

Pre-Work V01 Week 4 Pre-Owned

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Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross	Salesperson	Desk Manager	Finance Manager	Trade	Over/Under Allowance
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
1	W4087P	2019	Subaru	IMPREZA	38	Auction/Wholesale	No	\$ 23,900	\$ 23,900	97%	(\$2,370)	\$3,273	Amal Mustic	Blake Mitchusso	Adam Smith	No	\$0
2	W2201507A	2020	Subaru	OUTBACK	13	Trade on New	Yes	\$ 31,997	\$ 31,997	100%	\$4,855	\$3,119	Bria Alexander	William MacKee	Mark Duecker	Yes	\$0
3	RW2659	2022	Subaru	OUTBACK	11	Loaner	Yes	\$ 29,995	\$ 31,295	93%	\$2,757	\$2,098	Kevin Burjkowski	William MacKee	Adam Smith	No	\$0
4	W2201502A	2020	Subaru	OUTBACK	32	Trade on New	Yes	\$ 29,500	\$ 29,500	103%	\$3,343	\$631	Jim Carpenter	William MacKee	Holly Karas	Yes	\$1,000
5	RW2660	2022	Subaru	IMPREZA	21	Loaner	Yes	\$ 23,999	\$ 24,500	96%	\$1,813	\$154	Bill Entriken	Jay Johnson	Adam Smith	No	\$0
6	W2300242B	2015	Volkswagen	JETTA	13	Trade on Used	No	\$ 13,999	\$ 13,999	91%	\$5,000	\$1,443	Husein Badnervic	Jay Johnson	Adam Smith	No	\$0
7	W2300132A	2020	Honda	CRV	40	Trade on New	No	\$ 30,999	\$ 30,240	99%	\$1,240	\$0	Rob Carrol	Jay Johnson	Mark Duecker	No	\$0
