

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
TOM MITCHELL	GREG WOLF	BRIAN HALL
	JAKE SCHULD	CHRIS BAUER
	BRIAN SEARLES	ANTHONY WHITTED
		KASEY SPENCE
		MELISSA KIS
		JEREMY REZNIK
		MIKE FRANK
		MICHAEL PACKER
		CHRIS NEWLAND
		JEFF SNYDER
		LOGAN MAGRUM
		RYAN WEAVER

Pre-Work VO1 Week 4 Pre-Own

Instructions: (Most critical for an error-free data set is to make sure EVERY cell for each transaction is complete.)

- 1) Complete 'Input Lists' tab with your Sales Staff by department 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. Exclude outliers. (The example row is not included)
- 3) Select 'Source' of vehicle into inventory (column F). Auction/Wholesale includes rental companies. Loaner/Rental is from your fleet. LBO = Lease Buy-Out. (Exclude LBO)
- 4) Trade over/under allowance should reflect in Transaction Price. (Over-allowance is a negative & under-allowance is positive.)
- 5) Hard Pack should reflect in Front-End Gross. Other income (Doc fee, Pack, etc.) should ONLY be included in Gross if it is attributed to the individual unit. Do NOT include in Gross if it is attributed to the company.
- 6) Use your Inventory Management System to identify Advertised/Asking Price and APTM % at Time of Sale. (vAuto, First Look, Inventory Plus, etc.)



