

Desk Manager(s)	Finance Manager(s)
Nate Bush	Avery Burrows
Derek Fisher	Josh Swanson
Josh Shorter	Alex Raines
	Josh Hainje









#	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	2017	Subaru	Legacy	304	Loaner/Rental Fleet	No	\$ 22,650	\$ 21,951	92%	\$2,201	\$174
2	2016	Subaru	Impreza	38	LBO Customer	Yes	\$ 17,415	\$ 17,558	96%	\$1,392	\$0
3	2011	Subaru	Outback	104	Trade on New	No	\$ 9,648	\$ 9,699	96%	\$1,851	\$617
4	2011	Subaru	Outback	16	Trade on Used	No	\$ 10,467	\$ 10,047	98%	\$2,179	\$1,451
5	2017	Subaru	Legacy	80	Trade on New	No	\$ 17,255	\$ 17,343	94%	\$1,709	\$1,883
6	2016	Subaru	Crosstrek	31	Trade on New	No	\$ 22,254	\$ 22,853	92%	\$2,795	\$631
7	2015	Toyota	Camry	17	Trade on New	No	\$ 13,054	\$ 13,153	94%	\$2,054	\$1,224
8	2017	Subaru	Forester	56	Trade on New	No	\$ 26,990	\$ 26,599	98%	\$2,249	\$0
9	2016	Subaru	Legacy	66	Loaner/Rental Fleet	No	\$ 20,245	\$ 20,344	99%	\$2,099	\$974
10	2010	Subaru	Legacy	6	Trade on New	No	\$ 7,753	\$ 7,699	99%	\$1,417	\$0
11	2017	Subaru	Legacy	23	Trade on New	No	\$ 16,194	\$ 16,090	99%	\$961	\$1,214
12	2016	Subaru	Legacy	69	Loaner/Rental Fleet	No	\$ 18,373	\$ 18,772	97%	\$1,644	\$2,524
13	2013	Subaru	Forester	19	Trade on New	No	\$ 11,417	\$ 10,899	105%	\$2,166	\$174
14	2016	Subaru	Outback	75	Trade on New	Yes	\$ 25,384	\$ 25,783	99%	\$2,197	\$3,963
15	2017	Subaru	Forester	28	Trade on New	No	\$ 28,232	\$ 27,399	100%	\$2,167	\$174
16	2018	Subaru	WRX	32	Auction/Wholesale	No	\$ 33,513	\$ 33,359	99%	\$2,278	\$2,488
17	2016	Subaru	Outback	101	Auction/Wholesale	Yes	\$ 23,603	\$ 23,702	101%	\$1,448	\$2,853
18	2016	Subaru	Outback	78	Auction/Wholesale	No	\$ 21,569	\$ 20,971	98%	\$2,001	\$0
19	2012	Subaru	Legacy	12	Trade on New	No	\$ 11,649	\$ 11,643	102%	\$2,623	\$174
20	2005	Subaru	Outback	53	Trade on New	No	\$ 6,283	\$ 6,682	107%	\$1,949	\$174
21	2016	Subaru	Legacy	46	Auction/Wholesale	Yes	\$ 20,706	\$ 20,982	100%	\$1,334	\$150
22	2013	Ford	Escape	68	Trade on New	No	\$ 12,083	\$ 12,280	97%	\$2,615	\$725
23	2015	Subaru	Outback	12	Trade on New	No	\$ 22,015	\$ 22,114	99%	\$2,809	\$174
24	2014	Ford	Fusion	12	Trade on New	No	\$ 7,538	\$ 7,937	99%	\$2,773	\$334
25	2018	Subaru	Crosstrek	86	Trade on New	Yes	\$ 24,705	\$ 23,993	101%	\$1,975	\$174
26	2016	Ford	Fusion	52	Auction/Wholesale	No	\$ 14,925	\$ 13,899	98%	\$2,099	\$245
27	2009	Ford	F150	1	Trade on New	No	\$ 17,400	\$ 16,599	95%	\$1,696	\$2,231
28	2016	Subaru	Legacy	87	Auction/Wholesale	Yes	\$ 19,854	\$ 20,253	94%	\$2,765	\$1,246
29	2011	Subaru	Legacy	301	Trade on New	No	\$ 8,590	\$ 8,299	98%	\$2,699	\$0
30	2012	GMC	Acadia	44	Trade on New	No	\$ 12,224	\$ 10,899	92%	\$2,099	\$0
31	2016	Subaru	Crosstrek	125	Trade on New	No	\$ 16,957	\$ 17,327	96%	\$2,827	\$0
32	2017	Subaru	Outback	318	Loaner/Rental Fleet	Yes	\$ 29,063	\$ 29,462	100%	\$5,434	\$174
33	2009	Honda	Fit	4	Trade on New	No	\$ 8,854	\$ 8,443	102%	\$2,278	\$1,283
34	2007	Subaru	Forester	15	Trade on New	No	\$ 5,665	\$ 4,660	110%	\$1,115	\$0
35	2018	Mitsubishi	Outlander	36	Auction/Wholesale	No	\$ 20,854	\$ 19,800	91%	\$1,916	\$0
36	2016	Subaru	Outback	185	Trade on New	No	\$ 18,500	\$ 18,899	91%	\$1,899	\$2,165
37	2016	Subaru	Forester	16	Trade on New	Yes	\$ 19,754	\$ 18,938	103%	\$1,160	\$0
38	2016	Subaru	Outback	101	Loaner/Rental Fleet	Yes	\$ 19,109	\$ 19,508	90%	\$2,311	\$2,399
39	2013	Chevrolet	Cruz	9	Trade on New	No	\$ 9,184	\$ 9,583	96%	\$3,743	\$174
40	2008	GMC	Acadia	62	Trade on New	No	\$ 8,753	\$ 8,652	93%	\$3,099	\$608
41	2004	Chevrolet	Express	62	Trade on Used	No	\$ 10,998	\$ 11,799	103%	\$5,753	\$174
42	2017	Subaru	Outback	194	Trade on New	No	\$ 18,787	\$ 17,399	94%	\$572	\$3,492
43	2016	Subaru	Legacy	25	Auction/Wholesale	No	\$ 16,026	\$ 15,968	99%	\$1,851	\$0
44	2009	Dodge	Caravan	12	Trade on New	No	\$ 6,026	\$ 5,699	94%	\$1,655	\$0
45	2011	Honda	Pilot	2	Trade on New	No	\$ 16,945	\$ 16,472	101%	\$2,872	\$0
46	2016	Lexus	IS300	33	Auction/Wholesale	No	\$ 27,989	\$ 28,388	99%	\$4,512	\$362
47	2016	Nissan	Rogue	72	Trade on New	No	\$ 15,552	\$ 15,951	95%	\$3,251	\$242
48	2016	Subaru	Outback	64	Auction/Wholesale	Yes	\$ 23,012	\$ 23,324	99%	\$2,829	\$535
49	2013	Subaru	Legacy	5	Trade on New	No	\$ 13,990	\$ 13,399	100%	\$1,959	\$296
50	2017	Subaru	Legacy	116	Loaner/Rental Fleet	Yes	\$ 18,363	\$ 16,899	93%	\$1,750	\$2,376
51	2017	Subaru	Crosstrek	121	Trade on New	Yes	\$ 21,955	\$ 20,432	93%	\$444	\$0
52	2018	Subaru	Outback	88	Trade on New	No	\$ 28,900	\$ 28,899	98%	\$1,911	\$174
53	2015	Subaru	Forester	11	Trade on New	No	\$ 17,969	\$ 17,868	100%	\$2,668	\$289

