU	Medium COE	164842	\$ 3,500.00	\$ 500.00	-	-	-	43 days	2	2	
2004	Class 8	MACK	Vocational	382150	\$ 55,000.00	\$ 8,085.93	\$ 3,500.00	\$ 1,114.07	\$ 200.00	40 days	1	2	
2004	Class 8	MACK	Vocational	400820	\$ 55,000.00	\$ 1,363.10	\$ 3,500.00	\$ 7,561.90	\$ 475.00	73 days	1	2	
2007	Class 8	KENWORTH	Day Cab	910000	\$ 22,000.00	\$ 3,257.51	-	\$ 372.49	\$ 270.00	58 days	1	2	
2005	Class 8	KENWORTH	Sleeper	733425	\$ 25,269.84	\$ (31,445.92)	\$ 211.95	\$ 22,588.96	-	845 days	1	2	
2010	Medium Duty	INTERNATIONAL	Medium Conv	137474	\$ 16,000.00	\$ (897.07)	-	\$ 1,297.07	-	429 days	1	2	
2015	Class 8	PETERBILT	Sleeper	77100	\$ 98,000.00	\$ 8,453.26	-	\$ 3,791.74	\$ 1,155.00	17 days	1	1	
2013	Class 8	KENWORTH	Day Cab	185696	\$ 88,815.00	\$ 13,804.78	-	\$ 79.01	\$ 331.21	9 days	1	2	
2006	Class 8	MACK	Day Cab	117165	\$ 11,315.00	\$ 415.00	-	\$ -	\$ -	641 days	1	2	
2012	Medium Duty	HINO	Medium Conv	135600	\$ 36,406.47	\$ 1,342.08	-	\$ 2,354.39	-	82 days	1	2	
2004	Class 8	KENWORTH	Day Cab	395794	\$ 26,100.00	\$ 8,815.00	-	\$ 1,500.00	-	21 days	1	2	
2012	Class 8	INTERNATIONAL	Sleeper	320800	\$ 20,000.00	\$ 9,095.84	-	\$ 1,214.16	\$ 405.00	99 days	1	2	
1999	Class 8	VOLVO	Vocational	162694	\$ 35,000.00	\$ 1,483.12	-	\$ 701.88	\$ 315.00	195 days	2	2	
2003	Medium Duty	INTERNATIONAL	Medium Conv	513000	\$ 7,000.00	\$ (6,575.26)	-	\$ 6,660.45	\$ 314.81	861 days	1	2	
2005	Class 8	FREIGHTLINER	Sleeper	1148254	\$ 17,905.00	\$ 4,806.10	\$ 250.00	\$ 11.40	\$ 302.50	32 days	1	2	

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6=Off Lease	Out-of-line
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2005	Class 8	INTERNATIONAL	Sleeper	1281466	\$ 7,492.08	\$ (16.46)	-	\$ 4.31	\$ 404.23	144 days	1	2	
2015	Class 8	KENWORTH	Day Cab	191103	\$ 90,000.00	\$ 7,465.99	\$ 991.11	\$ 7,682.01	\$ 2,152.00	89 days	1	2	
2015	Class 8	KENWORTH	Day Cab	277234	\$ 90,000.00	\$ 7,545.75	\$ 991.11	\$ 7,302.25	\$ 1,952.00	88 days	1	2	
2006	Class 8	INTERNATIONAL	Day Cab	617838	\$ 30,000.00	\$ 4,988.76	-	\$ 2,081.24	\$ 330.00	17 days	1	2	
2015	Class 8	KENWORTH	Day Cab	212857	\$ 90,000.00	\$ 8,388.03	\$ 991.11	\$ 8,411.97	\$ 500.00	89 days	1	2	
2015	Class 8	KENWORTH	Day Cab	244320	\$ 90,000.00	\$ 3,140.98	\$ 934.94	\$ 11,854.02	\$ 1,825.00	88 days	1	2	
2014	Class 8	WESTERN STAR	Sleeper	824279	\$ 42,000.00	\$ 14,400.00	-	-	-	12 days	1	2	
2012	Class 8	WESTERN STAR	Sleeper	357593	\$ 47,500.00	\$ 4,500.00	-	-	-	44 days	2	2	
2007	Class 8	KENWORTH	Sleeper	673382	\$ 35,000.00	\$ 5,000.00	-	-	-	44 days	2	2	
