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## New Car Franchise(s)

Subaru

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| Unit # | Stock#   | Year | Make      | Model          | Days in Stock | Acquisition Source | CPO | Advertised Price (Time of Sale) | Transaction Price | Advertised Price to Market % (Time of Sale) | Front-End Gross | Finance Gross |
|--------|----------|------|-----------|----------------|---------------|--------------------|-----|---------------------------------|-------------------|---------------------------------------------|-----------------|---------------|
| ex.    | P123456  | 2015 | Chevrolet | Equinox        | 30            | Trade on New       | No  | \$ 15,000                       | \$ 13,800         | 95%                                         | \$1,500         | \$500         |
| 1      | W1366    |      | JEEP      | CHEROKEE       | 10            |                    | No  | \$ 32,999                       | \$ 32,999         | 95%                                         | \$1,441         | \$3,841       |
| 2      | L1195    |      | ACURA     | RDX            | 11            |                    | No  | \$ 25,777                       | \$ 25,777         | 95%                                         | \$1,348         | \$1,434       |
| 3      | 220923B  |      | SUBARU    | ASCENT         | 10            |                    | Yes | \$ 41,999                       | \$ 41,999         | 95%                                         | \$948           | \$3,736       |
| 4      | L1317A   |      | SUBARU    | LEGACY         | 7             |                    | No  | \$ 15,755                       | \$ 15,755         | 95%                                         | \$2,196         | \$0           |
| 5      | 220237A  |      | FORD      | MUSTANG        | 10            |                    | No  | \$ 13,382                       | \$ 13,382         | 95%                                         | \$1,000         | \$0           |
| 6      | 220310A  |      | CHRYSLER  | TOWN & COUNTRY | 10            |                    | No  | \$ 18,999                       | \$ 18,999         | 95%                                         | \$1,928         | \$0           |
| 7      | 220315A  |      | SUBARU    | OUTBACK        | 10            |                    | Yes | \$ 33,999                       | \$ 33,999         | 95%                                         | \$1,470         | \$3,013       |
| 8      | 220402A  |      | SUBARU    | FORESTER       | 10            |                    | Yes | \$ 32,999                       | \$ 32,999         | 95%                                         | \$3,373         | \$1,410       |
| 9      | 220437A  |      | FORD      | FUSION         | 50            |                    | No  | \$ 24,888                       | \$ 24,888         | 95%                                         |                 |               |
| 10     | 220483A  |      | SUBARU    | IMPREZA        | 4             |                    | Yes | \$ 25,222                       | \$ 25,222         | 95%                                         |                 |               |
| 11     | 220431A  |      | CHEVROLET | EQUINOX        | 6             |                    | No  | \$ 25,999                       | \$ 25,999         | 95%                                         | \$2,113         |               |
| 12     | 220516A  |      | HONDA     | PILOT          | 13            |                    | No  | \$ 20,999                       | \$ 20,999         | 95%                                         | \$950           | \$0           |
