

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
9/13/2017	00P18927	14	Ford	Fusion	1	\$ 500.00	\$ -
10/30/2017	T172027A	6	Ford	Freestar	3	\$ 3,395.00	\$ -
9/14/2017	A172939A	9	Ford	Escape	3	\$ 695.00	\$ -
9/12/2017	J174452A	12	Ford	Fusion	3	\$ 134.00	\$ 151.00
10/20/2017	Z172425A	3	Chevrolet	Impala	4	\$ 1,447.00	\$ -
9/2/2017	Z172252A	11	Ford	Edge	5	\$ 3,210.00	\$ 1,803.00
9/1/2017	00P18884	17	Ford	Explorer	5	\$ 1,889.00	\$ -
10/17/2017	S172374A	15	Ford	Explorer	6	\$ 3,460.00	\$ 985.00
10/3/2017	0P18934A	12	Ford	Mustang	6	\$ 4,865.00	\$ -
9/30/2017	0P18765A	1	Honda	Accord	6	\$ 200.00	\$ -
9/13/2017	00P18909	16	Ford	Transit	6	\$ 947.00	\$ 2,035.00
10/28/2017	00P19028	17	Ford	Escape	7	\$ 4,728.00	\$ 1,611.00
10/28/2017	S173157A	15	Ford	Focus	7	\$ 2,868.00	\$ 1,035.00
10/13/2017	A172404A	13	Ford	Escape	7	\$ 4,140.00	\$ 4,959.00
9/27/2017	A172329A	7	Ford	Fusion	7	\$ 2,678.00	\$ 1,587.00
9/9/2017	00P18891	10	Ford	Escape	7	\$ 3,848.00	\$ 1,165.00
10/25/2017	S172274A	12	Ford	F-250	8	\$ 3,403.00	\$ 1,516.00
9/27/2017	S171553A	12	Ford	Explorer	8	\$ 3,391.00	\$ 2,481.00
9/25/2017	00P18945	11	Ford	Transit Connect	8	\$ 2,293.00	\$ 1,128.00
10/13/2017	F171626A	8	Ford	F-150	9	\$ 3,722.00	\$ 1,430.00
9/21/2017	0P18822A	5	Honda	Accord	9	\$ 2,233.00	\$ -
9/14/2017	00P18893	9	Ford	Fusion	9	\$ 2,282.00	\$ 706.00
10/17/2017	J174426A	6	Ford	Fusion	11	\$ 3,042.00	\$ -
10/14/2017	00P18968	15	Ford	F-150	11	\$ 4,335.00	\$ 710.00
9/23/2017	00P18934	14	Jeep	Cherokee	13	\$ 2,614.00	\$ 622.00
9/2/2017	00P18863	14	Ford	Explorer	14	\$ 3,781.00	\$ 2,440.00
9/21/2017	Z172268A	14	Ford	Edge	15	\$ 2,180.00	\$ 865.00
9/15/2017	S173090A	4	Jeep	Wrangler	15	\$ 2,463.00	\$ 403.00
9/30/2017	S172081A	8	Ford	Explorer	16	\$ 2,961.00	\$ -
10/20/2017	00P19000	16	Ford	Transit	17	\$ 2,933.00	\$ 300.00
10/20/2017	00P18990	16	Ford	Transit	18	\$ 2,853.00	\$ 300.00
9/29/2017	00P18930	15	Ford	F-150	18	\$ 1,718.00	\$ 1,547.00
9/9/2017	00P18864	14	Ford	F-150	18	\$ 2,522.00	\$ 2,016.00
9/28/2017	00P18910	16	Ford	Transit	20	\$ 2,338.00	\$ 2,039.00
9/11/2017	00P18865	16	Ford	F-150	20	\$ 5,221.00	\$ 2,861.00

9/18/2017	00P18882	15	Ford	F-150	22	\$ 3,395.00	\$ 506.00
9/8/2017	S172225A	8	Jeep	Liberty	22	\$ 2,244.00	\$ -
10/30/2017	A172396A	16	Lexus	ES	23	\$ 3,450.00	\$ -
10/25/2017	S171632A	13	Nissan	Pathfinder	23	\$ 4,820.00	\$ 342.00