8	W4086P	2021	Subaru	OUTBACK	54	Auction/Wholesale	Yes	\$ 29,995	\$ 29,995	106%	(\$2,641)	\$1,698	Darius Alford	Jay Johnson	Adam Smith	No	\$0
9	W2300286A	2022	Hyundai	ELANTRA	15	Trade on New	No	\$ 25,950	\$ 25,950	97%	\$5,620	\$1,253	Fred Hummel	William MacKee	Holly Karas	Yes	\$1,000
10	W2201514A	2015	Honda	ACCORD	25	Trade on New	No	\$ 17,997	\$ 18,500	94%	\$5,499	\$758	Darius Alford	William MacKee	Mark Duecker	No	\$0
11	W2201531A	2010	Honda	ACCORD	6	Trade on New	No	\$ 15,500	\$ 15,500	114%	\$6,182	\$195	Fred Hummel	William MacKee	Adam Smith	No	\$0
12	RW2662	2022	Subaru	ASCENT	15	Loaner	No	\$ 40,724	\$ 40,224	99%	\$4,089	\$1,000	Kevin Burjkowski	William MacKee	Mark Duecker	No	\$0
13	W2300214B	2021	Toyota	RAV4	23	Trade on Used	No	\$ 28,912	\$ 28,912	96%	\$2,516	\$1,455	Darius Alford	Jay Johnson	Mark Duecker	Yes	(\$300)
14	W2300175A	2016	Ford	EXPLORER	46	Trade on New	No	\$ 21,867	\$ 21,547	91%	\$1,967	\$2,593	Rob Carrol	William MacKee	Mark Duecker	No	\$0
15	W2201499A	2016	Nissan	ROGUE	26	Trade on New	No	\$ 17,238	\$ 17,238	94%	\$5,071	\$374	Lexi Camburn	Blake Mitchusso	Mark Duecker	No	\$0
16	W2300281A	2015	Subaru	FORESTER	28	Trade on New	No	\$ 13,999	\$ 12,990	93%	\$3,494	\$85	Bria Alexander	Blake Mitchusso	Mark Duecker	No	\$0
17	W4075P	2021	Subaru	OUTBACK	81	Auction/Wholesale	Yes	\$ 27,495	\$ 27,495	96%	(\$4,757)	\$0	Darius Alford	William MacKee	Adam Smith	No	\$0