| 13     | C220512A |      | CADILLAC  | XTS            | 10            |                    | No  | \$ 26,999                       | \$ 26,999         | 95%                                         | \$2,401         | \$1,600       |
| 14     | 220527A  |      | SUBARU    | ASCENT         | 10            |                    | Yes | \$ 34,444                       | \$ 34,444         | 95%                                         | \$2,302         | \$2,499       |
| 15     | L1291    |      | SUBARU    | OUTBACK        | 10            |                    | No  | \$ 24,244                       | \$ 24,244         | 95%                                         | \$1,731         | \$800         |
| 16     | 220675A  |      | KIA       | SORENTO        | 2             |                    | No  | \$ 22,222                       | \$ 22,222         | 95%                                         | \$768           | \$2,839       |
| 17     | L1316    |      | SUBARU    | FORESTER       | 1             |                    | Yes | \$ 27,999                       | \$ 27,999         | 95%                                         | \$1,733         | \$925         |
| 18     | P1319    |      | SUBARU    | FORESTER       | 1             |                    | Yes | \$ 25,555                       | \$ 25,555         | 95%                                         | \$2,932         | \$1,125       |
| 19     | L1333    |      | SUBARU    | OUTBACK        | 10            |                    | Yes | \$ 31,555                       | \$ 31,555         | 95%                                         | (\$684)         | \$1,100       |
| 20     | W1340    |      | HONDA     | CR-V           | 28            |                    | No  | \$ 18,333                       | \$ 18,333         | 95%                                         | \$1,510         | \$2,065       |
| 21     | L1350    |      | SUBARU    | ASCENT         | 10            |                    | Yes | \$ 33,999                       | \$ 33,999         | 95%                                         | \$3,108         | \$421         |
| 22     | 220815A  |      | HYUNDAI   | VELOSTER       | 10            |                    | No  | \$ 25,999                       | \$ 25,999         | 95%                                         | \$3,372         | \$1,174       |
| 23     | 220776AA |      | NISSAN    | FRONTIER       | 32            |                    | No  | \$ 27,999                       | \$ 27,999         | 95%                                         | \$4,247         | \$773         |
| 24     | L1352    |      | NISSAN    | MURANO         | 10            |                    | No  | \$ 38,800                       | \$ 38,800         | 95%                                         | \$1,091         | \$3,080       |
| 25     | 220831A  |      | SUBARU    | ASCENT         |               |                    | No  | \$ 25,571                       | \$ 25,571         | 95%                                         | \$0             | \$3,651       |
| 26     | L1336A   |      | FORD      | F-150          | 2             |                    | No  | \$ 18,999                       | \$ 18,999         | 95%                                         | \$1,729         | \$1,820       |
| 27     | L1365    |      | TOYOTA    | RAV4           | 2             |                    | No  | \$ 6,834                        | \$ 6,834          | 95%                                         | \$2,659         | \$0           |