10/19/2017	00P18965	10	Mercury	Grand Marquis	26	\$ 2,267.00	\$ -
9/23/2017	00P18885	16	Ford	Focus	26	\$ 3,258.00	\$ 200.00
9/20/2017	00P18878	15	Ford	F-150	27	\$ 3,363.00	\$ -
9/13/2017	X174760A	15	Ford	Mustang	28	\$ 2,637.00	\$ 2,311.00
9/6/2017	0P18811A	97	Ford	F-150	28	\$ 3,810.00	\$ -
9/9/2017	A171337A	10	Honda	CR-V	29	\$ 3,245.00	\$ 556.00
9/8/2017	Z171391A	15	Ford	Escape	29	\$ 2,225.00	\$ -
9/4/2017	00P18834	14	Ford	Escape	29	\$ 3,789.00	\$ 697.00
10/14/2017	00P18932	16	Ford	Transit	30	\$ 2,657.00	\$ 2,999.00
9/6/2017	00P18830	11	Ford	C-max	30	\$ 2,423.00	\$ 975.00
10/14/2017	00P18937	14	Ford	Explorer	31	\$ 2,235.00	\$ -
10/7/2017	00P18905	14	Ford	Escape	32	\$ 2,618.00	\$ 995.00
10/21/2017	J174777A	11	Ford	Fusion	33	\$ 2,024.00	\$ 1,617.00
9/29/2017	S171387A	11	Ford	Taurus	33	\$ 2,647.00	\$ 2,184.00
10/30/2017	00P18966	13	Ford	Transit Connect	34	\$ 2,844.00	\$ 200.00
10/24/2017	00P18956	17	Ford	Fusion	34	\$ 2,903.00	\$ 250.00
9/22/2017	00P18861	15	Ford	Fusion	34	\$ 1,941.00	\$ -
9/26/2017	00P18866	13	Ford	F-150	36	\$ 2,753.00	\$ 1,690.00
9/26/2017	F171959A	14	Toyota	Tundra	37	\$ 624.00	\$ 2,274.00
10/14/2017	00P18908	17	Ford	Explorer	39	\$ 5,191.00	\$ 2,131.00
10/28/2017	G164278A	16	Ford	Escape	40	\$ 1,852.00	\$ 1,261.00
10/12/2017	Z172159A	12	Ford	Edge	40	\$ 2,613.00	\$ 995.00
9/12/2017	00P18818	12	Ford	Taurus	40	\$ 1,380.00	\$ 151.00
10/26/2017	00P18941	15	Ford	Escape	41	\$ 2,818.00	\$ 440.00
9/11/2017	00P18822	15	Ford	Edge	42	\$ 3,044.00	\$ 300.00
10/31/2017	00P18943	16	Ford	Transit	43	\$ 2,029.00	\$ 1,447.00
10/30/2017	00P18938	15	Ford	Transit	46	\$ 1,931.00	\$ 1,725.00
10/18/2017	J174481A	13	Jeep	Grand Cherokee	48	\$ 1,984.00	\$ -
9/5/2017	00P18786	14	Ford	Taurus	48	\$ 2,142.00	\$ 1,672.00
10/30/2017	00P18928	15	Ford	Escape	49	\$ 3,129.00	\$ 570.00
9/30/2017	A172184A	7	Ford	Edge	52	\$ 730.00	\$ -
9/22/2017	00P18829	13	Ford	Explorer	52	\$ 1,985.00	\$ -
10/31/2017	0P18718A	15	Ford	C-max	53	\$ 2,389.00	\$ 1,479.00
10/30/2017	00P18903	16	Ford	Explorer	54	\$ 2,040.00	\$ -

9/25/2017	00P18827	15	Ford	Taurus	54	\$ 2,561.00	\$ -
9/2/2017	00P18772	17	Ford	Fusion	54	\$ 2,374.00	\$ 150.00
10/23/2017	00P18880	15	Ford	Taurus	55	\$ 1,122.00	\$ 1,575.00
10/21/2017	U171257A	11	Ford	F-150	55	\$ 2,581.00	\$ 2,520.00
9/26/2017	00P18826	15	Ford	Escape	55	\$ 2,808.00	\$ 845.00