ACADEMY

Unit #	Stock#	Year	Make	Model	Inventory Stock	Acquisition Source	CP O No	Price (Time of Sale)	Transaction Price	Market % (Time of Sale)	Front-End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade Allowance	Net Allowance
1	P123456	2005	Chevrolet	Equinox	14	Trade on New	No	\$ 8,250	\$ 8,100	95%	\$948.94	\$738.00	KASEY SPENCE	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
2	R360719	2018	CHEV	CRUZE	66	Auction/Wholesale	No	\$ 16,600	\$ 16,500	100%	\$981.29	###	KASEY SPENCE	TOM MITCHEL	JAKE SCHULD	No	\$750
3	R360919	2017	CHEV	CRUZE	67	Auction/Wholesale	No	\$ 15,500	\$ 15,260	95%	-\$279.02	###	JEFF SNYDER	TOM MITCHEL	BRIAN SEARLES	No	\$500
4	190395B	2008	CHEV	MALIBU	32	Trade on New	No	\$ 6,100	\$ 6,000	95%	\$1,759.20	\$651.28	ANTHONY WH	TOM MITCHEL	JAKE SCHULD	Yes	\$250
5	R338218B	2004	CHEV	SILVERADO	5	Trade on Used	No	\$ 6,750	\$ 6,500	95%	\$2,635.14	\$0.00	CHRIS NEWLA	TOM MITCHEL	GREG WOLF	Yes	\$250
6	LFT16819	2012	CHEV	SILVERADO	79	Trade on New	No	\$ 17,500	\$ 17,400	100%	\$2,796.76	\$0.00	RYAN WEAVER	TOM MITCHEL	BRIAN SEARLES	Yes	\$0
7	FT19085A	2017	CHEV	SILVERADO	47	Trade on New	No	\$ 28,000	\$ 27,839	110%	\$4,026.42	###	BRIAN HALL	TOM MITCHEL	BRIAN SEARLES	Yes	\$1,000
8	R348019A	2013	CHEV	SONIC	33	Trade on Used	No	\$ 21,900	\$ 21,800	110%	###	###	RYAN WEAVER	TOM MITCHEL	JAKE SCHULD	Yes	\$750
9	190912A	2015	CHEV	SONIC	5	Trade on New	No	\$ 10,500	\$ 10,000	110%	\$3,082.00	###	KASEY SPENCE	TOM MITCHEL	GREG WOLF	Yes	\$500
10	190943B	2007	CHRY	300C	9	Trade on New	No	\$ 4,100	\$ 3,800	95%	\$2,700.00	\$0.00	KASEY SPENCE	TOM MITCHEL	GREG WOLF	Yes	\$250
11	R349219	2018	CHRY	PACIFICA	88	Auction/Wholesale	No	\$ 23,100	\$ 23,000	95%	\$207.97	###	KASEY SPENCE	TOM MITCHEL	JAKE SCHULD	No	\$1,000
12	190121A	2009	CHRY	TOWN & COU	7	Trade on New	No	\$ 10,000	\$ 9,750	110%	\$3,602.14	\$540.43	CHRIS BAUER	TOM MITCHEL	JAKE SCHULD	Yes	\$500
13	191028A	2013	DODG	CHALLENGER	3	Trade on New	No	\$ 15,500	\$ 15,000	100%	\$1,072.12	###	JEFF SNYDER	TOM MITCHEL	JAKE SCHULD	Yes	\$0
14	R362619A	2013	DODG	CHALLENGER	56	Trade on Used	No	\$ 14,100	\$ 14,000	100%	\$1,072.12	###	CHRIS NEWLA	TOM MITCHEL	JAKE SCHULD	Yes	\$500
15	R347319A	2004	DODG	DAKOTA	13	Trade on Used	No	\$ 6,400	\$ 6,246	95%	\$1,941.67	\$0.00	KASEY SPENCE	TOM MITCHEL	JAKE SCHULD	Yes	\$500
16	X19951B	2014	DODG	JOURNEY	10	Trade on New	No	\$ 14,800	\$ 14,500	95%	\$2,280.78	###	JEFF SNYDER	TOM MITCHEL	JAKE SCHULD	Yes	\$500
17	190926A	2010	FORD	EDGE	9	Trade on New	No	\$ 13,000	\$ 12,600	100%	\$2,570.07	###	KASEY SPENCE	TOM MITCHEL	GREG WOLF	Yes	\$250
18	LFT72619	2015	FORD	EDGE	24	Trade on New	No	\$ 26,600	\$ 26,500	110%	\$2,782.42	###	JEFF SNYDER	TOM MITCHEL	GREG WOLF	Yes	\$1,000
19	X19779C	2017	FORD	EDGE	68	Trade on New	Yes	\$ 19,600	\$ 19,300	100%	\$2,001.99	\$0.00	RYAN WEAVER	TOM MITCHEL	BRIAN SEARLES	Yes	\$1,000
20	X7759A	2015	FORD	EDGE	61	Trade on New	No	\$ 18,000	\$ 17,899	100%	\$214.62	###	ANTHONY WH	TOM MITCHEL	BRIAN SEARLES	Yes	\$750
21	R365519	2016	FORD	ESCAPE	50	Auction/Wholesale	No	\$ 17,100	\$ 16,810	105%	\$1,101.56	###	KASEY SPENCE	TOM MITCHEL	BRIAN SEARLES	No	\$750
22	X7738	2018	FORD	ESCAPE	70	Auction/Wholesale	Yes	\$ 18,300	\$ 18,000	95%	\$890.23	###	KASEY SPENCE	TOM MITCHEL	JAKE SCHULD	No	\$0