|    |          |  |            |               |    |  |     |    |        |    |        |     |          |         |
|----|----------|--|------------|---------------|----|--|-----|----|--------|----|--------|-----|----------|---------|
| 28 | L1363    |  | SUBARU     | FORESTER      | 10 |  | Yes | \$ | 24,900 | \$ | 24,900 | 95% | \$1,778  | \$0     |
| 29 | L1362    |  | JEEP       | GRAND CHEROKE | 71 |  | No  | \$ | 23,499 | \$ | 23,499 | 95% | \$814    | \$0     |
| 30 | 220878C  |  | SUBARU     | OUTBACK       | 10 |  | No  | \$ | 11,999 | \$ | 11,999 | 95% | \$3,185  | \$894   |
| 31 | 220816B  |  | SUBARU     | LEGACY        | 1  |  | No  | \$ | 17,777 | \$ | 17,777 | 95% | \$1,864  | \$1,508 |
| 32 | 220961A  |  | MITSUBISHI | ECLIPSE       | 11 |  | No  | \$ | 8,999  | \$ | 8,999  | 95% | \$359    | \$855   |
| 33 | 220915A  |  | VOLVO      | XC90          | 11 |  | No  | \$ | 43,999 | \$ | 43,999 | 95% | \$1,920  | \$1,598 |
| 34 | L1376    |  | SUBARU     | OUTBACK       | 7  |  | No  | \$ | 15,999 | \$ | 15,999 | 95% | \$4,232  | \$241   |
| 35 | L1378    |  | SUBARU     | ASCENT        | 1  |  | No  | \$ | 26,108 | \$ | 26,108 | 95% | \$0      | \$1,004 |
| 36 | 220940A  |  | FORD       | MUSTANG       | 10 |  | No  | \$ | 21,555 | \$ | 21,555 | 95% | (\$259)  | \$3,490 |
| 37 | 220947A  |  | KIA        | TELLURIDE     | 5  |  | No  | \$ | 48,888 | \$ | 48,888 | 95% | \$3,304  | \$309   |
| 38 | L1392    |  | SUBARU     | OUTBACK       | 2  |  | No  | \$ | 19,999 | \$ | 19,999 | 95% | \$3,053  | \$0     |
| 39 | L1388    |  | TOYOTA     | HIGHLANDER    | 10 |  | No  | \$ | 30,333 | \$ | 30,333 | 95% | \$1,904  | \$800   |
| 40 | L1386    |  | HYUNDAI    | KONA          | 10 |  | No  | \$ | 24,749 | \$ | 24,749 | 95% | \$1,830  | \$253   |
| 41 | L1389    |  | SUBARU     | ASCENT        | 10 |  | Yes | \$ | 32,999 | \$ | 32,999 | 95% | \$217    | \$2,475 |
| 42 | PB1384   |  | TOYOTA     | 4-RUNNER      | 5  |  | No  | \$ | 12,999 | \$ | 12,999 | 95% |          |         |
| 43 | 220840B  |  | SUBARU     | LEGACY        | 10 |  | No  | \$ | 15,999 | \$ | 15,999 | 95% | \$3,588  | \$0     |
| 44 | 220995A  |  | SUBARU     | CROSSTREK     | 15 |  | Yes | \$ | 28,999 | \$ | 28,999 | 95% | \$10,356 | \$4,228 |
| 45 | 220912C  |  | LEXUS      | NX 300H       | 3  |  | No  | \$ | 43,999 | \$ | 43,999 | 95% | \$1,816  | \$2,031 |
| 46 | L1396    |  | MINI       | COOPER        | 3  |  | No  | \$ | 6,999  | \$ | 6,999  | 95% | \$1,892  | \$86    |
| 47 | 220944B  |  | SUBARU     | FORESTER      | 11 |  | Yes | \$ | 27,999 | \$ | 27,999 | 95% | \$2,549  | \$2,736 |
| 48 | 220650B  |  | SUBARU     | LEGACY        | 10 |  | No  | \$ | 20,999 | \$ | 20,999 | 95% | \$2,910  | \$0     |
| 49 | 221099AA |  | SUBARU     | LEGACY        |    |  | No  | \$ | 17,979 | \$ | 17,979 | 95% | \$0      | \$1,591 |
| 50 | W1398    |  | SUBARU     | FORESTER      | 10 |  | No  | \$ | 26,999 | \$ | 26,999 | 95% | \$1,591  | \$764   |
| 51 | 220949A  |  | SUBARU     | ASCENT        | 10 |  | Yes | \$ | 36,444 | \$ | 36,444 | 95% | \$635    | \$1,997 |
| 52 | 221020A  |  | SUBARU     | LEGACY        | 10 |  | Yes | \$ | 33,555 | \$ | 33,555 | 95% | \$1,254  | \$2,097 |
| 53 | 220978A  |  | JEEP       | WRANGLER      | 10 |  | No  | \$ | 50,999 | \$ | 50,999 | 95% | \$3,689  | \$2,060 |