18	W2300289A	2019	Subaru	CROSSTREK	33	Trade on New	Yes	\$ 28,556	\$ 28,045	104%	\$1,487	\$660	Aaron Smith	William MacKee	Holly Karas	No	\$0
19	W2201501A	2021	Subaru	OUTBACK	51	Trade on New	Yes	\$ 36,368	\$ 36,368	100%	\$526	\$2,779	Aaron Smith	William MacKee	Adam Smith	No	\$0
20	W2201454A	2019	Subaru	ASCENT	71	Trade on New	No	\$ 21,383	\$ 22,200	90%	\$482	\$1,970	Rob Carrol	William MacKee	Mark Duecker	No	\$0
21	W2300368A	2020	Subaru	FORESTER	17	Trade on New	Yes	\$ 30,750	\$ 31,448	102%	\$3,255	\$98	Darius Alford	William MacKee	Mark Duecker	No	\$0
22	W4074P	2021	Subaru	FORESTER	89	Auction/Wholesale	Yes	\$ 26,495	\$ 26,495	95%	(\$3,564)	\$0	Husein Badnervic	William MacKee	Mark Duecker	No	\$0
23	W4098P	2020	Subaru	CROSSTREK	52	Auction/Wholesale	Yes	\$ 25,036	\$ 25,036	100%	(\$823)	\$1,581	Rob Carrol	William MacKee	Holly Karas	No	\$0
24	W4095P	2017	Jeep	RENEGADE	56	Auction/Wholesale	No	\$ 16,999	\$ 16,999	87%	(\$5,443)	\$2,756	Aaron Smith	William MacKee	Holly Karas	No	\$0
25	W4068PA	2017	Nissan	MAXIMA	83	Auction/Wholesale	No	\$ 18,495	\$ 18,495	93%	(\$11)	\$98	Jason Blechle	William MacKee	Mark Duecker	No	\$0
26	W2300391A	2021	Subaru	ASCENT	20	Trade on New	Yes	\$ 31,817	\$ 31,817	102%	\$1,888	\$3,237	Bria Alexander	William MacKee	Adam Smith	No	\$0