2014	Class 8	KENWORTH	Sleeper	249637	\$ 69,750.00	\$ 3,356.60	-	\$ 40.00	\$ 3,503.40	1 day	2	2	
2014	Class 8	KENWORTH	Sleeper	268657	\$ 69,750.00	\$ 3,206.59	-	\$ 190.00	\$ 3,503.41	1 day	2	2	
2007	Class 8	KENWORTH	Day Cab	968928	\$ 45,000.00	\$ 6,762.55	-	\$ 2,226.69	\$ 410.76	25 days	1	2	
2006	Class 8	INTERNATIONAL	Day Cab	258600	\$ 29,000.00	\$ 1,292.85	-	\$ 7,107.15	-	404 days	1	2	
2012	Medium Duty	INTERNATIONAL	Medium Conv	26485	\$ 10,800.00	\$ 1,164.03	\$ 607.70	\$ 535.97	-	42 days	1	2	
2010	Class 8	KENWORTH	Sleeper	580962	\$ 37,815.00	\$ 5,815.00	-	-	-	34 days	2	2	
2016	Medium Duty	KENWORTH	Medium Conv	81315	\$ 75,800.00	\$ 10,860.22	\$ 505.13	\$ 1,619.78	-	39 days	1	2	
2005	Class 8	KENWORTH	Sleeper	541337	\$ 47,294.27	\$ (7,533.62)	-	\$ 4,256.27	\$ 4,600.00	128 days	1	1	
2009	Class 8	FREIGHTLINER	Sleeper	27646	\$ 26,315.00	\$ 9,050.26	-	\$ 2,664.74	-	40 days	1	1	
2008	Class 8	KENWORTH	Day Cab	1141240	\$ 25,000.00	\$ 6,815.00	-	-	-	6 days	1	2	
2010	Class 8	WESTERN STAR	Day Cab	142169	\$ 49,000.00	\$ 2,043.43	-	\$ 13,316.57	\$ 540.00	234 days	1	2	
2012	Class 8	KENWORTH	Sleeper	540708	\$ 68,000.00	\$ (16,391.65)	-	\$ 18,301.65	\$ 490.00	486 days	1	1	
2008	Class 8	PETERBILT	Sleeper	692800	\$ 48,000.00	\$ 6,754.41	-	\$ 11,645.59	\$ 1,000.00	184 days	1	2	
2007	Medium Duty	FORD	Medium Conv	45535	\$ 19,990.50	\$ 704.97	-	\$ 120.00	-	203 days	1	2	
2009	Class 8	FREIGHTLINER	Sleeper	733916	\$ 17,782.00	\$ 6,609.41	\$ 350.00	\$ 1,572.59	-	70 days	1	2	
2002	Medium Duty	KENWORTH	Medium Conv	247844	\$ 28,200.00	\$ 851.01	-	\$ 288.99	\$ 360.00	221 days	1	2	
2008	Medium Duty	ISUZU	Medium COE	99600	\$ 10,500.00	\$ 2,015.21	-	\$ 1,384.79	-	211 days	1	2	
2009	Class 8	MACK	Vocational	239946	\$ 62,500.00	\$ 11,488.64	-	\$ 2,026.36	\$ 385.00	104 days	1	2	
2012	Medium Duty	KENWORTH	Medium Conv	152017	\$ 38,000.00	\$ 1,655.07	-	\$ 4,882.45	\$ 1,462.48	32 days	1	2	

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Model Year (4 digits)	Market Segment	Manufacturer:	Type of Veh Sold:	Odometer Reading	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	Trade with purchase 1= yes 2=No	
2006	Class 8	WESTERN STAR	Sleeper	523100	\$ 39,782.00	\$ 6,070.23	-	\$ 111.77	-	4 days	1	2	
2016	Class 8	KENWORTH	Day Cab	284523	\$ 83,800.00	\$ 1,400.00	\$ 1,735.53	-	-	11 days	1	2	
2016	Class 8	KENWORTH	Day Cab	386198	\$ 79,500.00	\$ 1,400.00	\$ 1,735.53	-	-	11 days	1	2	
2012	Class 8	KENWORTH	Sleeper	549154	\$ 33,615.00	\$ (24,442.32)	\$ 403.98	\$ 12,557.18	-	208 days	1	1	
1996	Class 8	INTERNATIONAL	Sleeper	1301971	\$ 9,782.00	\$ 4,989.50	-	-	\$ 192.50	2 days	1	2	
