

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
7/1/2017	p8263a	2010	Honda	Accord	8	\$ 1,994.00	\$ -
7/1/2017	62566a	2008	Honda	Pilot	9	\$ 2,669.00	\$ 213.00
7/1/2017	p8274	2017	Honda	HR-V	47	\$ 1,706.00	\$ 1,485.00
7/3/2017	61880a	2012	Honda	Pilot	11	\$ 2,808.00	\$ 1,200.00
7/5/2017	p8332	2014	Honda	Odyssey	16	\$ 2,576.00	\$ -
7/5/2017	62313a	2014	Honda	Odyssey	35	\$ 1,896.00	\$ 560.00
7/6/2017	p8343	2013	Honda	Pilot	6	\$ 757.00	\$ 1,300.00
7/6/2017	62443a	2015	Honda	CRV	13	\$ 3,107.00	\$ 1,056.00
7/6/2017	61834b	2007	Chevrolet	Silverado	18	\$ 3,008.00	\$ 1,067.00
7/7/2017	p8345	2014	Honda	CRV	10	\$ 1,307.00	\$ 478.00
7/7/2017	61226a	2008	Honda	Civic	18	\$ 403.00	\$ -
7/7/2017	62310a	2010	Honda	CRV	37	\$ 623.00	\$ -
7/7/2017	p8267	2012	Honda	Pilot	53	\$ 1,617.00	\$ 1,182.00
7/7/2017	p8183	2014	Honda	Accord	75	\$ (475.00)	\$ -
7/8/2017	p8355	2014	Honda	Pilot	8	\$ 2,415.00	\$ 2,318.00
7/10/2017	p8344	2016	Honda	Pilot	9	\$ 1,439.00	\$ 1,771.00
7/10/2017	p8334	2014	Honda	Civic	21	\$ 1,350.00	\$ -
7/12/2017	62510a	2014	Honda	Odyssey	9	\$ 1,863.00	\$ 900.00
7/12/2017	p8253a	2012	Jeep	Grand Cherokee	26	\$ 1,796.00	\$ 300.00
7/12/2017	p8292	2016	Honda	Civic	48	\$ 1,152.00	\$ -
7/13/2017	61653b	2011	Ford	Fusion	19	\$ 1,254.00	\$ -
7/13/2017	62520a	2012	Honda	Accord	27	\$ 2,709.00	\$ 403.00
7/13/2017	p8251	2014	Honda	Accord	78	\$ (742.00)	\$ -
7/13/2017	61929a	2013	Jeep	Sport	103	\$ 1,485.00	\$ 628.00
7/14/2017	p8314	2014	Honda	CRV	34	\$ 1,708.00	\$ 792.00
7/14/2017	62358a	2013	Honda	CRV	44	\$ 243.00	\$ -
7/14/2017	61743a	2014	Honda	Accord	78	\$ (356.00)	\$ -
7/15/2017	p8374	2016	Honda	Civic	3	\$ 1,923.00	\$ 100.00
7/15/2017	p8302a	2013	Honda	Civic	19	\$ 3,160.00	\$ -
7/15/2017	p8338	2015	Honda	Odyssey	23	\$ 1,292.00	\$ 1,060.00
7/15/2017	p8333	2014	Honda	Civic	25	\$ 838.00	\$ 1,027.00
7/15/2017	62128a	2014	Hyundai	Sante Fe	70	\$ 1,046.00	\$ 536.00
7/15/2017	61208a	2015	Subaru	WRX	91	\$ 649.00	\$ 717.00