27	W2300304A	2015	Mitsubishi	OUTLANDER	20	Trade on New	No	\$ 13,999	\$ 13,499	92%	\$4,494	\$0	Amal Mustic	Blake Mitchusso	Holly Karas	No	\$0
28	W2300467A	2017	Subaru	OUTBACK	3	Trade on New	No	\$ 25,995	\$ 25,995	97%	\$3,200	\$1,258	Amal Mustic	Jay Johnson	Holly Karas	Yes	\$0
29	W2300272A	2011	Honda	CIVIC	50	Trade on New	No	\$ 8,849	\$ 7,996	80%	\$1,638	\$0	Jon Garcia	William MacKee	Mark Duecker	No	\$0

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ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500	Desiree Dawson	Michael Hayes	Mike Lucki	Yes	\$2,000
30	W2300260A	2017	Toyota	CAMRY	59	Trade on New	No	\$ 18,999	\$ 18,390	91%	\$494	\$0	Kevin Burjkowski	William MacKee	Adam Smith	No	\$0
31	W2201502B	2019	Hyundai	SANTA FE	19	Trade on Used	No	\$ 23,650	\$ 23,650	102%	\$2,848	\$212	Bria Alexander	William MacKee	Adam Smith	Yes	\$0
32	W2300238A	2014	Honda	CRV	49	Trade on New	No	\$ 16,935	\$ 16,500	95%	\$1,088	\$0	Lexi Camburn	William MacKee	Adam Smith	No	\$0
33	W4096PA	2014	Chevrolet	CRUZE	23	Auction/Wholesale	No	\$ 9,994	\$ 9,994	92%	\$4,984	\$1,294	Rob Carrol	William MacKee	Adam Smith	No	\$0
34	W2300372A	2019	Subaru	FORESTER	18	Trade on New	Yes	\$ 30,109	\$ 30,109	99%	\$2,949	\$2,344	Jon Garcia	William MacKee	Adam Smith	No	\$0