23	R364019	2016	FORD	ESCAPE	36	Auction/Wholesale	No	\$ 18,350	\$ 18,250	110%	\$4,347.86	###	JEFF SNYDER	TOM MITCHEL	JAKE SCHULD	No	\$250
24	190851A	2016	FORD	ESCAPE	7	Trade on Used	No	\$ 10,100	\$ 9,980	110%	\$965.00	###	BRIAN HALL	TOM MITCHEL	BRIAN SEARLES	Yes	\$250
25	R363919	2016	FORD	ESCAPE	34	Auction/Wholesale	No	\$ 17,600	\$ 17,283	110%	\$1,133.89	###	JEFF SNYDER	TOM MITCHEL	BRIAN SEARLES	No	\$1,000
26	R368719	2017	FORD	ESCAPE	27	Auction/Wholesale	Yes	\$ 17,600	\$ 17,300	110%	\$3,352.72	###	ANTHONY WH	TOM MITCHEL	BRIAN SEARLES	No	\$750
27	R367319	2017	FORD	ESCAPE	31	Auction/Wholesale	Yes	\$ 18,600	\$ 18,500	110%	\$2,183.27	###	BRIAN HALL	TOM MITCHEL	GREG WOLF	No	\$750
28	X19789A	2017	FORD	ESCAPE	17	Trade on New	No	\$ 17,500	\$ 17,325	110%	\$1,206.02	###	JEREMY REZNI	TOM MITCHEL	BRIAN SEARLES	Yes	\$1,000
29	R350419	2016	FORD	ESCAPE	123	Auction/Wholesale	No	\$ 15,800	\$ 15,700	90%	###	###	KASEY SPENCE	TOM MITCHEL	BRIAN SEARLES	No	\$250
30	R367219	2016	FORD	ESCAPE	29	Auction/Wholesale	Yes	\$ 22,500	\$ 22,000	110%	\$2,752.67	\$995.00	KASEY SPENCE	TOM MITCHEL	JAKE SCHULD	No	\$1,000
31	FT19105A	2010	FORD	ESCAPE	22	Trade on New	No	\$ 6,500	\$ 6,150	85%	-\$957.27	###	JEFF SNYDER	TOM MITCHEL	JAKE SCHULD	Yes	\$250
32	R350919A	2012	FORD	ESCAPE	8	Trade on Used	No	\$ 9,800	\$ 9,645	95%	\$1,971.15	\$0.00	JEFF SNYDER	TOM MITCHEL	BRIAN SEARLES	Yes	\$0
33	ELFR0819	2017	FORD	ESCAPE	25	Auction/Wholesale	No	\$ 19,250	\$ 19,000	105%	\$1,056.30	\$0.00	BRIAN HALL	TOM MITCHEL	JAKE SCHULD	No	\$750
34	R336819	2017	FORD	ESCAPE	80	Auction/Wholesale	Yes	\$ 18,800	\$ 18,500	100%	\$447.39	###	JEREMY REZNI	TOM MITCHEL	GREG WOLF	No	\$750
35	R349319	2018	FORD	ESCAPE	141	Auction/Wholesale	Yes	\$ 18,100	\$ 18,000	90%	-\$531.18	\$726.00	CHRIS NEWLA	TOM MITCHEL	BRIAN SEARLES	No	\$500
36	LFT71019	2013	FORD	ESCAPE	28	Trade on New	No	\$ 9,000	\$ 8,852	95%	\$505.45	\$843.66	KASEY SPENCE	TOM MITCHEL	JAKE SCHULD	Yes	\$250
37	X19958A	2017	FORD	EXPLORER	27	Trade on New	Yes	\$ 25,500	\$ 25,200	105%	\$1,493.52	###	JEREMY REZNI	TOM MITCHEL	BRIAN SEARLES	Yes	\$1,000
38	X19950A	2015	FORD	EXPLORER	13	Trade on New	No	\$ 21,300	\$ 21,200	100%	\$695.87	###	JEREMY REZNI	TOM MITCHEL	JAKE SCHULD	Yes	\$750
39	P372119	2016	FORD	EXPLORER	0	Auction/Wholesale	No	\$ 25,600	\$ 25,297	105%	\$500.00	###	MELISSA KIS	TOM MITCHEL	GREG WOLF	No	\$1,000
40	190380A	2015	FORD	EXPLORER	26	Trade on New	No	\$ 19,900	\$ 19,800	110%	\$5,085.35	###	JEREMY REZNI	TOM MITCHEL	BRIAN SEARLES	Yes	\$250
41	190830A	2015	FORD	EXPLORER	17	Trade on New	No	\$ 17,500	\$ 17,270	105%	\$2,170.16	###	KASEY SPENCE	TOM MITCHEL	JAKE SCHULD	Yes	\$500
42	LFP4319	2016	FORD	F-150	30	Auction/Wholesale	Yes	\$ 22,500	\$ 22,218	105%	\$2,667.44	###	CHRIS BAUER	TOM MITCHEL	JAKE SCHULD	No	\$1,000
43	X19816A	2007	FORD	F-150	9	Trade on New	No	\$ 10,800	\$ 10,700	95%	\$4,555.00	\$505.00	MICHAEL PACK	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
44	P372819	2016	FORD	F-150	30	Auction/Wholesale	No	\$ 34,000	\$ 33,776	110%	\$5,000.65	###	BRIAN HALL	TOM MITCHEL	BRIAN SEARLES	No	\$0
45	P366419	2014	FORD	F-150	60	Auction/Wholesale	No	\$ 28,500	\$ 28,000	110%	\$4,500.65	###	MICHAEL PACK	TOM MITCHEL	GREG WOLF	No	\$1,000
46	U19063A	2013	FORD	F-150	25	Trade on New	No	\$ 20,450	\$ 20,350	95%	\$180.10	\$759.36	CHRIS BAUER	TOM MITCHEL	BRIAN SEARLES	Yes	\$1,000