## Scoreboard Totals

% Retailed of Non-New Franchise	37%
Total # Retail Units	126
Avg. Days to Sale	84.2
Avg. Advertised Price (Time of Sale)	\$ 16,862
Avg. Transaction Price	\$ 16,639
Avg. Market Price at 100%	\$ 17,392
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 223
Avg. Front-End Gross	\$ 2,120
Avg. Finance Gross	\$ 913
PUVR	\$ 3,033
Total Gross (Units & PUVR)	\$ 382,171
GROI	78%



MY

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

<b>Desk Manager</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	37%	#DIV/0!
Total # Retail Units	126	0
Avg. Days to Sale	84.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 16,862	#DIV/0!
Avg. Transaction Price	\$ 16,639	#DIV/0!
Avg. Market Price at 100%	\$ 17,392	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 223	#DIV/0!
Avg. Front-End Gross	\$ 2,120	#DIV/0!
Avg. Finance Gross	\$ 913	#DIV/0!
PUVR	\$ 3,033	#DIV/0!
Total Gross (Units & PUVR)	\$ 382,171	#DIV/0!
GROI	78%	#DIV/0!











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

<b>Sales Consultant</b>	<b>Totals</b>	
% Retailed of Non-New Franchise	37%	#DIV/0!
Total # Retail Units	126	0
Avg. Days to Sale	84.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 16,862	#DIV/0!
Avg. Transaction Price	\$ 16,639	#DIV/0!
Avg. Market Price at 100%	\$ 17,392	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 223	#DIV/0!
Avg. Front-End Gross	\$ 2,120	#DIV/0!
Avg. Finance Gross	\$ 913	#DIV/0!
PUVR	\$ 3,033	#DIV/0!
Total Gross (Units & PUVR)	\$ 382,171	#DIV/0!
GROI	78%	#DIV/0!











































Scoreboard		(Click on the blue head
Finance Manager	Totals	
% Retailed of Non-New Franchise	37%	#DIV/0!
Total # Retail Units	126	0
Avg. Days to Sale	84.2	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 16,862	#DIV/0!
Avg. Transaction Price	\$ 16,639	#DIV/0!
Avg. Market Price at 100%	\$ 17,392	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ 223	#DIV/0!
Avg. Front-End Gross	\$ 2,120	#DIV/0!
Avg. Finance Gross	\$ 913	#DIV/0!
PUVR	\$ 3,033	#DIV/0!
Total Gross (Units & PUVR)	\$ 382,171	#DIV/0!
GROI	78%	#DIV/0!