35	RW2661	2022	Subaru	ASCENT	72	Loaner	Yes	\$ 38,989	\$ 38,739	98%	\$1,489	\$2,000	Kevin Burjkowski	Jay Johnson	Adam Smith	No	\$0
36	W2300351A	2016	Toyota	COROLLA	12	Trade on New	No	\$ 14,250	\$ 14,250	98%	\$3,231	\$214	Jon Garcia	William MacKee	Adam Smith	No	\$0
37	W5005P	2021	Subaru	STI	33	Auction/Wholesale	No	\$ 43,196	\$ 43,218	98%	\$3,233	\$0	Jon Garcia	William MacKee	Mark Duecker	No	\$0
38	W2300285A	2019	Toyota	RAV 4	55	Trade on New	No	\$ 32,995	\$ 32,490	94%	\$1,719	\$210	Husein Badnervic	Blake Mitchusso	Adam Smith	No	\$0
39	W4093P	2020	Honda	CIVIC R	49	Auction/Wholesale	No	\$ 42,787	\$ 42,587	96%	(\$1,614)	\$735	Husein Badnervic	Jay Johnson	Mark Duecker	No	\$0
40	W2300402A	2017	Subaru	FORESTER	14	Trade on New	No	\$ 14,986	\$ 14,986	86%	\$4,833	\$758	Rob Carrol	William MacKee	Holly Karas	No	\$0
41	W2300467B	2019	Mazda	CX 5	19	Trade on Used	No	\$ 26,990	\$ 25,900	100%	\$2,283	\$0	Sean Sullivan	William MacKee	Adam Smith	No	\$0
42	W2300388A	2020	Subaru	LEGACY	23	Trade on New	Yes	\$ 23,971	\$ 23,971	95%	(\$102)	\$2,823	Amal Mustic	William MacKee	Mark Duecker	Yes	\$0
43	W2300373A	2020	Subaru	FORESTER	18	Trade on New	Yes	\$ 25,995	\$ 24,995	98%	\$1,950	\$0	Sean Sullivan	Blake Mitchusso	Holly Karas	No	\$0