2001	Class 8	KENWORTH	Vocational	386590	\$ 80,000.00	\$ 14,132.54	-	\$ 2,362.46	\$ 405.00	43 days	1	2	
2005	Class 8	WESTERN STAR	Sleeper	1010940	\$ 25,000.00	\$ 6,238.42	\$ -	\$ 16.58	\$ -	12 days	1	2	
2005	Class 8	INTERNATIONAL	Day Cab	568630	\$ 25,000.00	\$ 2,006.47	-	\$ 7,272.27	\$ 121.26	45 days	1	2	
2011	Class 8	FREIGHTLINER	Sleeper	270989	\$ 47,177.09	\$ (422.91)	-	\$ -	\$ -	7 days	1	2	
2012	Class 8	KENWORTH	Sleeper	547255	\$ 62,315.50	\$ 11,340.77	-	\$ 3,500.00	\$ 2,125.00	76 days	1	2	
2006	Class 8	KENWORTH	Day Cab	540150	\$ 40,500.00	\$ 500.00	-	-	-	30 days	1	2	
1999	Class 8	VOLVO	Day Cab	92450	\$ 20,000.00	\$ 14,000.00	-	-	-	12 days	1	2	
2016	Class 8	KENWORTH	Sleeper	228030	\$ 99,815.00	\$ 7,437.61	-	\$ 6,777.39	-	65 days	1	2	
2007	Medium Duty	PETERBILT	Medium Conv	132451	\$ 26,533.31	\$ 9,120.00	\$ -	\$ 813.31	\$ 1,000.00	42 days	1	2	
1992	Medium Duty	INTERNATIONAL	Medium Conv	340000	\$ 7,000.00	\$ 234.62	-	\$ 165.38	-	44 days	1	2	
2012	Medium Duty	KENWORTH	Medium Conv	156293	\$ 38,000.00	\$ 5,145.68	-	\$ 2,504.32	\$ 350.00	32 days	1	2	
1999	Medium Duty	INTERNATIONAL	Medium Conv	139439	\$ 9,000.00	\$ (2,235.50)	-	\$ 635.50	-	46 days	1	2	
2015	Class 8	KENWORTH	Sleeper	471766	\$ 87,800.00	\$ 3,405.71	\$ 1,905.32	\$ 5,719.29	\$ 7,775.00	89 days	1	2	
2014	Medium Duty	KENWORTH	Medium Conv	137500	\$ 49,032.00	\$ 5,605.80	-	\$ 4,816.17	\$ 10,010.03	120 days	1	2	
2006	Medium Duty	GMC	Medium Conv	182334	\$ 37,000.00	\$ 7,965.14	-	\$ 184.56	\$ 250.30	31 days	1	2	
2009	Class 8	VOLVO	Day Cab	668283	\$ 20,500.00	\$ 500.65	-	\$ 9,399.35	-	328 days	1	2	
2013	Medium Duty	KENWORTH	Medium Conv	399291	\$ 5,000.00	\$ 1,200.00	-	-	-	8 days	1	2	
2004	Medium Duty	KENWORTH	Medium Conv	228175	\$ 19,815.00	\$ 2,315.00	-	-	-	6 days	1	2	
2007	Class 8	MACK	Vocational	257300	\$ 32,000.00	\$ (47.57)	-	\$ 3,643.73	\$ 2,903.84	132 days	1	2	
2012	Class 8	Kenworth	Sleeper	236436	\$ 59,815.00	\$ 13,027.34	-	\$ 1,187.66	-	53 days	1	2	
2003	Medium Duty	Peterbilt	Medium Conv	66474	\$ 30,000.00	\$ 10,816.50	-	-	\$ 583.50	64 days	1	2	
2013	Medium Duty	Hino	Medium Conv	94193	\$ 31,343.00	\$ 4,279.37	-	\$ 928.63	-	25 days	2	2	

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Model Year (4 digits)	Market Segment	Manufacturer:	Type of Veh Sold:	Odometer Reading	Selling Price (\$)	Gross Profit (\$)	F & I Income (\$)	Reconditioning: In-House (\$)	Reconditioning: Sublet (\$)	Days In Stock	Transaction Type Retail = 1 Wholesale = 2	Trade with purchase 1= yes 2=No
2004	Class 8	Kenworth	Sleeper	360842	\$ 12,315.00	\$ (790.17)	-	\$ 3,105.17	-	66 days	1	2