47	R349619	2018	FORD	F-150	112	Auction/Wholesale	Yes	\$	33,000	\$	32,800		100%	\$683.30	###	ANTHONY WH	TOM MITCHEL	BRIAN SEARLES	No	\$1,250
48	R338218A	2010	FORD	F-150	134	Trade on Used	No	\$	13,900	\$	13,500		100%	\$1,285.72	\$949.13	KASEY SPENC	TOM MITCHEL	GREG WOLF	Yes	\$750
49	190388A	2011	FORD	F-150	18	Trade on New	No	\$	16,250	\$	16,000		110%	\$4,229.94	###	RYAN WEAVER	TOM MITCHEL	BRIAN SEARLES	Yes	\$250
50	190240A	2016	FORD	F-150	203	Trade on New	No	\$	21,250	\$	21,000		90%	###	\$0.00	KASEY SPENC	TOM MITCHEL	JAKE SCHULD	Yes	\$500
51	R350219	2016	FORD	F-150	100	Auction/Wholesale	Yes	\$	29,100	\$	28,500		95%	\$595.64	###	JEREMY REZNI	TOM MITCHEL	GREG WOLF	No	\$1,000
52	190883A	2011	FORD	F-150	2	Trade on New	No	\$	15,000	\$	15,000		110%	\$2,360.96	\$784.95	BRIAN HALL	TOM MITCHEL	GREG WOLF	Yes	\$500
53	190734A	2017	FORD	F-150	66	Trade on New	Yes	\$	28,000	\$	28,000		100%	\$1,530.22	###	KASEY SPENC	TOM MITCHEL	GREG WOLF	Yes	\$750
54	190431A	2013	FORD	F-150	48	Trade on New	No	\$	19,550	\$	19,250		100%	\$2,765.80	###	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	Yes	\$1,000
55	190869A	2003	FORD	F-250	16	Trade on New	No	\$	6,000	\$	5,700		95%	\$1,530.94	\$736.37	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	Yes	\$250
56	P370019	2015	FORD	F-350	0	Auction/Wholesale	No	\$	10,250	\$	10,103		95%	\$0.00	\$367.38	RYAN WEAVER	TOM MITCHEL	JAKE SCHULD	No	\$500
57	P366319	2004	FORD	F-350 DRW	0	Auction/Wholesale	No	\$	12,700	\$	12,400		95%	\$2,330.00	\$939.06	ANTHONY WH	TOM MITCHEL	BRIAN SEARLES	No	\$750
58	190622A	2014	FORD	FLEX	16	Trade on New	No	\$	15,000	\$	14,750		95%	\$129.95	###	CHRIS NEWLA	TOM MITCHEL	JAKE SCHULD	Yes	\$0
59	P365019A	2014	FORD	FLEX	7	Trade on Used	No	\$	15,400	\$	15,210		110%	\$3,369.35	\$890.00	JEFF SNYDER	TOM MITCHEL	JAKE SCHULD	Yes	\$750
60	190943J	2010	FORD	FLEX	16	Trade on New	No	\$	7,800	\$	7,495		105%	\$1,349.51	\$300.00	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
61	190218A	2007	FORD	FOCUS	21	Trade on New	No	\$	5,000	\$	5,000		110%	\$2,789.16	\$0.00	CHRIS NEWLA	TOM MITCHEL	GREG WOLF	Yes	\$250
62	X19043A	2014	FORD	FOCUS	28	Trade on New	No	\$	10,250	\$	9,995		110%	\$4,140.59	###	ANTHONY WH	TOM MITCHEL	JAKE SCHULD	Yes	\$250
63	R360719A	2014	FORD	FOCUS	8	Trade on Used	No	\$	8,500	\$	8,190		100%	\$606.24	\$421.00	JEFF SNYDER	TOM MITCHEL	BRIAN SEARLES	Yes	\$250
64	R365819	2016	FORD	FOCUS	38	Auction/Wholesale	Yes	\$	14,000	\$	13,900		105%	\$2,386.50	###	KASEY SPENC	TOM MITCHEL	JAKE SCHULD	No	\$500
65	R365219	2016	FORD	FOCUS	32	Auction/Wholesale	Yes	\$	14,750	\$	14,500		110%	\$3,216.87	\$0.00	BRIAN HALL	TOM MITCHEL	GREG WOLF	No	\$500
66	190955A	2013	FORD	FOCUS	8	Trade on New	No	\$	7,500	\$	7,100		95%	\$192.10	###	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	Yes	\$250
67	R366019	2017	FORD	FUSION	30	Auction/Wholesale	Yes	\$	19,750	\$	19,500		105%	\$2,071.37	###	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	No	\$1,000
68	P369419	2017	FORD	FUSION	0	Auction/Wholesale	No	\$	16,600	\$	16,416		100%	\$450.00	###	CHRIS BAUER	TOM MITCHEL	JAKE SCHULD	No	\$750
69	R365919	2017	FORD	FUSION	55	Auction/Wholesale	Yes	\$	18,700	\$	18,400		100%	\$1,349.70	###	RYAN WEAVER	TOM MITCHEL	JAKE SCHULD	No	\$750
70	R336819A	2013	FORD	FUSION	8	Trade on Used	No	\$	8,000	\$	7,900		110%	\$3,400.65	\$671.72	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	Yes	\$250
71	R367119	2016	FORD	FUSION	10	Auction/Wholesale	No	\$	15,750	\$	15,500		95%	\$1,570.65	\$0.00	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	No	\$750
72	190943A	2017	FORD	FUSION	6	Trade on New	Yes	\$	20,300	\$	20,000		110%	\$2,163.00	###	MICHAEL PACK	TOM MITCHEL	BRIAN SEARLES	Yes	\$750
73	R367419	2016	FORD	FUSION HYBR	29	Trade on Used	Yes	\$	14,500	\$	14,380		90%	-\$325.24	###	CHRIS NEWLA	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
74	P363719A	2014	FORD	MUSTANG	60	Trade on Used	No	\$	14,750	\$	14,563		100%	\$1,721.43	\$0.00	MICHAEL PACK	TOM MITCHEL	GREG WOLF	Yes	\$0
75	190329A	2012	FORD	MUSTANG	4	Trade on New	No	\$	35,500	\$	35,000		105%	\$3,163.00	\$641.96	CHRIS NEWLA	TOM MITCHEL	JAKE SCHULD	Yes	\$1,000
76	R348019B	2006	FORD	RANGER	19	Trade on Used	No	\$	13,000	\$	13,000		105%	\$3,056.49	###	ANTHONY WH	TOM MITCHEL	GREG WOLF	Yes	\$250