44	W2201540A	2020	Buick	ENCORE	31	Trade on New	No	\$ 19,995	\$ 19,995	88%	\$2,590	\$85	Rob Carrol	Blake Mitchusso	Adam Smith	No	\$0
45	W2300437A	2015	Nissan	ALTIMA	10	Trade on New	No	\$ 10,499	\$ 10,499	79%	\$2,983	\$1,279	Darius Alford	Jay Johnson	Adam Smith	No	\$0
46	W2201518A	2015	Toyota	RAV 4	57	Trade on New	No	\$ 16,599	\$ 16,349	91%	\$1,810	\$1,186	Amal Mustic	Jay Johnson	Adam Smith	No	\$0
47	W2300125A	2018	Honda	CIVIC	69	Trade on New	No	\$ 17,280	\$ 17,280	95%	(\$726)	\$138	Darius Alford	Jay Johnson	Adam Smith	No	\$0
48	RW2691	2021	Subaru	LEGACY	26	Loaner	Yes	\$ 23,799	\$ 23,799	93%	(\$1,726)	\$3,374	Rob Carrol	Jay Johnson	Adam Smith	No	\$0
49	W2300504A	2019	Subaru	FORESTER	8	Trade on New	Yes	\$ 26,500	\$ 26,500	97%	\$3,422	\$2,349	Jon Garcia	Blake Mitchusso	Holly Karas	No	\$0
50	W5006P	2019	Subaru	FORESTER	24	Auction/Wholesale	Yes	\$ 27,280	\$ 27,283	100%	(\$889)	\$762	Jon Garcia	Blake Mitchusso	Holly Karas	Yes	\$0
51	W2300376A	2019	Subaru	OUTBACK	15	Trade on New	Yes	\$ 23,500	\$ 23,500	99%	\$2,963	\$949	Kevin Burjkowski	Jay Johnson	Holly Karas	No	\$0
52	W2300490A	2019	Toyota	TACOMA	15	Trade on New	No	\$ 32,997	\$ 32,997	101%	\$811	\$2,079	Fred Hummel	Jay Johnson	Adam Smith	No	\$0
53	W2300461A	2015	Subaru	FORESTER	11	Trade on New	No	\$ 15,995	\$ 15,995	101%	\$6,288	\$125	Fred Hummel	William MacKee	Holly Karas	No	\$0
