

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
5/3/2018	A4942A	2012	FORD	F-250	30	\$ 3,549.00	\$ 955.50
5/3/2018	3786M	2016	FORD	TRANSIT	22	\$ 1,239.33	\$ 355.89
5/3/2018	3791P	2010	LINCOLN	MKZ	17	\$ 4,167.52	\$ 1,068.33
5/3/2018	3722M	2015	FORD	FOCUS	101	\$ 755.99	\$ -
5/4/2018	3768P	2017	FORD	EXPLORER	49	\$ 1,801.06	\$ 175.00
5/8/2018	A4873A	2014	FORD	FUSION	63	\$ 1,240.00	\$ 1,499.21
5/8/2018	3714R	2017	FORD	F-150	104	\$ 1,541.63	\$ 1,146.38
5/8/2018	3766M	2017	LINCOLN	MKT	55	\$ 3,116.55	\$ 623.69
5/9/2018	3792LP	2015	FORD	FUSION	14	\$ 1,601.88	\$ 1,623.00
5/9/2018	A4546A	2010	FORD	EDGE	48	\$ 3,262.72	\$ 1,110.00
5/11/2018	A4920A	2015	ACURA	ILX	14	\$ 1,577.98	\$ -
5/11/2018	3271R	2017	FORD	FUSION	287	\$ 41.06	\$ -
5/11/2018	3764M	2017	LINCOLN	MKT	58	\$ 3,398.18	\$ -
5/11/2018	3763M	2017	LINCOLN	MKT	58	\$ 3,406.12	\$ -
5/15/2018	3800L	2016	FORD	FUSION	7	\$ 1,877.00	\$ -
5/18/2018	3756M	2015	LINCOLN	MKT	71	\$ 3,522.48	\$ -
5/22/2018	3774P	2014	LINCOLN	MKT	54	\$ 3,568.54	\$ -
5/22/2018	3810P	2016	FORD	TRANSIT	4	\$ 1,450.00	\$ 1,948.71
5/26/2018	A4838A	2016	FORD	MUSTANG	1	\$ 1,287.22	\$ 175.00
5/26/2018	3785P	2017	FORD	TRANSIT	45	\$ 1,793.97	\$ 1,980.93
5/26/2018	3741M	2017	FORD	MUSTANG	6	\$ 3,042.31	\$ 1,913.93
5/26/2018	3758P	2012	FORD	FUSION	76	\$ 1,556.27	\$ -
5/29/2018	3775M	2015	FORD	EXPLORER	56	\$ 1,693.96	\$ 210.00
6/1/2018	3804P	2017	FORD	TRANSIT	20	\$ 1,867.53	\$ 1,010.00
6/1/2018	3778M	2017	FORD	EXPEDITION	51	\$ 2,436.12	\$ 590.00
6/1/2018	3809M	2017	FORD	TRANSIT	14	\$ 3,590.15	\$ 675.00
6/1/2018	A4575A	2013	FORD	E-250	9	\$ 3,601.00	\$ 711.41
6/5/2018	3751PA	2014	FORD	ESCAPE	34	\$ 1,361.63	\$ 500.00
6/5/2018	3773M	2017	FORD	TRANSIT	68	\$ 2,667.62	\$ -
6/7/2018	A4995A	2010	LINCOLN	NAVIGATOR	25	\$ 4,308.07	\$ 660.00
6/8/2018	3828LP	2015	FORD	FOCUS	2	\$ 484.20	\$ 943.63
6/8/2018	3808M	2014	FORD	FOCUS	21	\$ 917.67	\$ 935.00
6/8/2018	3779M	2014	FORD	FOCUS	58	\$ 639.54	\$ -
6/11/2018	3823M	2017	LINCOLN	MKC	7	\$ 1,012.11	\$ 263.98
6/11/2018	3814M	2016	FORD	TRANSIT	17	\$ 1,971.68	\$ 1,238.18
6/11/2018	A4594A	2014	FORD	FUSION	14	\$ 2,335.45	\$ 105.00
6/11/2018	3391M	2015	FORD	ESCAPE	142	\$ 143.39	\$ 140.00
6/11/2018	A4758A	2014	DODGE	RAM	43	\$ 3,400.67	\$ 784.00
6/11/2018	3772M	2017	FORD	TRANSIT	74	\$ 2,930.29	\$ 1,157.47
6/13/2018	3826M	2014	FORD	EDGE	8	\$ 1,197.20	\$ 1,375.00

6/13/2018	A4927A	2015	FORD	EXPLORER	9	\$	(8.62)	\$	730.00
6/15/2018	3351R	2017	FORD	ESCAPE	238	\$	517.38	\$	1,379.00
6/18/2018	3796P	2017	FORD	EXPLORER	47	\$	1,505.12	\$	-
6/18/2018	3778MA	2010	FORD	EXPEDITION	17	\$	3,149.78	\$	1,393.00
6/18/2018	A4500A	2015	FORD	F-150	143	\$	1,701.77	\$	210.00
6/18/2018	3785PA	2015	FORD	TRANSIT	23	\$	1,518.00	\$	911.93
6/18/2018	3750M	2015	FORD	FOCUS	111	\$	1,740.28	\$	1,587.84
6/26/2018	3824M	2015	FORD	FUSION	19	\$	1,226.76	\$	659.00
6/26/2018	3788M	2015	FORD	EXPLORER	70	\$	1,498.41	\$	994.00
6/26/2018	3842LP	2014	FORD	EDGE	7	\$	602.39	\$	1,645.66
6/26/2018	A4958A	2014	FORD	FOCUS	56	\$	1,559.40	\$	125.00
6/27/2018	3802M	2015	FORD	EDGE	48	\$	1,159.39	\$	175.00
6/28/2018	3845M	2017	FORD	FUSION	8	\$	3,673.51	\$	-

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	29	\$58,065	23511.28	2812.97	50.87
31 - 45 Days	2	\$4,177	500	2338.5	3.51
46 - 60 Days	12	\$27,547	3008.69	2546.3	21.05
60 - 90 Days	7	\$14,164	3650.68	2544.95	12.28
90 Days and Over	7	\$6,442	4463.22	1557.88	12.28
Total	57	\$110,395	35133.87	11800.6	

\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of sales
% of total unit sales result of dividing unit sales in age bucket by total unit sales