

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
7/1/2017	GX555703	2016	TOYOTA	TUNDRA	1	\$197.24	\$103.00
7/3/2017	D5046792	2013	TOYOTA	4RUNNER	2	\$1,691.00	\$931.24
7/3/2017	GL175446	2016	JEEP	WRANGLER	3	\$6,340.88	\$2,780.76
7/3/2017	FD049449	2015	TOYOTA	RAV4	4	\$2,045.45	\$2,475.10
7/3/2017	CC006118	2012	HONDA	CRV	4	\$1,071.66	\$1.00
7/3/2017	EU069628	2014	TOYOTA	VENZA	4	\$2,231.70	\$1.00
7/3/2017	FU978888	2015	TOYOTA	CAMRY	4	\$1,386.73	\$1,800.00
7/3/2017	FR683128	2015	GMC	YUKON	5	\$3,608.70	\$4,815.04
7/3/2017	8R191272	2008	FORD	FUSION	5	\$2,992.80	\$1.00
7/4/2017	FA119962	2015	HYUNDAI	SONATA	5	\$3,013.75	\$214.00
7/4/2017	6Z269031	2006	TOYOTA	TACOMA	5	\$941.22	\$1,474.35
7/4/2017	BX002775	2011	TOYOTA	TACOMA	6	\$3,818.74	\$1.00
7/5/2017	DKD59431	2013	FORD	F150	6	\$2,739.82	\$3,162.55
7/5/2017	EU366698	2014	TOYOTA	CAMRY	6	\$2,008.91	\$2,174.90
7/5/2017	BKD70958	2011	FORD	F150	6	\$2,764.86	\$1.00
7/6/2017	ES216998	2014	DODGE	RAM	7	\$2,380.84	\$4,652.86
7/6/2017	CKD03963	2012	FORD	F150	7	\$2,646.08	\$2,892.26
7/7/2017	B2411308	2011	LEXUS	RX350	7	\$3,363.85	\$1,458.51
7/7/2017	7N209956	2007	NISSAN	TITAN	7	\$3,743.50	\$1.00
7/7/2017	FD060133	2015	TOYOTA	RAV4	7	\$1,714.30	\$1,426.00
7/7/2017	EX078904	2014	TOYOTA	TUNDRA	8	\$1,346.64	\$1,607.65
7/7/2017	EX030388	2014	TOYOTA	TACOMA	8	\$5,517.25	\$1.00
7/7/2017	FR510755	2015	CHEVROLET	CAMARO	8	\$1,785.61	\$1.00
7/8/2017	1X680164	2001	MERCURY	GRAND MARQUIS	9	\$1,010.89	\$1.00
7/8/2017	HX065981	2017	TOYOTA	TACOMA	9	\$1,533.57	\$891.32
7/8/2017	A1105520	2010	SCION	XB	9	\$2,813.09	\$1.00
7/8/2017	EN517758	2015	NISSAN	TITAN	10	\$3,542.09	\$2,995.28
7/8/2017	GG345623	2016	CHEVROLET	SILVERADO	10	\$2,073.64	\$1.00
7/8/2017	BG154177	2011	CHEVORLET	SILVERADO	10	\$3,930.98	\$1,602.00
7/8/2017	EU217195	2014	HYUNDAI	ELANTRA	11	\$534.74	\$603.00
7/10/2017	HJ714060	2017	TOYOTA	RAV4	11	\$5,691.00	\$1.00

7/10/2017	HJ118554	2017	TOYOTA	RAV4	12	\$1,240.39	\$1.00
7/10/2017	CL212781	2012	JEEP	WRANGLER	12	\$2,676.31	\$887.00
7/10/2017	DU005680	2013	TOYOTA	AVALON	12	\$1,578.31	\$1,015.52
7/10/2017	EG394777	2014	CHEVROLET	SILVERADO	12	\$3,591.15	\$1.00
7/10/2017	DU039707	2013	TOYOTA	AVALON	12	\$876.13	\$1.00
7/11/2017	DE010408	2013	ACURA	ILX	13	\$1,689.42	\$1.00
7/11/2017	EX384250	2014	TOYOTA	TUNDRA	14	\$1,617.93	\$1,763.00
7/12/2017	GR327605	2016	FORD	FUSION	15	\$1,500.40	\$1,854.92
7/12/2017	DW065786	2013	TOYOTA	RAV4	16	\$1,675.36	\$4,447.56
7/12/2017	CJ336740	2012	CHEVROLET	TRAVERSE	17	\$1,927.95	\$1.00
7/13/2017	A6285815	2010	CHEV	EQUINOX	17	\$3,833.37	\$251.00
7/14/2017	GP717854	2016	NISSAN	ROUGUE	18	\$426.44	\$151.00
7/14/2017	GC601950	2016	NISSAN	PATHFINDER	18	\$1,499.66	\$1.00
7/14/2017	GY104668	2016	SCION	IA	19	\$2,401.25	\$1,085.40
7/15/2017	EG214556	2014	MERCEDES	GLK350	20	\$3,830.66	\$3,367.00
7/15/2017	FP575242	2015	NISSAN	ROGUE	21	\$2,001.44	\$3,454.14
7/15/2017	FU076043	2015	TOYOTA	CAMRY	21	\$1,007.69	\$2,623.25
7/15/2017	GX206431	2016	TOYOTA	TUNDRA	21	\$2,445.66	\$4,076.00
7/15/2017	HX618134	2017	TOYOTA	TUNDRA	22	\$5,369.64	\$4,403.06
7/17/2017	EM169324	2014	TOYOTA	TACOMA	22	\$2,563.99	\$3,532.36
7/17/2017	F5271957	2015	TOYOTA	4RUNNER	22	\$3,134.43	\$2,408.86
7/17/2017	G0190847	2016	CHEVROLET	CAMARO	22	\$3,727.77	\$1.00

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	128	\$278,714	\$168,237	\$3,492	64%
31 - 45 Days	30	\$45,986	\$48,525	\$3,259	15%
46 - 60 Days	21	\$6,499	\$21,321	\$1,391	11%
60 - 90 Days	18	-\$13,533	\$23,590	\$529	0.09%
90 Days and Over	3	-\$4,774	\$3,978	(\$265.33)	0.02%
Total	200	\$312,892	\$265,651	\$2,893	

\$ 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