77	R365619A	2013	FORD	TAURUS	16	Trade on Used	No	\$	11,600	\$	11,395		100%	\$2,766.15	\$502.08	ANTHONY WH	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
78	R363819	2018	FORD	TRANSIT	44	Auction/Wholesale	No	\$	29,650	\$	29,330		100%	\$1,599.57	###	ANTHONY WH	TOM MITCHEL	BRIAN SEARLES	No	\$1,000
79	190534B	2018	GMC	SIERRA 1500	44	Trade on Used	No	\$	47,000	\$	46,900		95%	\$2,095.79	\$0.00	MIKE FRANK	TOM MITCHEL	BRIAN SEARLES	Yes	\$0
80	R350719B	2015	GMC	TERRAIN	39	Trade on Used	No	\$	17,750	\$	17,500		95%	\$2,992.07	###	ANTHONY WH	TOM MITCHEL	GREG WOLF	Yes	\$500
81	190471A	2008	HOND	CIVIC EX	11	Trade on New	No	\$	6,250	\$	5,808		100%	\$1,264.42	\$0.00	CHRIS BAUER	TOM MITCHEL	JAKE SCHULD	Yes	\$250
82	R350719A	2016	HOND	CIVIC LX	72	Trade on Used	No	\$	10,100	\$	10,040		95%	\$713.26	\$0.00	BRIAN HALL	TOM MITCHEL	JAKE SCHULD	Yes	\$750
83	R345219A	2014	HOND	CR-V	10	Trade on Used	No	\$	15,000	\$	14,800		90%	###	\$717.09	ANTHONY WH	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
84	X19702A	2010	HOND	PILOT	14	Trade on New	No	\$	9,300	\$	8,950		105%	\$297.19	\$369.00	RYAN WEAVER	TOM MITCHEL	BRIAN SEARLES	Yes	\$0
85	190883B	2007	JEEP	LIBERTY	15	Trade on Used	No	\$	6,250	\$	6,000		95%	\$2,121.86	\$0.00	JEREMY REZNI	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
86	PL9319	2015	JEEP	WRANGLER UN	19	Auction/Wholesale	No	\$	23,900	\$	23,650		110%	\$2,173.41	###	MICHAEL PACK	TOM MITCHEL	JAKE SCHULD	No	\$1,000
87	FC19006B	2016	KIA	RIO	62	Trade on Used	No	\$	10,000	\$	9,976		95%	\$680.18	\$637.54	RYAN WEAVER	TOM MITCHEL	BRIAN SEARLES	Yes	\$500
88	R350719C	2013	KIA	SPORTAGE	15	Trade on Used	No	\$	10,000	\$	9,795		110%	\$1,612.89	\$505.00	CHRIS NEWLA	TOM MITCHEL	BRIAN SEARLES	Yes	\$0
89	190561A	2013	LEXU	GS350	56	Trade on New	No	\$	20,200	\$	20,000		105%	\$1,904.64	###	JEFF SNYDER	TOM MITCHEL	JAKE SCHULD	Yes	\$1,000
90	R326118	2018	LINC	CONTINENTAL	431	Auction/Wholesale	No	\$	42,600	\$	42,345		85%	###	\$160.00	KASEY SPENC	TOM MITCHEL	JAKE SCHULD	No	\$1,500
91	R363519	2017	LINC	CONTINENTAL	70	Auction/Wholesale	Yes	\$	32,250	\$	31,900		95%	\$2,015.52	\$0.00	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	No	\$1,000
92	190566A	2019	LINC	MKC	119	Trade on New	Yes	\$	27,750	\$	27,500		90%	-\$380.58	\$0.00	KASEY SPENC	TOM MITCHEL	JAKE SCHULD	Yes	\$500
93	190661A	2015	LINC	MKS	21	Trade on New	No	\$	23,300	\$	23,000		110%	\$2,363.70	###	BRIAN HALL	TOM MITCHEL	GREG WOLF	Yes	\$0
94	R338418	2016	LINC	MXK	260	Trade on Used	Yes	\$	28,600	\$	28,500		85%	###	\$0.00	KASEY SPENC	TOM MITCHEL	BRIAN SEARLES	Yes	\$1,000
95	P363719B	2012	NISS	FRONTIER	9	Trade on Used	No	\$	14,200	\$	13,950		95%	\$2,385.00	\$823.95	JEFF SNYDER	TOM MITCHEL	JAKE SCHULD	Yes	\$250
96	P366119	2010	NISS	MAXIMA	13	Auction/Wholesale	No	\$	11,800	\$	11,500		95%	\$1,938.81	###	KASEY SPENC	TOM MITCHEL	JAKE SCHULD	No	\$500
97	190038A	2015	TOYO	CAMRY	26	Trade on New	No	\$	12,250	\$	11,969		95%	\$1,203.57	###	MICHAEL PACK	TOM MITCHEL	BRIAN SEARLES	Yes	\$750
98	P363319	2018	TOYO	CHR	64	Auction/Wholesale	No	\$	18,300	\$	18,100		100%	\$134.96	###	BRIAN HALL	TOM MITCHEL	BRIAN SEARLES	No	\$750
99	190798A	2004	VW	BEETLE	30	Trade on New	No	\$	7,300	\$	7,000		105%	\$3,094.60	\$0.00	CHRIS NEWLA	TOM MITCHEL	BRIAN SEARLES	Yes	\$0
100	P367919	2014	VW	JETTA	30	Auction/Wholesale	No	\$	13,500	\$	13,400		110%	\$2,030.03	###	ANTHONY WH	TOM MITCHEL	JAKE SCHULD	No	\$750
101	P364319	2014	VW	JETTA	46	Auction/Wholesale	No	\$	11,750	\$	11,540		100%	\$493.57	###	JEFF SNYDER	TOM MITCHEL	BRIAN SEARLES	No	\$250
102	P364419	2014	VW	JETTA	35	Auction/Wholesale	No	\$	12,500	\$	12,000		110%	\$4,521.06	###	KASEY SPENC	TOM MITCHEL	JAKE SCHULD	No	\$500
103	P365019	2014	VW	JETTA	42	Auction/Wholesale	No	\$	13,750	\$	13,500		110%	\$2,508.11	###	JEREMY REZNI	TOM MITCHEL	JAKE SCHULD	No	\$0
104	P367719	2014	VW	JETTA	40	Auction/Wholesale	No	\$	13,500	\$	13,260		100%	\$1,507.16	\$0.00	KASEY SPENC	TOM MITCHEL	JAKE SCHULD	No	\$750
105	P368019	2014	VW	PASSAT	26	Auction/Wholesale	No	\$	15,350	\$	15,027		110%	\$2,820.00	###	BRIAN HALL	TOM MITCHEL	JAKE SCHULD	No	\$250
106	P368219	2014	VW	PASSAT	36	Auction/Wholesale	No	\$	12,900	\$	12,825		105%	\$612.41	\$937.81	JEREMY REZNI	TOM MITCHEL	BRIAN SEARLES	No	\$250