7/17/2017	p8363	2014	Honda	Pilot	9	\$	2,634.00	\$	560.00
7/18/2017	p8357	2014	Honda	CRV	7	\$	2,004.00	\$	1,320.00
7/18/2017	62443b	2012	Nissan	Cube	11	\$	2,275.00	\$	442.00
7/18/2017	62253a	2011	Honda	CRV	64	\$	662.00	\$	-
7/19/2017	61302a	2011	Nissan	Altima	89	\$	587.00	\$	-
7/20/2017	p8340	2004	Honda	Accord	24	\$	2,316.00	\$	1,469.00
7/20/2017	62567a	2012	Honda	Odyssey	30	\$	3,613.00	\$	600.00
7/20/2017	62222a	2014	Audi	A4	56	\$	746.00	\$	-
7/21/2017	p8351	2014	Honda	Odyssey	22	\$	1,522.00	\$	500.00
7/21/2017	62401a	2008	Toyota	RAV	25	\$	3,158.00	\$	-
7/21/2017	61780a	2008	Honda	Accord	31	\$	2,057.00	\$	-
7/21/2017	62518a	2012	Honda	Civic	36	\$	865.00	\$	150.00
7/21/2017	p8184	2014	Honda	Accord	135	\$	331.00	\$	460.00
7/22/2017	p8324a	2014	Honda	Accord	29	\$	1,354.00	\$	1,867.00
7/24/2017	p8375	2016	Honda	CRV	13	\$	2,710.00	\$	600.00
7/24/2017	61406a	2012	Honda	Accord	18	\$	1,670.00	\$	-
7/24/2017	62632a	2009	Honda	Fit	26	\$	1,734.00	\$	-
7/24/2017	62555a	2011	Honda	Civic	30	\$	1,428.00	\$	645.00
7/24/2017	p8265	2015	Honda	Accord	75	\$	1,795.00	\$	175.00
7/24/2017	p8254	2015	Honda	Accord	83	\$	1,654.00	\$	-

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	84	\$168,638	\$ 52,888.00	\$2,637.21	55%
31 - 45 Days	23	\$42,579	\$ 11,083.00	\$2,333.13	15%
46 - 60 Days	15	\$23,596	\$ 9,728.00	\$2,221.60	10%
60 - 90 Days	25	\$25,123	\$ 9,264.00	\$1,375.48	16%
90 Days and Over	5	\$1,039	\$ 2,249.00	\$657.60	3%
<b>Total</b>	<b>152</b>	<b>\$260,975</b>	<b>\$ 85,212.00</b>	<b>\$2,277.55</b>	<b>100%</b>