## Scoreboard Totals

|                                       |           |
|---------------------------------------|-----------|
| % Retailed of Non-Franchise Make      | #VALUE!   |
| Total # Retail Units                  | SUBARU    |
| Avg. Days to Sale                     | 10.0      |
| Avg. Advertised Price (Time of Sale)  | \$ 20,999 |
| Avg. Transaction Price                | \$ 20,999 |
| Avg. Market Price at 100%             | \$ 22,104 |
| Avg. Price to Market % (Time of Sale) | 95%       |
| Avg. Transaction to Market            | 95%       |
| Avg. Transactional Discount           | \$ -      |
| Avg. Front-End Gross                  | \$ 2,653  |
| Avg. Finance Gross                    | \$ 1,064  |
| PUVR                                  | \$ 3,365  |
| Total Gross (Units & PUVR)            | #VALUE!   |
| GROI                                  | 577%      |
| % with Trade                          | #VALUE!   |
| Avg. Over/Under Allowance             | #DIV/0!   |



ACADEMY

## Scoreboard

(Click on the blue header to access the dropdown)

| Desk Manager                          | Totals    | Bob Atwood |         |
|---------------------------------------|-----------|------------|---------|
| % Retailed of Non-New Franchise       | #VALUE!   | #DIV/0!    | #DIV/0! |
| Total # Retail Units                  | SUBARU    | 0          | 0       |
| Avg. Days to Sale                     | 10.0      | #DIV/0!    | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 20,999 | #DIV/0!    | #DIV/0! |
| Avg. Transaction Price                | \$ 20,999 | #DIV/0!    | #DIV/0! |
| Avg. Market Price at 100%             | \$ 22,104 | #DIV/0!    | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 95%       | #DIV/0!    | #DIV/0! |
| Avg. Transaction to Market            | 95%       | #DIV/0!    | #DIV/0! |
| Avg. Transactional Discount           | \$ -      | #DIV/0!    | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,653  | #DIV/0!    | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,064  | #DIV/0!    | #DIV/0! |
| PUVR                                  | \$ 3,365  | #DIV/0!    | #DIV/0! |
| Total Gross (Units & PUVR)            | #VALUE!   | #DIV/0!    | #DIV/0! |
| GROI                                  | 577%      | #DIV/0!    | #DIV/0! |
| % with Trade                          | #VALUE!   | #DIV/0!    | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0!   | #DIV/0!    | #DIV/0! |



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## Scoreboard

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| Sales Consultant                      | Totals    | Mike Lucki | Matt Vollmers |
|---------------------------------------|-----------|------------|---------------|
| % Retailed of Non-New Franchise       | #VALUE!   | #DIV/0!    | #DIV/0!       |
| Total # Retail Units                  | SUBARU    | 0          | 0             |
| Avg. Days to Sale                     | 10.0      | #DIV/0!    | #DIV/0!       |
| Avg. Advertised Price (Time of Sale)  | \$ 20,999 | #DIV/0!    | #DIV/0!       |
| Avg. Transaction Price                | \$ 20,999 | #DIV/0!    | #DIV/0!       |
| Avg. Market Price at 100%             | \$ 22,104 | #DIV/0!    | #DIV/0!       |
| Avg. Price to Market % (Time of Sale) | 95%       | #DIV/0!    | #DIV/0!       |
| Avg. Transaction to Market            | 95%       | #DIV/0!    | #DIV/0!       |
| Avg. Transactional Discount           | \$ -      | #DIV/0!    | #DIV/0!       |
| Avg. Front-End Gross                  | \$ 2,653  | #DIV/0!    | #DIV/0!       |
| Avg. Finance Gross                    | \$ 1,064  | #DIV/0!    | #DIV/0!       |
| PUVR                                  | \$ 3,365  | #DIV/0!    | #DIV/0!       |
| Total Gross (Units & PUVR)            | #VALUE!   | #DIV/0!    | #DIV/0!       |
| GROI                                  | 577%      | #DIV/0!    | #DIV/0!       |
| % with Trade                          | #VALUE!   | #DIV/0!    | #DIV/0!       |
| Avg. Over/Under Allowance             | #DIV/0!   | #DIV/0!    | #DIV/0!       |



