





| Days in Inventory | Unit Sales | Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR          | % of total unit sales |
|-------------------|------------|----------------------|--------------------|------------------|-----------------------|
| 0 - 30 Days       | 212        | \$106                | \$1,102.00         | \$1,208.00       | 55%                   |
| 31 - 45 Days      | 71         | -\$469               | \$597.00           | \$129.00         | 18%                   |
| 46 - 60 Days      | 49         | -\$1,163             | \$647.00           | -\$519.00        | 13%                   |
| 60 - 90 Days      | 45         | -\$1,425             | \$651.00           | -\$774.00        | 12%                   |
| 90 Days and Over  | 9          | -\$1,233             | \$298.00           | -\$935.00        | 2%                    |
| <b>Total</b>      | <b>386</b> | <b>-\$4,184</b>      | <b>\$3,295.00</b>  | <b>-\$891.00</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