

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
9/21/2017	LB2934	2014	FORD	ESCAPE	1	\$ 500.00	\$ 2,760.56
9/15/2017	FP2910	2015	FORD	F550	3	\$ 2,713.27	\$ -
9/4/2017	FP2894	2014	FORD	FUSION	4	\$ 1,176.66	\$ 637.00
10/3/2017	FT1296	2014	SUBARU	XV	4	\$ 475.00	\$ -
9/12/2017	FT1251	2001	BMW	5 SERIES	5	\$ 3,448.02	\$ -
9/11/2017	FT1248	2015	JEEP	WRANGLER	7	\$ 2,880.82	\$ 1,695.00
9/21/2017	FT1274	2010	FORD	EDGE	7	\$ 2,215.54	\$ -
9/11/2017	FT1241	2010	MAZDA	MAZDA3	11	\$ 1,765.68	\$ -
9/30/2017	FP2931	2016	FORD	FUSION	11	\$ 636.46	\$ -
9/12/2017	FP2893	2017	FORD	TAURUS	12	\$ 819.90	\$ 755.00
10/24/2017	FP2988	2017	FORD	F150	12	\$ 1,166.22	\$ -
9/4/2017	FT1218	2005	CHRYSLER	300	13	\$ 500.00	\$ -
10/24/2017	FT1315	2011	FORD	F150	13	\$ 3,073.98	\$ -
9/4/2017	FP2855	2014	FORD	ESCAPE	14	\$ 467.15	\$ 710.00
9/7/2017	FT1222	2010	FORD	ESCAPE	14	\$ 606.37	\$ 806.57
9/19/2017	FT1252	2012	CHEVROLET	SUBURBAN	14	\$ 2,309.96	\$ 754.54
9/28/2017	FP2914	2015	FORD	ESCAPE	14	\$ 982.52	\$ 1,850.92
9/13/2017	FP2883	2014	FORD	FUSION	15	\$ 314.23	\$ 550.00
10/4/2017	FP2925	2016	FORD	EXPLORER	15	\$ 1,073.86	\$ 210.00
10/16/2017	FT1298	2010	MAZDA	MAZDA3	16	\$ 1,668.52	\$ -
10/18/2017	FP2963	2016	FORD	EXPLORER	16	\$ 1,009.06	\$ 1,715.77
10/28/2017	FP2987	2017	FORD	F150	16	\$ 1,343.90	\$ -
9/5/2017	FT1212	2015	SUBARU	FORESTER	17	\$ 2,114.26	\$ 850.00
9/7/2017	FT1211	2014	FORD	F250	17	\$ 3,075.73	\$ -
10/6/2017	FP2928	2015	FORD	FUSION	17	\$ 455.70	\$ -
10/27/2017	FP2984	2016	FORD	FUSION	17	\$ 2,062.35	\$ -
9/8/2017	FP2856	2014	FORD	ESCAPE	18	\$ 1,108.05	\$ 1,065.00
9/5/2017	FT1197	2014	AUDI	Q7	19	\$ 5,200.50	\$ 834.92
9/13/2017	FT1230	2008	FORD	FOCUS	19	\$ 1,855.31	\$ 400.00
10/31/2017	FP2985	2015	FORD	ESCAPE	19	\$ 297.55	\$ -
1/9/1900	FP2989	2017	FORD	F150	19	\$ (215.60)	\$ 1,465.24
10/24/2017	FT1307	2014	SUBARU	BRZ	20	\$ 2,490.72	\$ 2,454.24
9/5/2017	FP2833	2017	FORD	FLEX	21	\$ 1,085.76	\$ 1,000.00
9/7/2017	FP2852	2014	FORD	ESCAPE	21	\$ 681.05	\$ -

9/14/2017	FP2867	2015	FORD	ESCAPE	21	\$	1,782.51	\$	787.34
9/27/2017	FP2901	2015	FORD	EXPLORER	23	\$	515.05	\$	752.65
10/18/2017	FT1290	2013	FORD	F150	23	\$	2,146.96	\$	2,145.83
9/8/2017	FP2845	2015	FORD	FUSION	24	\$	316.10	\$	604.72
9/14/2017	FT1210	2004	VOLVO	S40	24	\$	1,000.00	\$	-
9/18/2017	FT1223	2012	FORD	FUSION	24	\$	924.57	\$	2,014.14
10/20/2017	FT1295	2017	FORD	MUSTANG	24	\$	1,524.32	\$	265.00
9/8/2017	FP2839	2015	FORD	FUSION	25	\$	1,367.35	\$	-
9/25/2017	FP2889	2014	FORD	ESCAPE	25	\$	275.60	\$	2,418.97
10/4/2017	FP2902	2013	FORD	EXPLORER	27	\$	3,453.21	\$	1,650.06
10/25/2017	FP2952	2017	FORD	EXPEDITION	27	\$	(56.97)	\$	1,395.96
10/30/2017	FP2966	2015	FORD	FUSION	27	\$	860.36	\$	-
9/25/2017	FP2873	2015	FORD	F150	28	\$	1,223.91	\$	-
10/26/2017	FP2871	2014	FORD	ESCAPE	29	\$	(362.15)	\$	1,062.24
10/27/2017	FP2957	2015	FORD	ESCAPE	29	\$	(234.58)	\$	140.00
9/6/2017	FT1180	2010	FORD	EXPLORER	30	\$	3,188.21	\$	956.63
9/30/2017	FP2887	2014	FORD	ESCAPE	30	\$	817.39	\$	2,563.84
10/9/2017	FT1262	2009	JEEP	LIBERTY	31	\$	1,217.74	\$	762.78
10/20/2017	FP2927	2014	FORD	EDGE	31	\$	259.28	\$	-

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Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	51	\$70,100.34	\$37,272.14	\$2,105.33	30%
31 - 45 Days	34	\$39,909.13	\$22,751.06	\$1,842.94	20%
46 - 60 Days	24	\$19,696.13	\$18,266.27	\$1,581.76	14%
60 - 90 Days	41	\$4,779.53	\$26,984.68	\$774.74	24%
90 Days and Over	20	-\$31,058.07	\$11,383.01	-\$983.74	12%
Total	170	\$103,427.06	\$116,657.16	\$1,294.61	100%

\$ 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