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## Scoreboard

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| Finance Manager                       | Totals    | Walker Strong |         |
|---------------------------------------|-----------|---------------|---------|
| % Retailed of Non-New Franchise       | #VALUE!   | #DIV/0!       | #DIV/0! |
| Total # Retail Units                  | SUBARU    | 0             | 0       |
| Avg. Days to Sale                     | 10.0      | #DIV/0!       | #DIV/0! |
| Avg. Advertised Price (Time of Sale)  | \$ 20,999 | #DIV/0!       | #DIV/0! |
| Avg. Transaction Price                | \$ 20,999 | #DIV/0!       | #DIV/0! |
| Avg. Market Price at 100%             | \$ 22,104 | #DIV/0!       | #DIV/0! |
| Avg. Price to Market % (Time of Sale) | 95%       | #DIV/0!       | #DIV/0! |
| Avg. Transaction to Market            | 95%       | #DIV/0!       | #DIV/0! |
| Avg. Transactional Discount           | \$ -      | #DIV/0!       | #DIV/0! |
| Avg. Front-End Gross                  | \$ 2,653  | #DIV/0!       | #DIV/0! |
| Avg. Finance Gross                    | \$ 1,064  | #DIV/0!       | #DIV/0! |
| PUVR                                  | \$ 3,365  | #DIV/0!       | #DIV/0! |
| Total Gross (Units & PUVR)            | #VALUE!   | #DIV/0!       | #DIV/0! |
| GROI                                  | 577%      | #DIV/0!       | #DIV/0! |
| % with Trade                          | #VALUE!   | #DIV/0!       | #DIV/0! |
| Avg. Over/Under Allowance             | #DIV/0!   | #DIV/0!       | #DIV/0! |



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## Scoreboard

| CPO                                   | Totals    | Yes        | No         |
|---------------------------------------|-----------|------------|------------|
| Total # Retail Units                  | SUBARU    | 43         | 157        |
| Avg. Days to Sale                     | 10.0      | 13.6       | 13.5       |
| Avg. Advertised Price (Time of Sale)  | \$ 20,999 | \$ 30,990  | \$ 24,141  |
| Avg. Transaction Price                | \$ 20,999 | \$ 30,990  | \$ 24,141  |
| Avg. Market Price at 100%             | \$ 22,104 | \$ 32,621  | \$ 25,412  |
| Avg. Price to Market % (Time of Sale) | 95%       | 95%        | 95%        |
| Avg. Transaction to Market            | 95%       | 95%        | 95%        |
| Avg. Transactional Discount           | \$ -      | \$ -       | \$ -       |
| Avg. Front-End Gross                  | \$ 2,653  | \$ 2,132   | \$ 1,938   |
| Avg. Finance Gross                    | \$ 1,064  | \$ 1,675   | \$ 1,375   |
| PUVR                                  | \$ 3,365  | \$ 3,730   | \$ 3,267   |
| Total Gross (Units & PUVR)            | #VALUE!   | \$ 160,405 | \$ 512,852 |
| GROI                                  | 577%      | 319%       | 360%       |
| % with Trade                          | #VALUE!   | 35%        | 31%        |
| Avg. Over/Under Allowance             | #DIV/0!   | #DIV/0!    | #DIV/0!    |



## Scoreboard

| Same Brand as New                     | Totals    | Yes        | No         |
|---------------------------------------|-----------|------------|------------|
| Total # Retail Units                  | SUBARU    | 105        | 95         |
| Avg. Days to Sale                     | 10.0      | 13.4       | 13.7       |
| Avg. Advertised Price (Time of Sale)  | \$ 20,999 | \$ 25,993  | \$ 25,195  |
| Avg. Transaction Price                | \$ 20,999 | \$ 25,993  | \$ 25,195  |
| Avg. Market Price at 100%             | \$ 22,104 | \$ 27,361  | \$ 26,521  |
| Avg. Price to Market % (Time of Sale) | 95%       | 95%        | 95%        |
| Avg. Transaction to Market            | 95%       | 95%        | 95%        |
| Avg. Transactional Discount           | \$ -      | \$ -       | \$ -       |
| Avg. Front-End Gross                  | \$ 2,653  | \$ 2,049   | \$ 1,901   |
| Avg. Finance Gross                    | \$ 1,064  | \$ 1,393   | \$ 1,492   |
| PUVR                                  | \$ 3,365  | \$ 3,411   | \$ 3,314   |
| Total Gross (Units & PUVR)            | #VALUE!   | \$ 358,169 | \$ 314,865 |
| GROI                                  | 577%      | 352%       | 345%       |
| % with Trade                          | #VALUE!   | 28%        | 36%        |
| Avg. Over/Under Allowance             | #DIV/0!   | #DIV/0!    | #DIV/0!    |