9/2/2017	S172105A	16	Ford	Explorer	55	\$ 1,765.00	\$ 300.00
9/27/2017	X174702A	13	Chevrolet	Sonic	57	\$ 1,853.00	\$ -
9/14/2017	00P18797	14	Ford	Explorer	57	\$ 1,859.00	\$ 2,383.00
9/6/2017	S172169A	11	Chrysler	Town & Country	59	\$ 2,412.00	\$ 1,330.00
9/23/2017	00P18800	15	Ford	F-150	60	\$ 617.00	\$ 250.00
9/2/2017	00P18760	16	Ford	Escape	60	\$ (84.00)	\$ 156.00
9/19/2017	S171364A	11	Ford	Edge	61	\$ (77.00)	\$ -
10/12/2017	00P18859	16	Ford	Transit	62	\$ 3,383.00	\$ -
10/4/2017	171247AA	13	GMC	Terrain	62	\$ 1,392.00	\$ 696.00
9/2/2017	00P18755	11	Ford	Edge	62	\$ 1,027.00	\$ 724.00
10/25/2017	0P18862A	8	Ford	Escape	63	\$ 1,223.00	\$ 1,231.00
10/20/2017	00P18857	14	Ford	Escape	65	\$ 3,032.00	\$ -
10/31/2017	0P18721A	11	VW	CC	69	\$ 668.00	\$ -
10/27/2017	0P18697B	12	Ford	F150	70	\$ 1,738.00	\$ 1,120.00
10/9/2017	Z172161A	11	Ford	Edge	70	\$ 261.00	\$ 1,022.00
10/7/2017	00P18812	16	Ford	Fusion	71	\$ 1,821.00	\$ -
10/7/2017	S172125A	12	GMC	Terrain	74	\$ 2,035.00	\$ 1,094.00
9/29/2017	00P18785	16	Ford	Flex	75	\$ 9,113.00	\$ 4,020.00
9/22/2017	S171840A	13	Toyota	Avalon	75	\$ 1,246.00	\$ 1,577.00
9/2/2017	00P18734	14	Ford	Fusion	75	\$ 1,944.00	\$ 189.00
9/23/2017	00P18765	15	Ford	Escape	76	\$ 2,210.00	\$ 2,691.00
10/23/2017	0P18799A	12	Dodge	Challenger	77	\$ 1,660.00	\$ 1,780.00
10/21/2017	S172172A	13	Ford	Flex	77	\$ 2,217.00	\$ 1,205.00
9/25/2017	00P18766	13	Ford	F-150	77	\$ 2,534.00	\$ 1,295.00
10/18/2017	U171198A	14	Ford	Expedition	79	\$ 87.00	\$ -
9/15/2017	00P18753	13	Ford	Escape	79	\$ 2,758.00	\$ 715.00
10/13/2017	F172017A	15	Toyota	Tacoma	81	\$ 2,071.00	\$ -
10/10/2017	00P18784	13	Ford	Edge	82	\$ 3,042.00	\$ 965.00
10/5/2017	00P18780	14	Ford	Focus	82	\$ 2,506.00	\$ 150.00
10/28/2017	0P18458A	10	Jeep	Patriot	83	\$ 1,829.00	\$ 100.00
10/25/2017	00P18825	14	Ford	Explorer	83	\$ 2,298.00	\$ -
10/14/2017	A171376A	14	Chevrolet	Equinox	83	\$ 1,304.00	\$ 969.00
10/24/2017	A172140A	14	Ford	Escape	86	\$ 1,722.00	\$ 1,296.00

10/21/2017	U171706A	15	Ford	Expedition	86	\$ 3,123.00	\$ 1,291.00
9/16/2017	T171680A	15	Ford	Transit	86	\$ 1,298.00	\$ 519.00
9/8/2017	00P18730	15	Ford	F-150	86	\$ 2,031.00	\$ 4,203.00
10/21/2017	00P18808	15	Ford	Escape	88	\$ 2,827.00	\$ 200.00
9/9/2017	00P18718	16	Ford	Mustang	88	\$ 2,487.00	\$ 2,315.00
10/24/2017	X174653A	13	Ford	Fiesta	89	\$ 2,392.00	\$ 431.00