2005	Class 8	Western Star	Sleeper	967021	\$ 36,715.00	\$ 10,625.82	\$ 473.91	-	\$ 3,489.18	94 days	1	2
2013	Medium Duty	Kenworth	Medium Conv	34588	\$ 39,900.00	\$ 953.09	-	-	\$ 500.00	9 days	1	2
1999	Class 8	International	Day Cab	232640	\$ 13,000.00	\$ 3,446.38	-	\$ 976.32	\$ 477.30	3 days	1	2
1997	Class 8	Kenworth	Vocational	488710	\$ 25,000.00	\$ 6,900.00	-	-	-	13 days	1	2
2009	Class 8	Kenworth	Sleeper	771642	\$ 20,815.00	\$ 2,502.29	\$ 1,207.55	\$ 190.21	\$ 522.50	7 days	2	2
2014	Class 8	Kenworth	Sleeper	503036	\$ 51,790.00	\$ 11,812.09	-	\$ 55.92	\$ 350.00	71 days	1	2
2014	Class 8	Kenworth	Sleeper	216939	\$ 90,282.00	\$ 5,306.97	-	\$ 6,687.53	\$ 687.50	110 days	1	1
2013	Medium Duty	HINO	Medium Conv	75497	\$ 30,900.00	\$ 1,155.45	-	\$ 144.55	-	45 days	1	2
2012	Class 8	Kenworth	Medium Conv	176416	\$ 39,167.00	\$ 9,268.13	-	\$ 898.87	\$ 400.00	35 days	1	2
2000	Class 8	Peterbilt	Day Cab	183990	\$ 14,000.00	\$ 3,400.00	-	-	-	12 days	1	2
2009	Medium Duty	Isuzu	Medium COE	170397	\$ 4,800.00	\$ 300.00	-	-	-	15 days	1	2
1990	Medium Duty	International	Medium Conv	282931	\$ 1,815.00	\$ 315.00	-	-	-	26 days	2	2
1993	Medium Duty	INTERNATIONAL	Medium Conv	1024924	\$ 1,015.00	\$ 15.00	-	-	-	26 days	2	2
2014	Class 8	KENWORTH	Sleeper	496784	\$ 58,000.00	\$ 21,457.30	-	\$ 1,770.23	-	89 days	1	2
2012	Class 8	KENWORTH	Sleeper	751200	\$ 21,000.00	\$ 6,373.31	\$ 250.00	\$ 1,000.00	\$ 713.50	25 days	1	2
2007	Class 8	VOLVO	Sleeper	1341200	\$ 8,843.50	\$ 450.00	-	\$ 1,127.99	\$ 165.51	363 days	1	2
2004	Class 8	INTERNATIONAL	Day Cab	658977	\$ 20,000.00	\$ 660.77	-	\$ 2,099.23	\$ 140.00	121 days	1	2
2014	Medium Duty	HINO	Medium COE	186822	\$ 47,290.00	\$ 2,232.14	-	\$ 1,857.86	\$ 600.00	94 days	1	2
2009	Class 8	VOLVO	Sleeper	789247	\$ 13,500.00	\$ 3,283.80	-	\$ 1,116.20	-	37 days	1	2
2011	Medium Duty	ISUZU	Medium COE	181941	\$ 1,950.00	\$ 150.00	-	-	-	16 days	2	2
2013	Class 8	KENWORTH	Sleeper	360580	\$ 46,315.00	\$ 4,784.90	-	\$ 2,530.10	\$ 400.00	60 days	2	2
2013	Class 8	KENWORTH	Sleeper	302470	\$ 47,315.00	\$ 4,675.02	-	\$ 1,584.06	\$ 2,455.92	88 days	2	2
2013	Class 8	KENWORTH	Sleeper	353035	\$ 46,315.00	\$ 6,071.02	-	\$ 1,243.98	\$ 400.00	88 days	2	2
2013	Class 8	KENWORTH	Sleeper	501791	\$ 39,282.00	\$ 7,680.87	-	\$ 501.13	\$ -	51 days	1	1
2016	Class 8	KENWORTH	Sleeper	348538	\$ 93,000.00	\$ 4,962.85	\$ 1,000.00	\$ 6,964.65	\$ 472.50	78 days	1	2
2006	Class 8	PETERBILT	Day Cab	1031232	\$ 25,000.00	\$ 4,755.79	-	\$ 514.21	\$ 130.00	67 days	1	2

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