## Scoreboard

| Source                          | Totals    | Trade on New | Trade on Used |
|---------------------------------|-----------|--------------|---------------|
| Total # Retail Units            | SUBARU    | 0            | 0             |
| % of Retail Units               | #VALUE!   | #VALUE!      | #VALUE!       |
| % Retailed of Non-New Franchise | #VALUE!   | #DIV/0!      | #DIV/0!       |
| Avg. Days to Sale               | 10.0      | #DIV/0!      | #DIV/0!       |
| Avg. Transaction Price          | \$ 20,999 | #DIV/0!      | #DIV/0!       |
| Avg. Transaction to Market %    | 95%       | #DIV/0!      | #DIV/0!       |
| Avg. Transactional Discount     | \$ -      | #DIV/0!      | #DIV/0!       |
| Avg. Front End Gross            | \$ 2,653  | #DIV/0!      | #DIV/0!       |
| Avg. Finance Gross              | \$ 1,064  | #DIV/0!      | #DIV/0!       |
| PUVR                            | \$ 3,365  | #DIV/0!      | #DIV/0!       |
| Total Gross (Units & PUVR)      | #VALUE!   | #DIV/0!      | #DIV/0!       |
| GROI                            | 577%      | #DIV/0!      | #DIV/0!       |
| % with Trade                    | #VALUE!   | #DIV/0!      | #DIV/0!       |
| Avg. Over/Under Allowance       | #DIV/0!   | #DIV/0!      | #DIV/0!       |



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## Scoreboard

| Age                             | Totals    | 0-30 days  | 31-45 days |
|---------------------------------|-----------|------------|------------|
| Total # Retail Units            | SUBARU    | 175        | 7          |
| % of Retail Units               | #VALUE!   | #VALUE!    | #VALUE!    |
| % Retailed of Non-New Franchise | #VALUE!   | 48%        | 43%        |
| Avg. Days to Sale               | 10.0      | 8.9        | 32.4       |
| Avg. Transaction Price          | \$ 20,999 | \$ 25,058  | \$ 26,202  |
| Avg. Transaction to Market %    | 95%       | #DIV/0!    | 95%        |
| Avg. Transactional Discount     | \$ -      | \$ -       | \$ -       |
| Avg. Front End Gross            | \$ 2,653  | \$ 2,026   | \$ 2,451   |
| Avg. Finance Gross              | \$ 1,064  | \$ 1,472   | \$ 1,118   |
| PUVR                            | \$ 3,365  | \$ 3,499   | \$ 3,569   |
| Total Gross (Units & PUVR)      | #VALUE!   | \$ 612,276 | \$ 24,983  |
| GROI                            | 577%      | 568%       | 151%       |
| % with Trade                    | #VALUE!   | 32%        | 43%        |
| Avg. Over/Under Allowance       | #DIV/0!   | #DIV/0!    | #DIV/0!    |



| 46-60 days | 61-90 days | 90+ days  |
|------------|------------|-----------|
| 5          | 5          | 1         |
| #VALUE!    | #VALUE!    | #VALUE!   |
| 80%        | 60%        | 0%        |
| 49.6       | 77.4       | 204.0     |
| \$ 29,106  | \$ 38,248  | \$ 32,440 |
| 95%        | 95%        | 95%       |
| \$ -       | \$ -       | \$ -      |
| \$ 2,282   | \$ 983     | \$ 2,931  |
| \$ 1,357   | \$ 1,167   | \$ -      |
| \$ 3,639   | \$ 2,150   | \$ 2,931  |
| \$ 18,193  | \$ 10,750  | \$ 2,931  |
| 91%        | 26%        | 16%       |
| 40%        | 20%        | 0%        |
| #DIV/0!    | #DIV/0!    | #DIV/0!   |