\$ 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

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
8/14/2017	p8421	2014	Honda	CRV	1	\$ 1,014.00	\$ 405.00
7/15/2017	p8374	2016	Honda	Civic	3	\$ 1,923.00	\$ 100.00
8/10/2017	p8413	2015	Honda	Pilot	3	\$ 2,416.00	\$ 800.00
8/1/2017	62218b	2010	Honda	Ridgeline	4	\$ 2,465.00	\$ 300.00
8/12/2017	62766a	2006	Acura	MDX	4	\$ 4,425.00	\$ -
8/1/2017	p8400	2014	Honda	Accord	5	\$ 1,244.00	\$ 324.00
8/2/2017	62651b	2010	Honda	CRV	5	\$ 1,780.00	\$ -
7/6/2017	p8343	2013	Honda	Pilot	6	\$ 757.00	\$ 1,300.00
7/25/2017	62608a	2014	Honda	Pilot	6	\$ 2,824.00	\$ 1,306.00
7/18/2017	p8357	2014	Honda	CRV	7	\$ 2,004.00	\$ 1,320.00
8/3/2017	p8343a	2015	Honda	Pilot	7	\$ 966.00	\$ -
7/1/2017	p8263a	2010	Honda	Accord	8	\$ 1,994.00	\$ -
7/8/2017	p8355	2014	Honda	Pilot	8	\$ 2,415.00	\$ 2,318.00
7/1/2017	62566a	2008	Honda	Pilot	9	\$ 2,669.00	\$ 213.00
7/10/2017	p8344	2016	Honda	Pilot	9	\$ 1,439.00	\$ 1,771.00
7/12/2017	62510a	2014	Honda	Odyssey	9	\$ 1,863.00	\$ 900.00
7/17/2017	p8363	2014	Honda	Pilot	9	\$ 2,634.00	\$ 560.00
7/31/2017	62746a	2007	Jeep	Grand Cherokee	9	\$ 3,210.00	\$ 599.00
8/3/2017	62769a	2014	Honda	Odyssey	9	\$ 3,066.00	\$ 213.00
8/12/2017	p8409	2014	Honda	CRV	9	\$ 2,133.00	\$ 400.00
8/16/2017	p8414	2013	Honda	Civic	9	\$ 2,914.00	\$ 1,220.00
7/7/2017	p8345	2014	Honda	CRV	10	\$ 1,307.00	\$ 478.00
8/18/2017	62768a	2011	Honda	Odyssey	10	\$ 2,515.00	\$ 600.00
7/3/2017	61880a	2012	Honda	Pilot	11	\$ 2,808.00	\$ 1,200.00
7/18/2017	62443b	2012	Nissan	Cube	11	\$ 2,275.00	\$ 442.00
8/25/2017	62626b	2009	Honda	CRV	11	\$ 2,371.00	\$ 300.00
8/2/2017	62208a	2008	Honda	Accord	12	\$ 1,052.00	\$ -
8/23/2017	62560a	1998	Honda	Accord	12	\$ 3,129.00	\$ 52.00
8/30/2017	62848a	2013	Nissan	Versa	12	\$ 3,229.00	\$ 1,324.00
7/6/2017	62443a	2015	Honda	CRV	13	\$ 3,107.00	\$ 1,056.00
7/24/2017	p8375	2016	Honda	CRV	13	\$ 2,710.00	\$ 600.00
8/1/2017	62444a	2006	Honda	CRV	14	\$ 3,277.00	\$ 204.00
8/4/2017	p8393	2014	Honda	Pilot	14	\$ 1,160.00	\$ 600.00

8/28/2017	62017a	2012	Honda	CRV	14	\$	1,570.00	\$	-
7/25/2017	62218a	2014	Honda	Ridgeline	15	\$	2,535.00	\$	1,490.00
7/5/2017	p8332	2014	Honda	Odyssey	16	\$	2,576.00	\$	-
7/28/2017	p8371	2015	Honda	Civic	16	\$	2,020.00	\$	860.00
8/24/2017	62350a	2014	Honda	Odyssey	16	\$	1,967.00	\$	1,380.00
8/21/2017	62820A	2003	Toyota	Avalon	17	\$	1,874.00	\$	-
7/6/2017	61834b	2007	Chevrolet	Silverado	18	\$	3,008.00	\$	1,067.00
7/7/2017	61226a	2008	Honda	Civic	18	\$	403.00	\$	-
7/24/2017	61406a	2012	Honda	Accord	18	\$	1,670.00	\$	-
8/21/2017	p8408	2014	Honda	CRV	18	\$	2,094.00	\$	350.00
8/21/2017	p8410	2014	Honda	CRV	18	\$	1,969.00	\$	100.00
8/26/2017	62053b	2014	Chevrolet	Silverado	18	\$	1,333.00	\$	2,193.00
7/13/2017	61653b	2011	Ford	Fusion	19	\$	1,254.00	\$	-
7/15/2017	p8302a	2013	Honda	Civic	19	\$	3,160.00	\$	-
8/8/2017	p8344a	2011	Chevrolet	Traverse	19	\$	1,716.00	\$	1,827.00
8/17/2017	62719a	2010	Honda	Civic	19	\$	4,302.00	\$	-
8/26/2017	62712a	2014	Honda	Civic	19	\$	1,399.00	\$	150.00
8/29/2017	62591a	2015	Honda	Civic	19	\$	1,596.00	\$	350.00
8/2/2017	p8384	2014	Honda	Civic	20	\$	709.00	\$	100.00
8/23/2017	62822a	2016	Honda	CRV	20	\$	18.00	\$	640.00