Scoreboard Totals

% Retailed of Non-Franchise Make	42%
Total # Retail Units	111
Avg. Days to Sale	41.7
Avg. Advertised Price (Time of Sale)	\$ 16,635
Avg. Transaction Price	\$ 16,408
Avg. Market Price at 100%	\$ 16,435
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ 229
Avg. Front-End Gross	\$ 1,595
Avg. Finance Gross	\$ 1,392
PUVR	\$ 2,999
Total Gross (Units & PUVR)	\$332,847
GROI	158%
% with Trade	59%
Avg. Over/Under Allowance	\$543



Scoreboard*(Click on the blue header to access*

Desk Manager	Totals	TOM MITCHELL	
% Retailed of Non-New Franchise	42%	42%	#DIV/0!
Total # Retail Units	111	111	0
Avg. Days to Sale	41.7	41.7	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 16,635	\$ 16,635	#DIV/0!
Avg. Transaction Price	\$ 16,408	\$ 16,408	#DIV/0!
Avg. Market Price at 100%	\$ 16,435	\$ 16,567	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	100%	#VALUE!
Avg. Transaction to Market	100%	99%	#VALUE!
Avg. Transactional Discount	\$ 229	\$ 229	#DIV/0!
Avg. Front-End Gross	\$ 1,595	\$ 1,595	#DIV/0!
Avg. Finance Gross	\$ 1,392	\$ 1,392	#DIV/0!
PUVR	\$ 2,999	\$ 2,999	#DIV/0!
Total Gross (Units & PUVR)	\$ 332,847	\$ 332,847	#VALUE!
GROI	158%	158%	#VALUE!
% with Trade	59%	59%	#DIV/0!
Avg. Over/Under Allowance	543	543	#DIV/0!