54	W2300230B	2020	Nissan	ALTIMA	53	Trade on Used	No	\$ 21,995	\$ 21,150	92%	\$477	\$0	Jon Garcia	William MacKee	Holly Karas	No	\$0
55	RW2665	2021	Subaru	ASCENT	31	Loaner	Yes	\$ 38,070	\$ 38,070	91%	\$1,617	\$1,155	Jon Garcia	William MacKee	Holly Karas	No	\$0
56	W3923PA	2015	Buick	ENCLAVE	53	Trade on Used	No	\$ 13,799	\$ 13,799	91%	\$1,968	\$665	Amal Mustic	William MacKee	Holly Karas	No	\$0
57	W4091P	2021	Dodge	RAM	40	Auction/Wholesale	No	\$ 35,476	\$ 35,476	94%	\$31	\$2,649	Bill Entriken	William MacKee	Mark Duecker	Yes	\$0
58	W4097P	2019	Genesis	G70	69	Auction/Wholesale	No	\$ 26,999	\$ 26,999	89%	(\$2,134)	\$0	Aaron Smith	Blake Mitchusso	Holly Karas	No	\$0

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Retail Units			84	Averages	33.8			\$ 24,423	\$ 24,246	95%	\$ 1,626	\$ 946				14	\$33

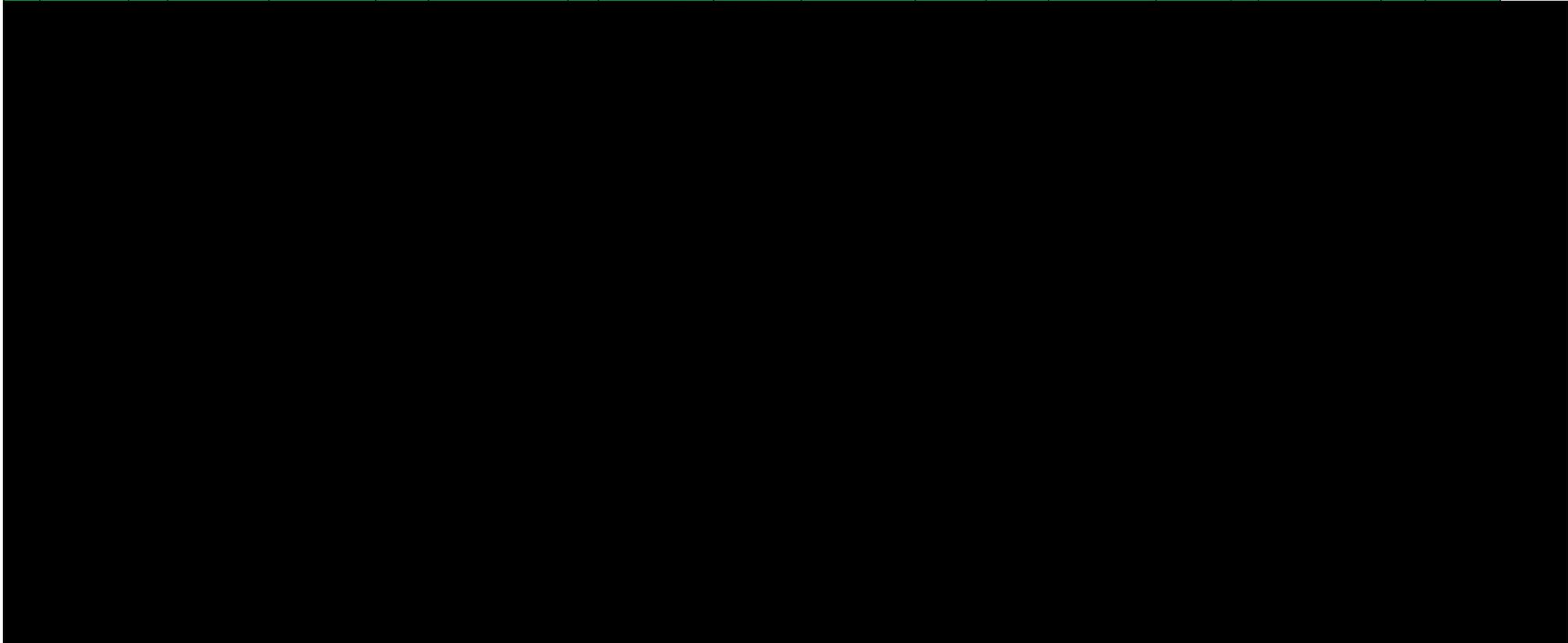
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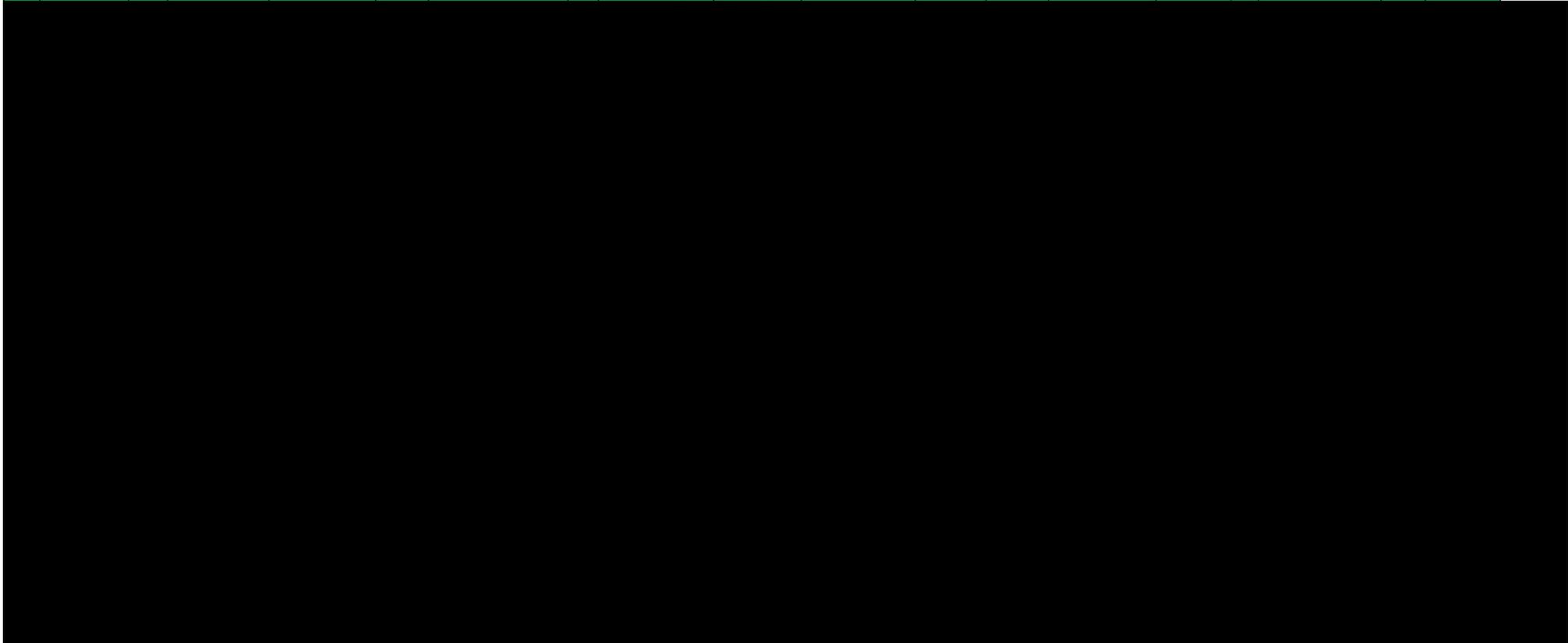
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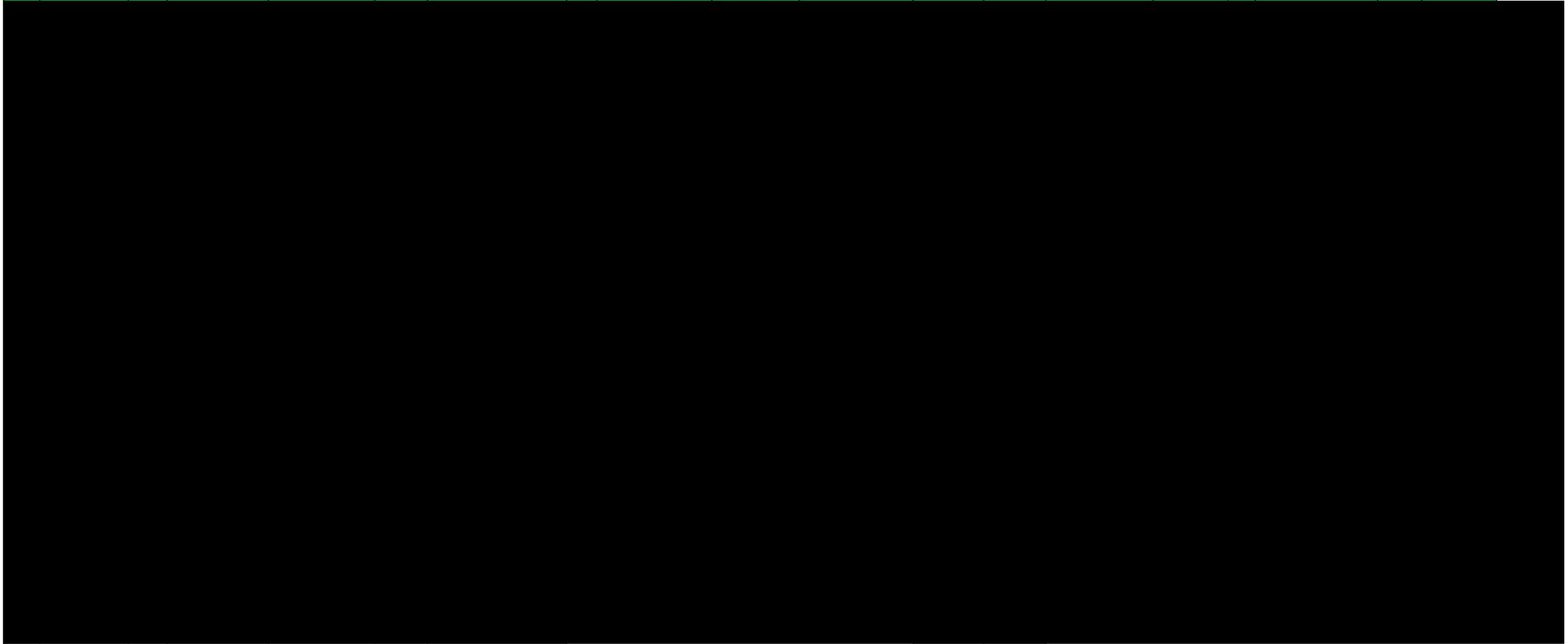
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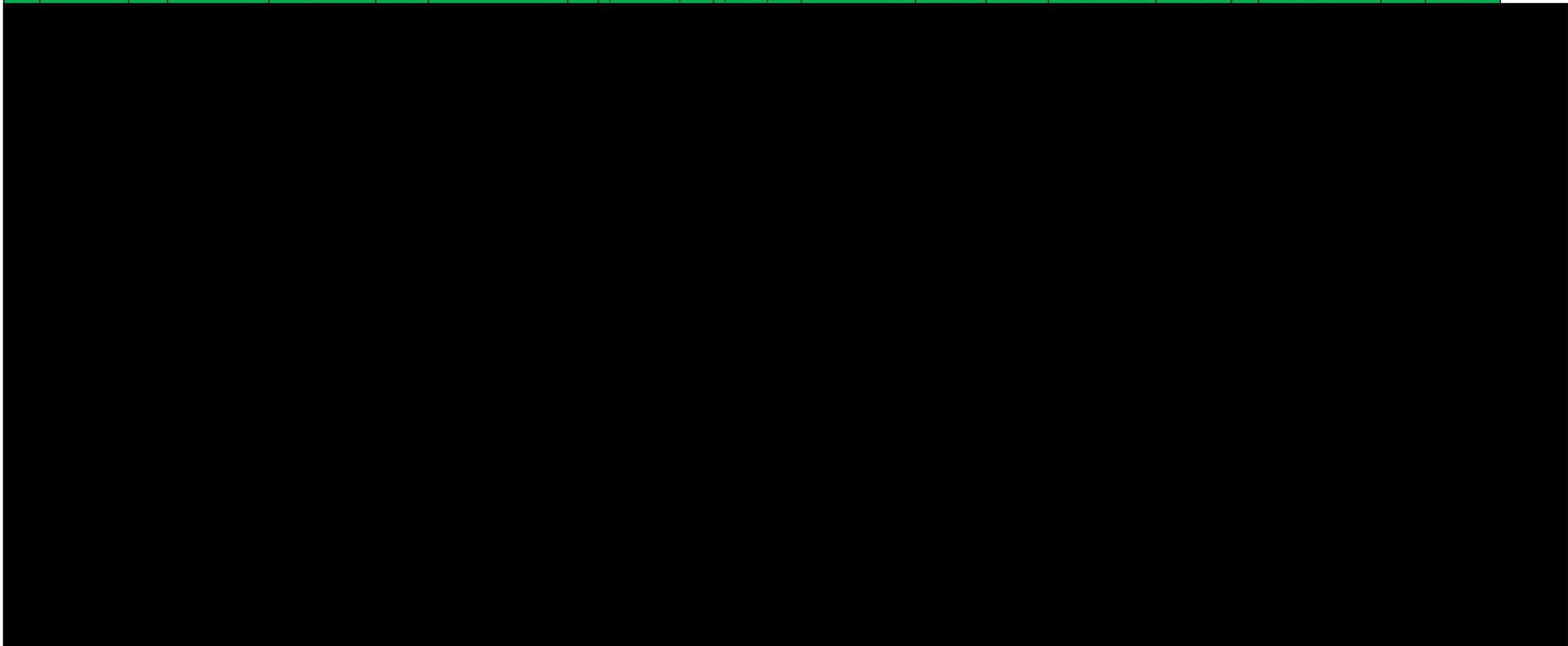
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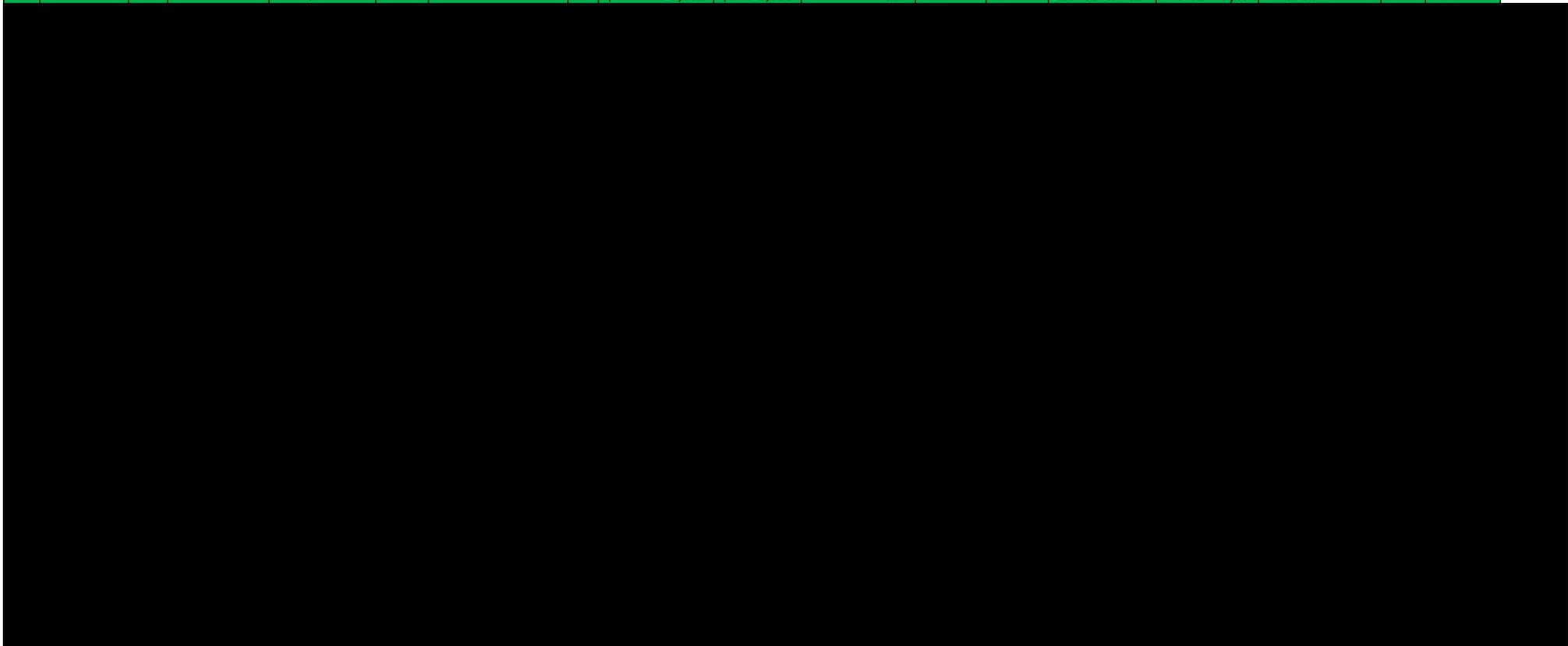