10/28/2017	X174664A	13	Ford	Focus	91	\$ 2,499.00	\$ -
10/26/2017	00P18809	16	Ford	Escape	91	\$ 1,820.00	\$ 815.00
10/7/2017	0P18679A	13	Dodge	Grand Caravan	91	\$ 1,862.00	\$ 624.00
9/22/2017	Z171800A	9	Nissan	Murano	91	\$ 719.00	\$ 300.00
10/12/2017	S171130B	11	Nissan	Murano	93	\$ 2,464.00	\$ 1,768.00
9/28/2017	0P18684A	6	GMC	Envoy	94	\$ 2,198.00	\$ -
9/13/2017	00P18701	17	Ford	Explorer	97	\$ 3,015.00	\$ 1,105.00
10/30/2017	00P18807	15	Ford	Escape	98	\$ 2,427.00	\$ 445.00
9/29/2017	0P18208A	14	Ford	Mustang	100	\$ 2,151.00	\$ 250.00
9/4/2017	U171083A	13	Audi	Q7	101	\$ 703.00	\$ 2,763.00
10/3/2017	00P18733	15	Ford	Fusion	104	\$ 1,665.00	\$ 2,707.00
10/28/2017	Z161036B	9	Chevrolet	Malibu	105	\$ 1,534.00	\$ 1,157.00
9/13/2017	0P18664A	4	Chevrolet	Suburban	105	\$ 697.00	\$ -
9/30/2017	F171809B	7	Ford	F-150	107	\$ 1,280.00	\$ 936.00
9/16/2017	F171947A	14	Ford	F-150	108	\$ 2,636.00	\$ -
10/5/2017	J174693A	13	Acura	TL	110	\$ 1,575.00	\$ 2,047.00
10/19/2017	X174391A	12	Ford	Focus	111	\$ 2,547.00	\$ -
9/4/2017	00P18663	16	Ford	Transit	112	\$ 3,196.00	\$ -
9/11/2017	J174537A	14	Ford	Fusion	117	\$ 1,597.00	\$ 1,361.00
10/7/2017	Z171827B	6	Toyota	Rav4	119	\$ 359.00	\$ 207.00
9/2/2017	00P18649	15	Ford	F-150	119	\$ 1,760.00	\$ 2,560.00
9/26/2017	0P18688A	14	Chevrolet	Silverado	121	\$ 1,087.00	\$ -
10/9/2017	Z163131A	10	Ford	Mustang	123	\$ 2,007.00	\$ -
10/9/2017	0P18519A	10	Ford	Fusion	124	\$ 1,909.00	\$ -
9/22/2017	00P18676	14	Chevrolet	Malibu	125	\$ 1,446.00	\$ 2,129.00
9/8/2017	00P18648	16	Ford	Transit	125	\$ 784.00	\$ -
10/24/2017	A171533A	13	Nissan	Juke	131	\$ 2,128.00	\$ -
9/9/2017	S173127A	12	Lincoln	MKX	131	\$ 1,312.00	\$ 1,431.00
10/30/2017	0P18632B	15	Chevrolet	Malibu	133	\$ 689.00	\$ 2,043.00
9/14/2017	0P18363A	15	Chevrolet	Cruze	133	\$ 2,009.00	\$ 2,040.00
9/11/2017	00P18628	14	Ford	Expedition	133	\$ 2,840.00	\$ 1,939.00
9/4/2017	0P18576A	13	Ford	Edge	137	\$ 2,556.00	\$ -



Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	49	\$154,172	\$45,282	\$4,070	31%
31 - 45 Days	16	\$39,516	\$15,935	\$3,466	10%
46 - 60 Days	19	\$36,198	\$14,955	\$2,692	12%
60 - 90 Days	33	\$69,202	\$31,798	\$3,061	21%
90 Days and Over	41	\$74,034	\$34,902	\$2,657	26%
<b>Total</b>	<b>158</b>	<b>\$373,122</b>	<b>\$142,872</b>	<b>\$15,946</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**