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TOM MITCHELL	
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	41.7
\$	16,635
\$	16,408
\$	16,567
	100%
	99%
\$	229
\$	1,595
\$	1,392
\$	2,999
\$	332,847
	158%
	59%
	543

Scoreboard

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Sales Consultant	Totals	BRIAN HALL	CHRIS BAUER	ANTHONY WHITTED
% Retailed of Non-New Franchise	42%	50%	40%	38%
Total # Retail Units	111	12	5	13
Avg. Days to Sale	41.7	31.6	14.6	40.8
Avg. Advertised Price (Time of Sale)	\$ 16,635	\$ 18,521	\$ 15,160	\$ 15,800
Avg. Transaction Price	\$ 16,408	\$ 18,331	\$ 14,908	\$ 15,609
Avg. Market Price at 100%	\$ 16,435	\$ 17,222	\$ 14,979	\$ 15,713
Avg. Price to Market % (Time of Sale)	101%	108%	101%	101%
Avg. Transaction to Market	100%	106%	100%	99%
Avg. Transactional Discount	\$ 229	\$ 189	\$ 252	\$ 191
Avg. Front-End Gross	\$ 1,595	\$ 2,338	\$ 1,633	\$ 1,855
Avg. Finance Gross	\$ 1,392	\$ 2,374	\$ 1,100	\$ 1,864
PUVR	\$ 2,999	\$ 4,712	\$ 2,733	\$ 3,719
Total Gross (Units & PUVR)	\$ 332,847	\$ 56,539	\$ 13,664	\$ 48,353
GROI	158%	293%	452%	210%
% with Trade	59%	42%	60%	62%
Avg. Over/Under Allowance	543	458	700	596



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KASEY SPENCE	MELISSA KIS	JEREMY REZNIK	MIKE FRANK	MICHAEL PACKER	CHRIS NEWLAND
35%	50%	33%	100%	43%	38%
31	2	9	1	7	8
66.6	5.5	39.6	44.0	27.6	32.3
\$ 16,537	\$ 18,550	\$ 18,333	\$ 47,000	\$ 17,750	\$ 14,750
\$ 16,282	\$ 18,298	\$ 18,094	\$ 46,900	\$ 17,483	\$ 14,559
\$ 17,388	\$ 17,940	\$ 17,820	\$ 49,474	\$ 17,197	\$ 14,733
95%	103%	103%	95%	103%	100%
94%	102%	102%	95%	102%	99%
\$ 265	\$ 252	\$ 239	\$ 100	\$ 267	\$ 191
\$ 720	\$ 560	\$ 1,641	\$ 2,096	\$ 2,165	\$ 1,558
\$ 1,090	\$ 1,515	\$ 1,746	\$ -	\$ 1,569	\$ 747
\$ 1,772	\$ 2,075	\$ 3,387	\$ 2,096	\$ 3,735	\$ 2,305
\$ 54,939	\$ 4,150	\$ 30,482	\$ 2,096	\$ 26,143	\$ 18,440
59%	742%	170%	37%	279%	177%
55%	0%	56%	100%	57%	75%
605	750	611	0	643	344

JEFF SNYDER	RYAN WEAVER				
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25.4	41.1	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 14,977	\$ 15,438	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 14,729	\$ 15,241	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 14,666	\$ 15,082	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 1,624	\$ 2,989	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,514	\$ 717	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,137	\$ 3,706	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 40,787	\$ 29,645	#VALUE!	#VALUE!	#VALUE!	#VALUE!
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Scoreboard		<i>(Click on the blue header to access the dropdown lis</i>			
Finance Manager	Totals	GREG WOLF	JAKE SCHULD	BRIAN SEARLES	
% Retailed of Non-New Franchise	42%	30%	56%	35%	
Total # Retail Units	111	20	43	48	
Avg. Days to Sale	41.7	37.0	43.5	42.1	
Avg. Advertised Price (Time of Sale)	\$ 16,635	\$ 17,125	\$ 16,245	\$ 16,780	
Avg. Transaction Price	\$ 16,408	\$ 16,874	\$ 16,009	\$ 16,571	
Avg. Market Price at 100%	\$ 16,435	\$ 16,501	\$ 16,171	\$ 16,939	
Avg. Price to Market % (Time of Sale)	101%	104%	100%	99%	
Avg. Transaction to Market	100%	102%	99%	98%	
Avg. Transactional Discount	\$ 229	\$ 251	\$ 240	\$ 210	
Avg. Front-End Gross	\$ 1,595	\$ 2,326	\$ 1,358	\$ 1,502	
Avg. Finance Gross	\$ 1,392	\$ 1,544	\$ 1,357	\$ 1,362	
PUVR	\$ 2,999	\$ 3,870	\$ 2,707	\$ 2,888	
Total Gross (Units & PUVR)	\$ 332,847	\$ 77,399	\$ 116,403	\$ 138,643	
GROI	158%	223%	140%	149%	
% with Trade	59%	0%	0%	0%	
Avg. Over/Under Allowance	543	513	552	547	