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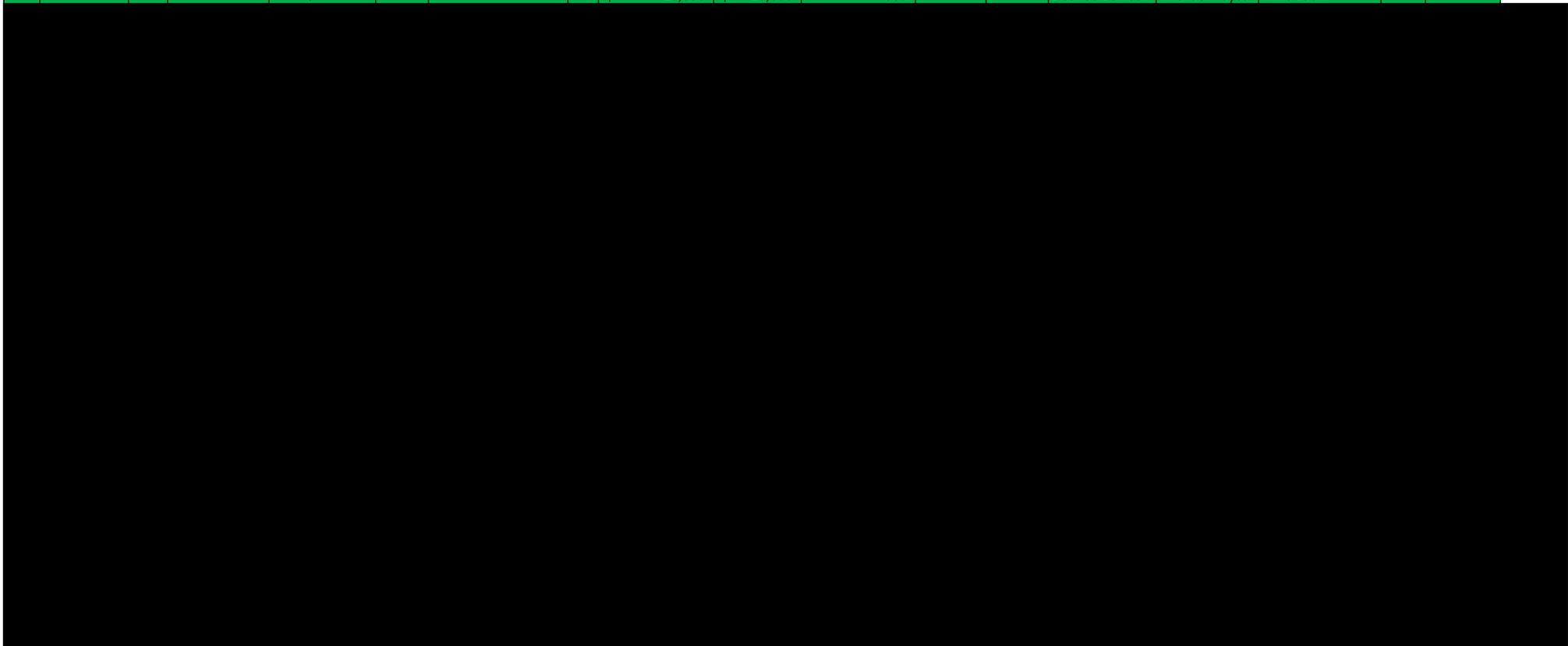
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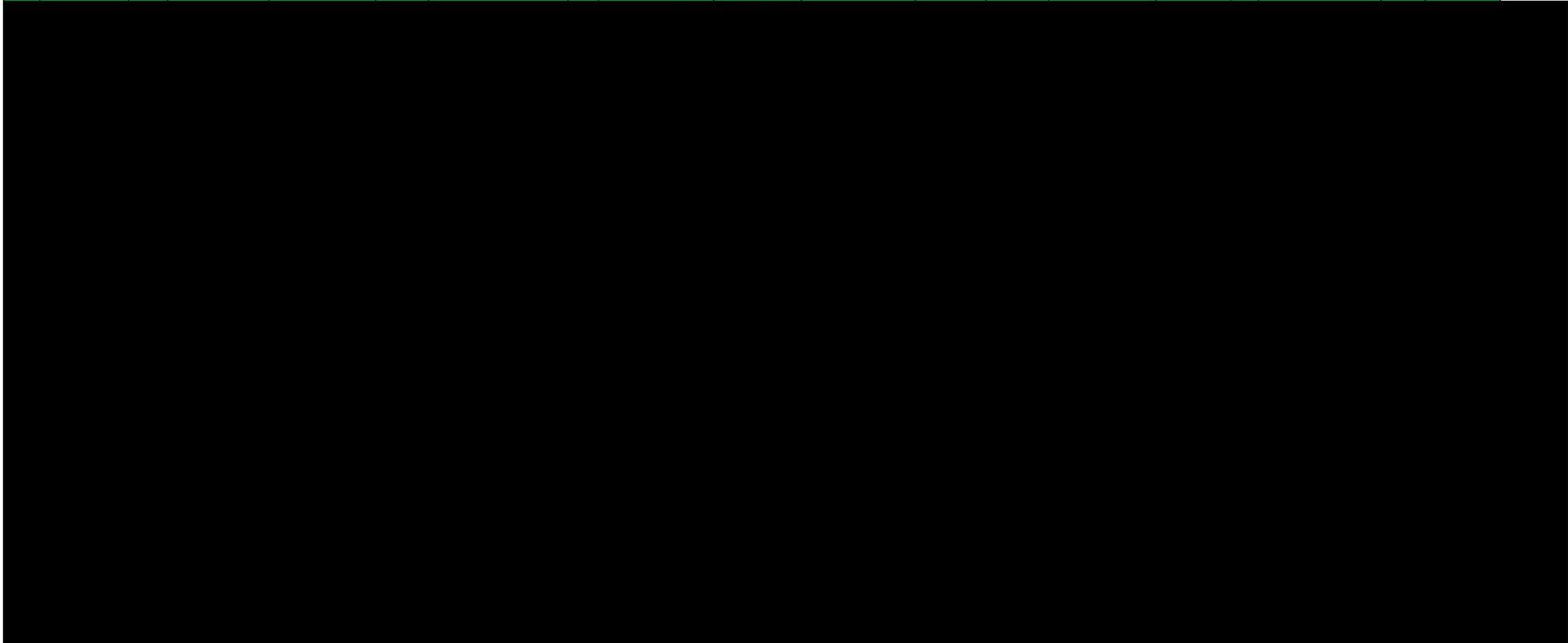
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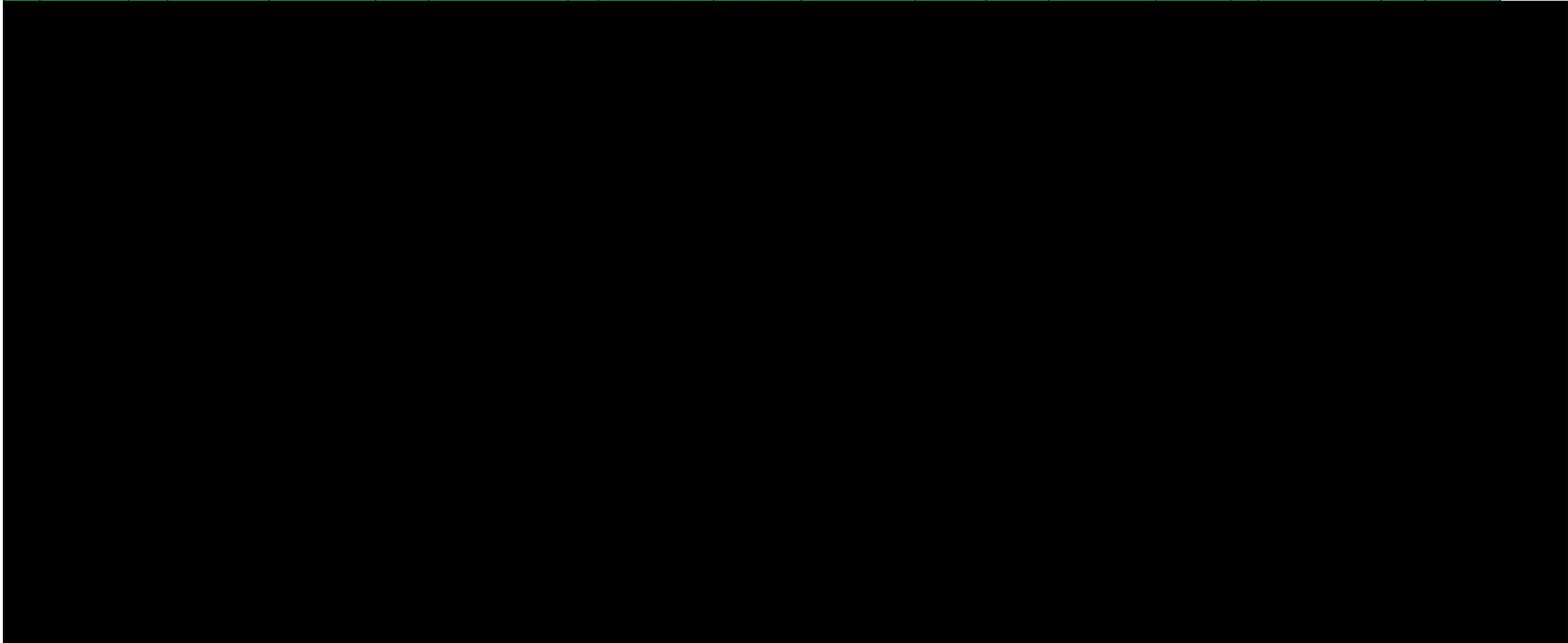
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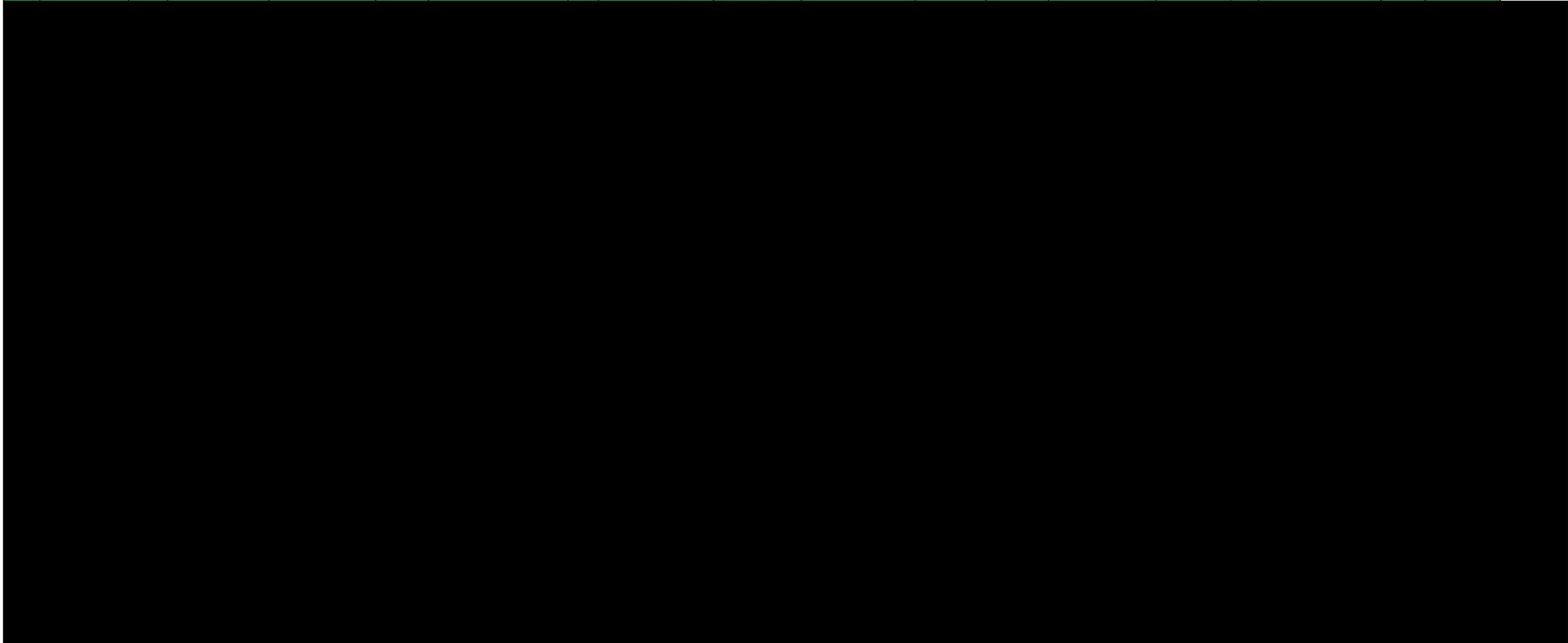
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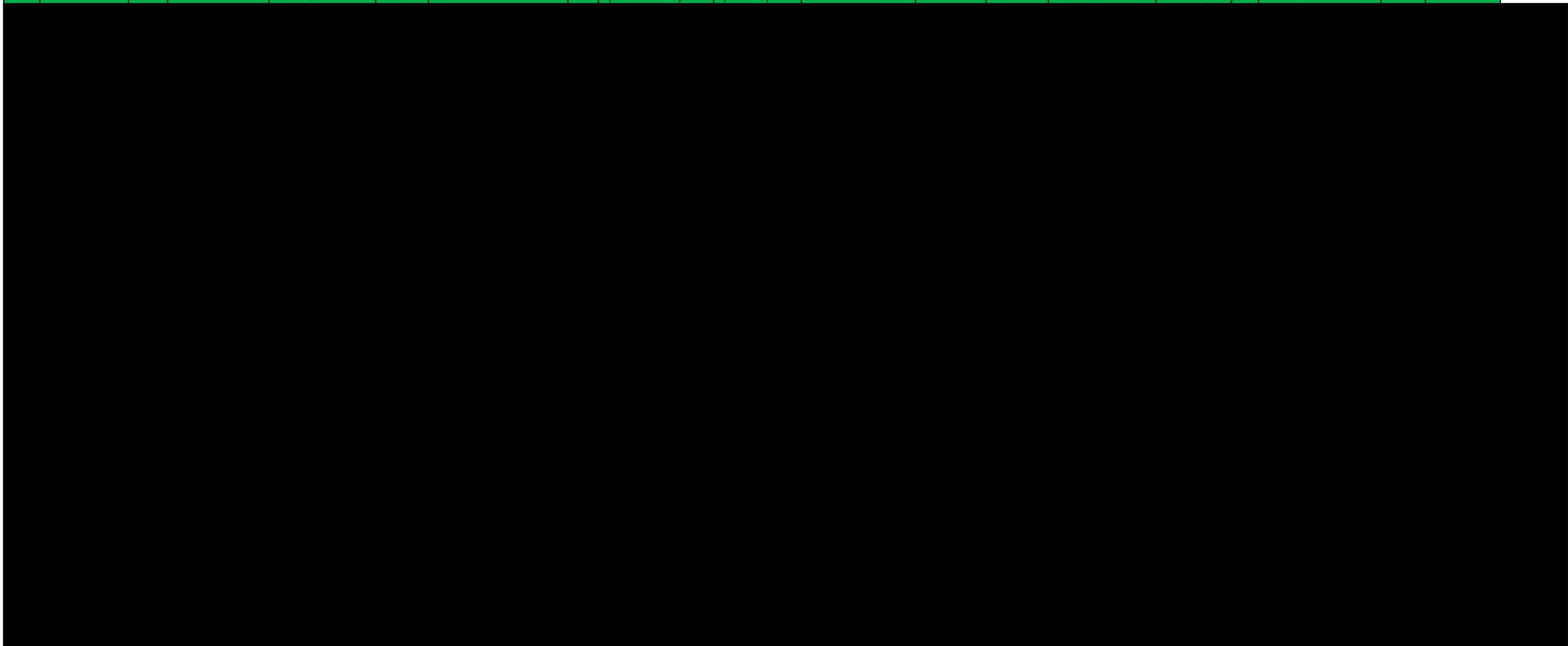
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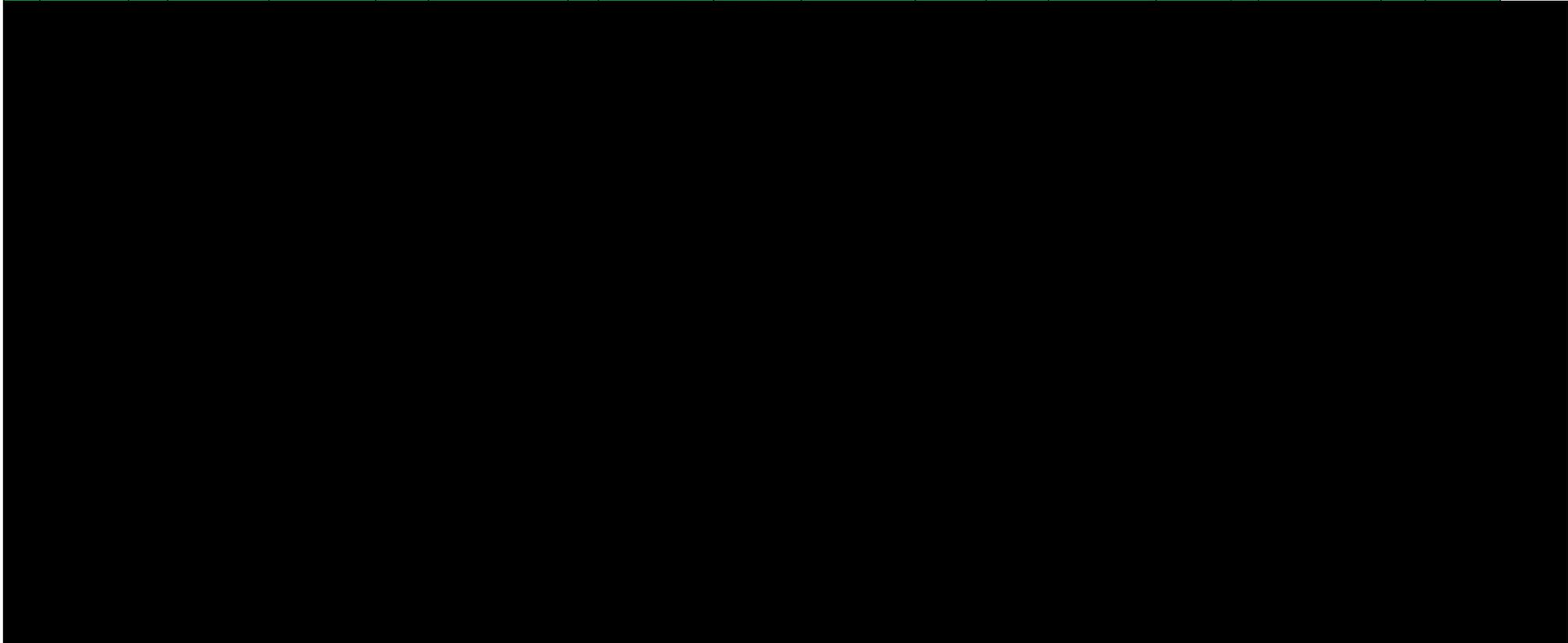
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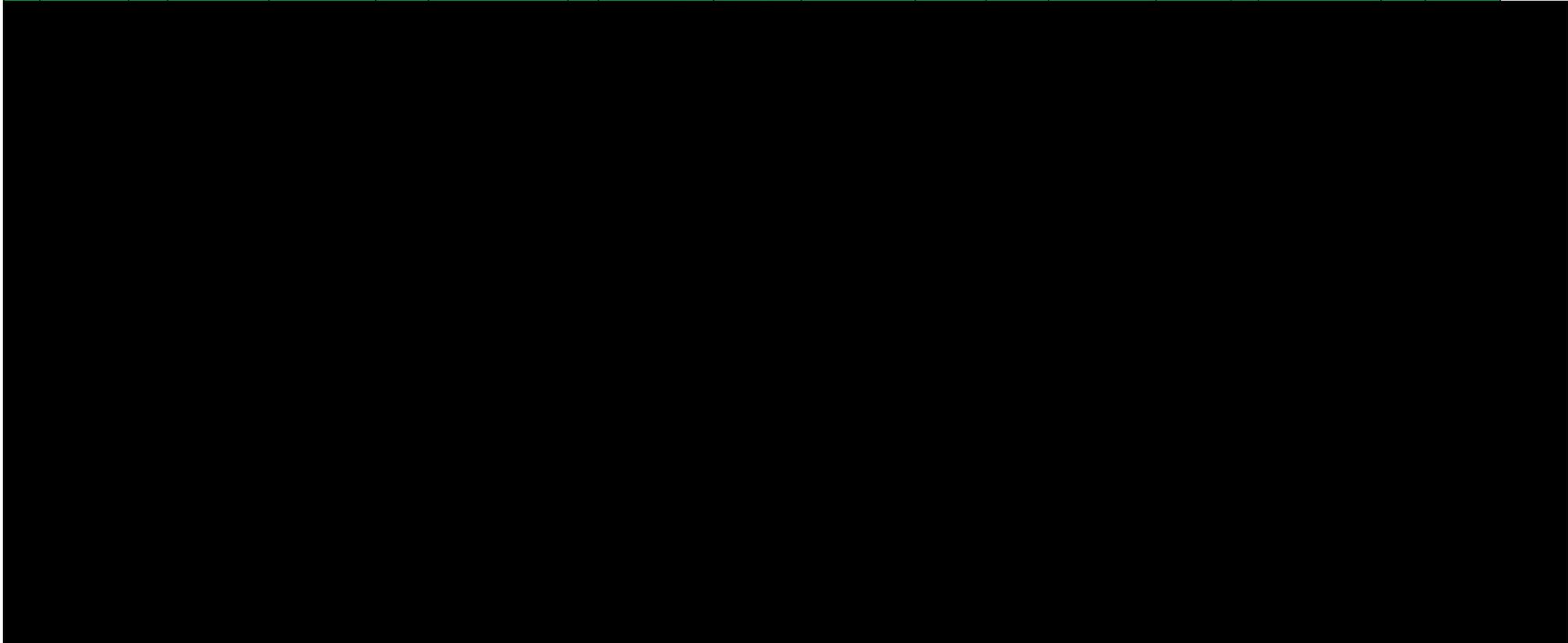
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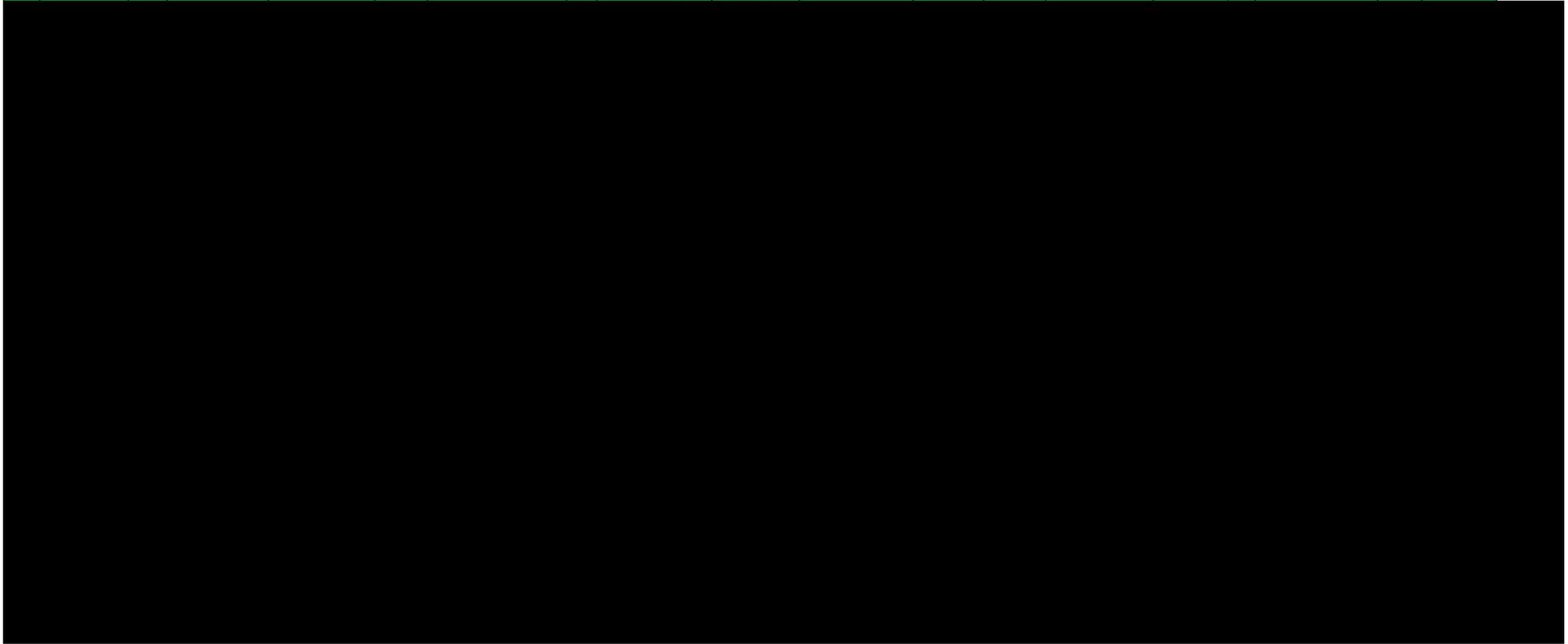
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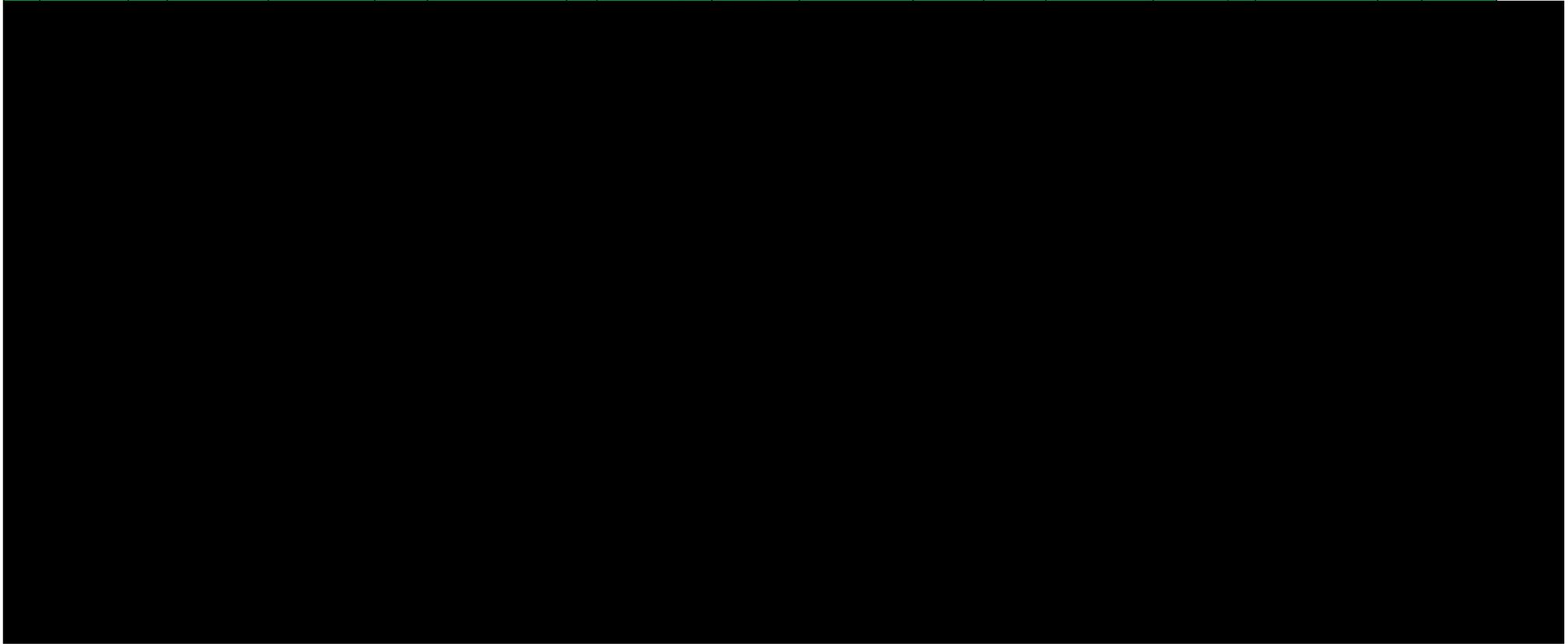
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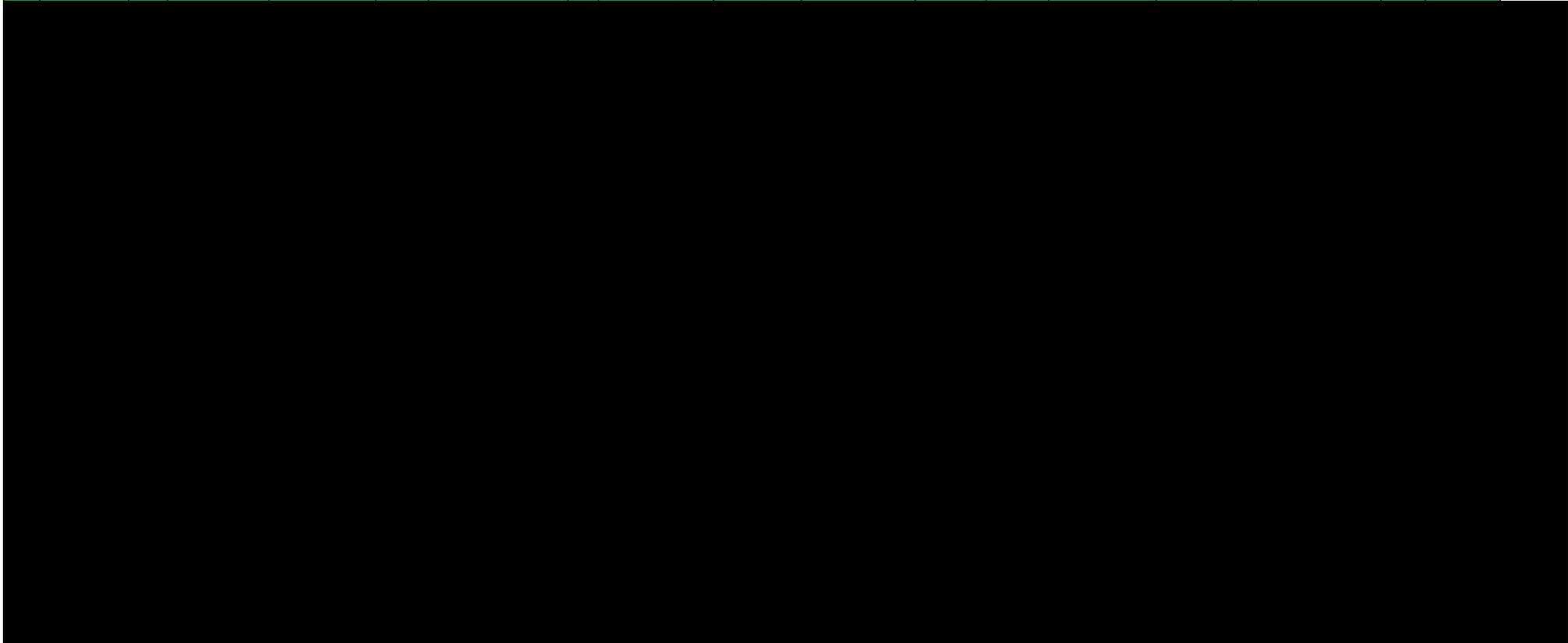
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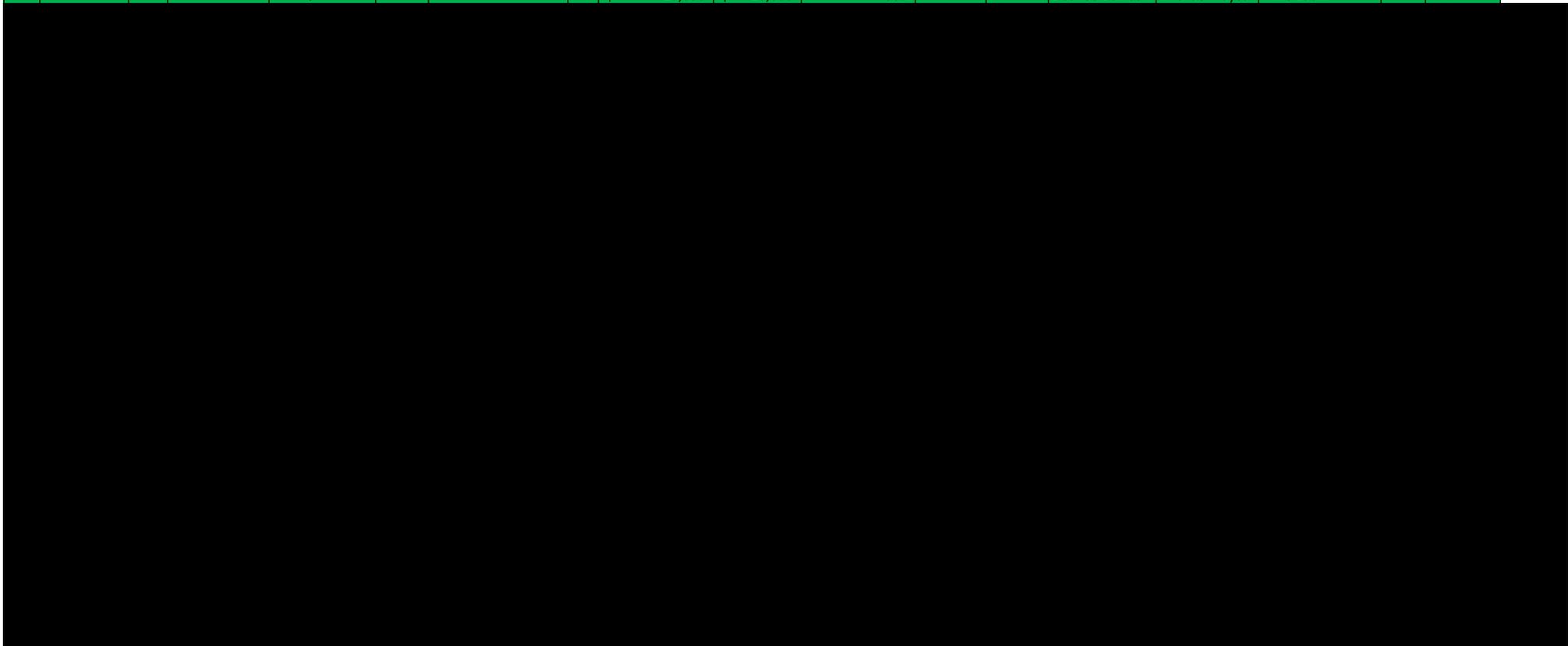
Pre-Work V01 Week 4 Pre-Owned

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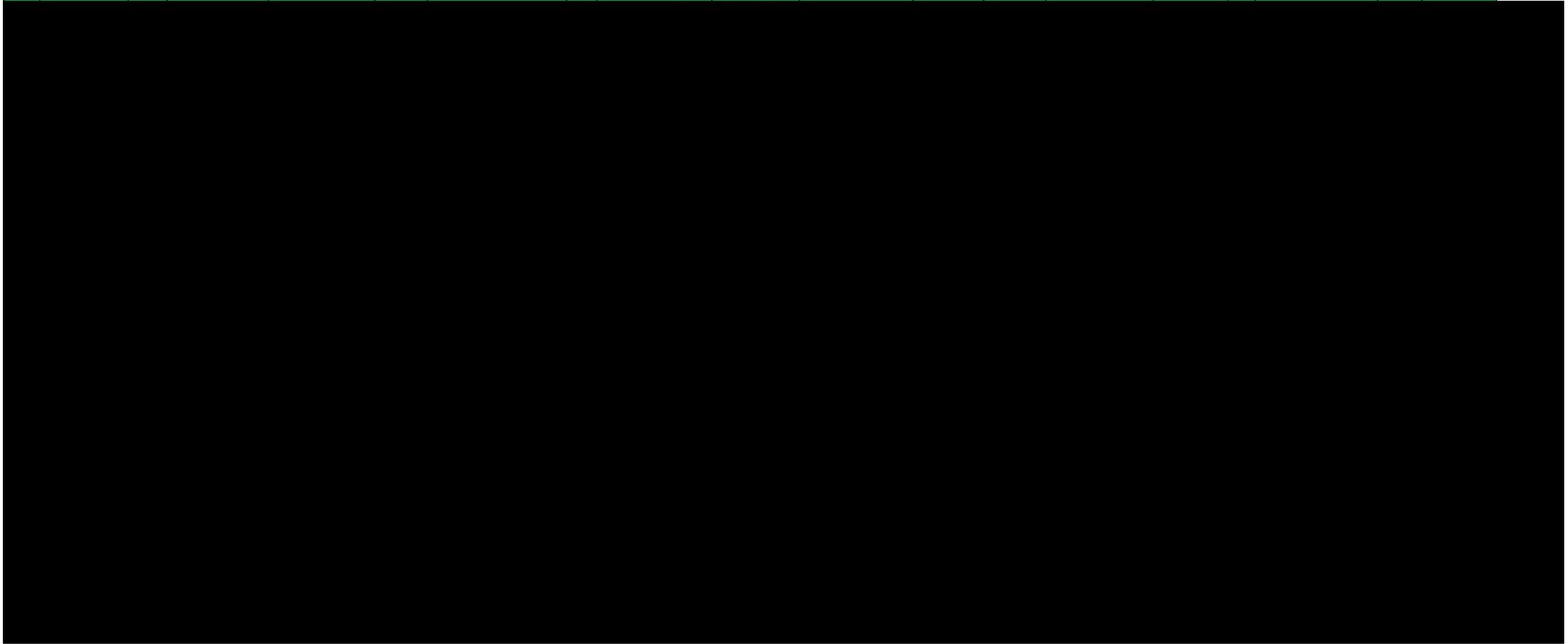
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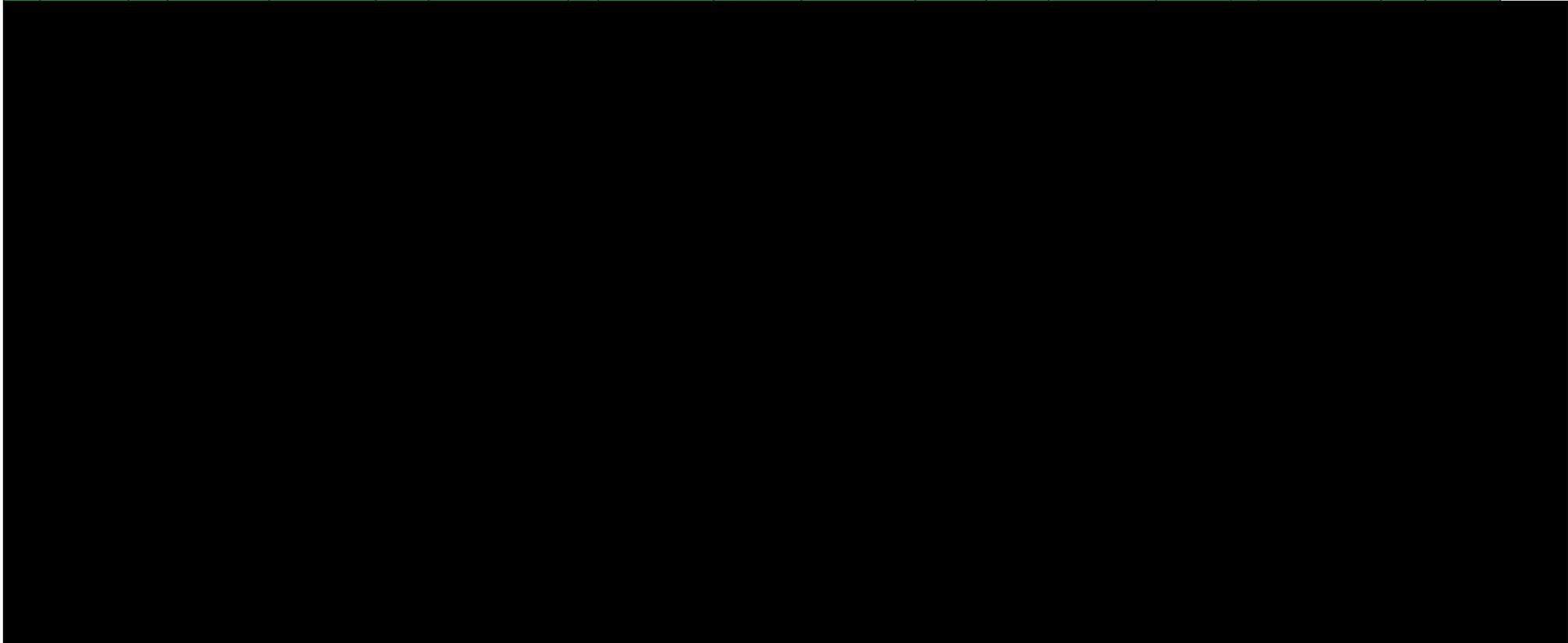
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