## Scoreboard

<b>CPO</b>	<b>Totals</b>	<b>Yes</b>
Total # Retail Units	126	35
Avg. Days to Sale	84.2	113.9
Avg. Advertised Price (Time of Sale)	\$ 16,862	\$ 22,047
Avg. Transaction Price	\$ 16,639	\$ 21,876
Avg. Market Price at 100%	\$ 17,392	\$ 22,912
Avg. Price to Market % (Time of Sale)	97%	96%
Avg. Transaction to Market	96%	95%
Avg. Transactional Discount	\$ 223	\$ 171
Avg. Front-End Gross	\$ 2,120	\$ 2,072
Avg. Finance Gross	\$ 913	\$ 1,227
PUVR	\$ 3,033	\$ 3,299
Total Gross (Units & PUVR)	\$ 382,171	\$ 115,464
GROI	78%	48%



No	
	91
	72.8
\$	14,624
\$	14,624
\$	15,431
	95%
	95%
\$	243
\$	2,138
\$	793
\$	2,931
\$	266,707
	99%

## Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	126	80
Avg. Days to Sale	84.2	103.7
Avg. Advertised Price (Time of Sale)	\$ 16,862	\$ 19,087
Avg. Transaction Price	\$ 16,639	\$ 18,878
Avg. Market Price at 100%	\$ 17,392	\$ 19,845
Avg. Price to Market % (Time of Sale)	97%	96%
Avg. Transaction to Market	96%	95%
Avg. Transactional Discount	\$ 223	\$ 209
Avg. Front-End Gross	\$ 2,120	\$ 1,995
Avg. Finance Gross	\$ 913	\$ 1,068
PUVR	\$ 3,033	\$ 3,063
Total Gross (Units & PUVR)	\$ 382,171	\$ 245,059
GROI	78%	56%



No	
	46
	50.3
\$	12,744
\$	12,744
\$	13,446
	95%
	95%
\$	248
\$	2,336
\$	644
\$	2,981
\$	137,112
	167%

## Scoreboard

Source	Totals	Trade on New
Total # Retail Units	126	75
% of Retail Units	100%	60%
% Retailed of Off-Brand	37%	35%
Avg. Days to Sale	84.2	68.6
Avg. Transaction Price	\$ 16,639	\$ 16,224
Avg. Transaction to Market %	96%	95%
Avg. Transactional Discount	\$ 223	\$ 259
Avg. Front End Gross	\$ 2,120	\$ 2,110
Avg. Finance Gross	\$ 913	\$ 861
PUVR	\$ 3,033	\$ 2,971
Total Gross (Units & PUVR)	\$ 382,171	\$ 222,854
GROI	78%	96%



Trade on Used	Street/Curb buy	Auction/wholesale
19	0	16
15%	0%	13%
84%	#DIV/0!	25%
58.7	#DIV/0!	55.3
\$ 11,625	#DIV/0!	\$ 20,835
96%	#DIV/0!	96%
\$ 165	#DIV/0!	\$ 228
\$ 2,120	#DIV/0!	\$ 2,119
\$ 729	#DIV/0!	\$ 1,117
\$ 2,849	#DIV/0!	\$ 3,236
\$ 54,135	#DIV/0!	\$ 51,773
150%	#DIV/0!	101%

Loaner/rental fleet	LBO customer	LBO OEM/Leasing co.
15	1	0
12%	1%	0%
0%	0%	#DIV/0!
228.3	38.0	#DIV/0!
\$ 20,526	\$ 17,558	#DIV/0!
93%	97%	#DIV/0!
\$ 135	\$ (143)	#DIV/0!
\$ 2,217	\$ 1,392	#DIV/0!
\$ 1,250	\$ -	#DIV/0!
\$ 3,468	\$ 1,392	#DIV/0!
\$ 52,017	\$ 1,392	#DIV/0!
27%	75%	#DIV/0!



## Scoreboard

Age	Totals	0-30 days
Total # Retail Units	126	40
% of Retail Units	100%	32%
% Retailed of Off-Brand	37%	53%
Avg. Days to Sale	84.2	16.4
Avg. Transaction Price	\$ 16,639	\$ 12,409
Avg. Transaction to Market %	96%	97%
Avg. Transactional Discount	\$ 223	\$ 402
Avg. Front End Gross	\$ 2,120	\$ 2,209
Avg. Finance Gross	\$ 913	\$ 530
PUVR	\$ 3,033	\$ 2,739
Total Gross (Units & PUVR)	\$ 382,171	\$ 109,562
GROI	78%	485%



31-45 days	46-60 days	61-90 days	90+ days
16	12	19	39
13%	10%	15%	31%
44%	33%	37%	18%
37.4	52.5	74.7	187.3
\$ 21,083	\$ 17,544	\$ 17,487	\$ 18,463
96%	98%	96%	92%
\$ 195	\$ 249	\$ 79	\$ 114
\$ 2,491	\$ 2,046	\$ 2,361	\$ 1,781
\$ 1,142	\$ 900	\$ 976	\$ 1,186
\$ 3,633	\$ 2,946	\$ 3,336	\$ 2,967
\$ 58,132	\$ 35,354	\$ 63,391	\$ 115,732
166%	115%	92%	31%