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Scoreboard			
CPO	Totals	Yes	No
Total # Retail Units	111	21	90
Avg. Days to Sale	41.7	67.6	35.7
Avg. Advertised Price (Time of Sale)	\$ 16,635	\$ 22,010	\$ 15,160
Avg. Transaction Price	\$ 16,408	\$ 21,757	\$ 15,160
Avg. Market Price at 100%	\$ 16,435	\$ 22,323	\$ 15,258
Avg. Price to Market % (Time of Sale)	101%	99%	99%
Avg. Transaction to Market	100%	97%	99%
Avg. Transactional Discount	\$ 229	\$ 252	\$ 224
Avg. Front-End Gross	\$ 1,595	\$ 1,309	\$ 1,661
Avg. Finance Gross	\$ 1,392	\$ 1,501	\$ 1,367
PUVR	\$ 2,999	\$ 2,811	\$ 3,043
Total Gross (Units & PUVR)	\$ 332,847	\$ 59,024	\$ 273,912
GROI	158%	69%	203%
% with Trade	59%	10%	165%
Avg. Over/Under Allowance	543	774	489



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	111	62	47
Avg. Days to Sale	41.7	36.8	48.3
Avg. Advertised Price (Time of Sale)	\$ 16,635	\$ 17,410	\$ 15,564
Avg. Transaction Price	\$ 16,408	\$ 17,180	\$ 15,564
Avg. Market Price at 100%	\$ 16,435	\$ 16,997	\$ 16,008
Avg. Price to Market % (Time of Sale)	101%	102%	97%
Avg. Transaction to Market	100%	101%	97%
Avg. Transactional Discount	\$ 229	\$ 230	\$ 228
Avg. Front-End Gross	\$ 1,595	\$ 1,766	\$ 1,395
Avg. Finance Gross	\$ 1,392	\$ 1,654	\$ 1,047
PUVR	\$ 2,999	\$ 3,420	\$ 2,442
Total Gross (Units & PUVR)	\$ 332,847	\$ 212,059	\$ 114,790
GROI	158%	195%	117%
% with Trade	59%	11%	126%
Avg. Over/Under Allowance	543	593	473



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	111	42	24
% of Retail Units	100%	38%	22%
% Retailed of Non-New Franchi	42%	36%	58%
Avg. Days to Sale	41.7	30.5	43.4
Avg. Transaction Price	\$ 16,408	\$ 15,335	\$ 13,786
Avg. Transaction to Market %	100%	100%	98%
Avg. Transactional Discount	\$ 229	\$ 243	\$ 166
Avg. Front End Gross	\$ 1,595	\$ 1,895	\$ 1,906
Avg. Finance Gross	\$ 1,392	\$ 1,083	\$ 1,313
PUVR	\$ 2,999	\$ 3,009	\$ 3,219
Total Gross (Units & PUVR)	###	\$ 126,386	\$ 77,252
GROI	158%	232%	194%
% with Trade	59%	100%	100%
Avg. Over/Under Allowance	543	494	406



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
0	45	0	0
0%	41%	0%	0%
#DIV/0!	40%	#DIV/0!	#DIV/0!
#DIV/0!	51.3	#DIV/0!	#DIV/0!
#DIV/0!	\$ 18,808	#DIV/0!	#DIV/0!
#DIV/0!	101%	#DIV/0!	#DIV/0!
#DIV/0!	\$ 251	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,148	#DIV/0!	#DIV/0!
#DIV/0!	\$ 1,724	#DIV/0!	#DIV/0!
#DIV/0!	\$ 2,869	#DIV/0!	#DIV/0!
#VALUE!	\$ 129,090	#VALUE!	#VALUE!
#VALUE!	107%	#VALUE!	#VALUE!
#DIV/0!	0%	#DIV/0!	#DIV/0!
#DIV/0!	661	#DIV/0!	#DIV/0!

BO OEM/Leasing co	Other
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0%	0%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	111	61	14
% of Retail Units	100%	55%	13%
% Retailed of Non-New Franchi	42%	39%	57%
Avg. Days to Sale	41.7	16.2	36.9
Avg. Transaction Price	\$ 16,408	\$ 13,846	\$ 18,253
Avg. Transaction to Market %	100%	101%	103%
Avg. Transactional Discount	\$ 229	\$ 241	\$ 200
Avg. Front End Gross	\$ 1,595	\$ 2,032	\$ 3,101
Avg. Finance Gross	\$ 1,392	\$ 1,435	\$ 1,614
PUVR	\$ 2,999	\$ 3,467	\$ 4,715
Total Gross (Units & PUVR)	\$ 332,847	\$ 211,508	\$ 66,009
GROI	158%	555%	252%
% with Trade	59%	75%	29%
Avg. Over/Under Allowance	543	455	500



46-60 days	61-90 days	90+ days
9	13	10
8%	12%	9%
44%	54%	40%
53.1	70.2	173.3
\$ 18,934	\$ 18,760	\$ 24,265
102%	97%	90%
\$ 250	\$ 173	\$ 246
\$ 2,104	\$ 949	\$ (2,492)
\$ 1,664	\$ 1,397	\$ 717
\$ 3,768	\$ 2,346	\$ (1,775)
\$ 33,915	\$ 30,498	\$ (17,747)
135%	64%	-15%
56%	46%	50%
694	654	775