

N326-17

| Days in Inventory | Unit Sales | Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR | % of total unit sales |
|-------------------|------------|----------------------|--------------------|---------|-----------------------|
| 0 - 30 Days | 41 | \$125,048 | 39292 | 4008.29 | 52.5 |
| 31 - 45 Days | 15 | \$49,463 | 27721 | 5145.6 | 19.2 |
| 46 - 60 Days | 12 | \$20,733 | 8342 | 2422.92 | 15.3 |
| 60 - 90 Days | 8 | \$12,180 | 16159 | 3542.38 | 10.2 |
| 90 Days and Over | 2 | \$3,344 | 6536 | 4940 | 0.02 |
| Total | 78 | \$210,768 | 98050 | | |

\$ 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