

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
9/15/2017	UC1640	2013	LINCOLN	Navigator	561	\$ 3,672.00	\$ -
9/1/2017	UC1432	2015	LINCOLN	MKX	437	\$ 4,857.00	\$ 341.00
8/5/2017	UC1339	2016	LINCOLN	MKZ	737	\$ 2,911.00	\$ 446.00
8/1/2017	U9720	2013	Hyundai	Tucson	24	\$ 317.00	\$ -
9/12/2017	U9925	2014	LINCOLN	MKZ	58	\$ 2,002.00	\$ 210.00
8/8/2017	UC1327	2014	LINCOLN	MKX	15	\$ 1,684.00	\$ -
8/2/2017	U9215	2006	Jeep	Wrangler	4	\$ 1,380.00	\$ 229.00
8/1/2017	UC1448	2002	Harley-David	Fxstd	31	\$ (220.00)	\$ -
8/2/2017	UC1377	2007	Ford	Expedition	18	\$ 2,632.00	\$ -
8/1/2017	UC1405	2011	Ford	Explorer	125	\$ 3,439.00	\$ 1,773.00
8/1/2017	UC1411	2008	LINCOLN	MKZ	50	\$ 474.00	\$ 1,600.00
8/2/2017	UC1094	2010	LINCOLN	Navigator	1	\$ 1,062.00	\$ 963.00
8/2/2017	UC1244	2013	Ford	Focus ST	86	\$ 2,504.00	\$ 1,823.00
8/3/2017	UC1156	2013	Ford	Explorer	23	\$ 1,847.00	\$ 407.00
8/5/2017	U9815	2014	LINCOLN	MKZ	85	\$ 1,232.00	\$ -
8/4/2017	UC1455	2013	GMC	Terrain	45	\$ 2,221.00	\$ 464.00
8/7/2017	UC1172	2014	LINCOLN	MKX	26	\$ 3,492.00	\$ -
8/8/2017	UC1191	2008	Ford	Edge	76	\$ 1,567.00	\$ -
8/7/2017	UC1225	2010	LINCOLN	MKX	34	\$ 1,662.00	\$ 123.00
8/8/2017	UC1541	2009	Jeep	Wrangler	81	\$ 4,555.00	\$ -
8/9/2017	UC1464	2015	LINCOLN	MKC	56	\$ 3,403.00	\$ 1,057.00
8/16/2017	UC1321	2010	LINCOLN	MKX	7	\$ 3,493.00	\$ 785.00
9/19/2017	UC1529	2016	Ford	F-150	41	\$ 108.00	\$ 2,238.00
8/10/2017	UC1201	2007	Dodge	Ram 1500	15	\$ 4,548.00	\$ 149.00
8/11/2017	UC1434	2015	GMC	Acadia	23	\$ 2,523.00	\$ 1,837.00
8/11/2017	UC1335	2015	LINCOLN	MKC	46	\$ 3,110.00	\$ 296.00
8/16/2017	UC1501	2013	Ford	Escape	19	\$ 4,190.00	\$ 444.00
8/12/2017	UC1519	2015	Buick	Regal	16	\$ 2,607.00	\$ 1,590.00
8/18/2017	UC1248	2014	Ford	Escape	6	\$ 3,273.00	\$ 2,169.00
8/12/2017	UC1543	2012	Mercedes-Benz	GLK 350	31	\$ 1,584.00	\$ -
8/14/2017	UC1157	2014	Ford	Fusion	2	\$ 2,254.00	\$ -
8/14/2017	UC1061	2004	Mercury	Grand Marquis	63	\$ 2,644.00	\$ -
8/14/2017	U9581	2013	Nissan	Sentra	97	\$ 2,176.00	\$ -

8/15/2017	UC1302	2015	LINCOLN	MKZ	104	\$	2,662.00	\$	210.00
8/28/2017	UC1111	2014	LINCOLN	MKZ	13	\$	731.00	\$	210.00
9/1/2017	UC1170	2014	Ford	F-150	16	\$	3,528.00	\$	3,400.00
8/18/2017	UC1162	2014	Ford	F-150	2	\$	3,707.00	\$	1,380.00
8/17/2017	UC1430	2014	Ford	Focus	56	\$	3,159.00	\$	1,576.00
8/17/2017	U9323	2015	Dodge	Journey	27	\$	1,201.00	\$	1,648.00
8/18/2017	UC1160	2014	Ford	Edge	19	\$	1,941.00	\$	535.00
8/18/2017	UC1340	2014	LINCOLN	MKZ	15	\$	1,859.00	\$	1,125.00
8/18/2017	UC1559	2014	Ford	Escape	71	\$	3,490.00	\$	1,392.00
8/19/2017	UC1289	2012	Ford	F-150	210	\$	4,318.00	\$	1,215.00
8/22/2017	UC1401	2013	LINCOLN	MKS	63	\$	2,093.00	\$	1,427.00
8/19/2017	UC1380	2010	Chevrolet	Silverado 1500	13	\$	2,141.00	\$	2,303.00
8/22/2017	UC1518	2015	Ford	F-250	16	\$	4,737.00	\$	451.00
8/21/2017	UC1495	2015	Ford	Explorer	2	\$	5,219.00	\$	848.00
8/21/2017	U9949	2016	Ford	F-250	56	\$	524.00	\$	-
8/21/2017	UC1129	2012	Ford	Mustang	85	\$	4,342.00	\$	969.00
8/22/2017	UC1035	2016	LINCOLN	MKZ	63	\$	2,160.00	\$	351.00
8/26/2017	U9312	2013	Ford	F-150	29	\$	2,395.00	\$	894.00
8/22/2017	U9997	2014	Ford	Explorer	105	\$	2,638.00	\$	699.00
9/2/2017	UC1418	2015	LINCOLN	MKX	69	\$	3,602.00	\$	797.00

Days in Inventory	Unit Sales	Total Front Gross \$	Total Front Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	40	\$113,046	\$113,046	\$226,092	46%
31 - 45 Days	13	\$20,334	\$20,334	\$40,668	8%
46 - 60 Days	12	\$24,677	\$24,677	\$49,354	10%
60 - 90 Days	21	\$52,937	\$52,937	\$105,874	22%
90 Days and Over	13	\$34,343	\$34,343	\$68,686	14%
Total	99	\$245,337	\$245,337	\$490,674	

\$ 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