

Date Sold	Deal #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
10/18/2017		2016	Ford	Focus	2	\$ 1,210.67	\$ 1,235.08
9/10/2017		2013	Ford	Explorer	6	\$ 3,535.35	\$ -
9/14/2017		2008	Audi	A6	10	\$ 934.96	\$ -
9/30/2017		2014	Ford	F-150	11	\$ 2,261.71	\$ -
10/8/2017		2015	Mazda	CX-5	11	\$ 3,556.35	\$ 2,340.76
9/24/2017		2015	Ford	Edge	13	\$ 6,038.64	\$ 2,803.21
9/2/2017		2016	Ford	Explorer	16	\$ 4,188.21	\$ 522.00
9/4/2017		2015	Ford	Edge	16	\$ 4,025.45	\$ 1,742.01
9/9/2017		2015	Ford	F-150	16	\$ 4,779.84	\$ 840.00
9/10/2017		2006	BMW	X3	17	\$ 527.56	\$ 152.67
10/24/2017		2016	Ford	F-150	18	\$ 4,455.39	\$ 327.84
10/7/2017		2012	Ford	F-150	19	\$ 6,676.65	\$ 201.92
9/13/2017		2015	Lincoln	MKC	20	\$ 4,215.47	\$ -
10/12/2017		2014	Ford	F-150	20	\$ 3,716.55	\$ 1,290.83
10/23/2017		2014	Ford	F-150	20	\$ 4,865.47	\$ 666.53
10/27/2017		2013	Hyundai	Sonata	20	\$ 3,083.36	\$ -
9/12/2017		2013	Ford	F-350	21	\$ 4,322.99	\$ -
10/1/2017		2014	Ford	F-150	21	\$ 3,931.55	\$ -
10/2/2017		2013	Ford	Escape	24	\$ 2,651.71	\$ 600.00
10/14/2017		2008	Ford	SuperDuty	24	\$ 5,659.41	\$ 1,927.22
10/2/2017		2012	Ford	Escape	25	\$ 6,272.35	\$ 844.00
10/10/2017		2015	Ford	Escape	25	\$1,573.51	
10/14/2017		2012	Ford	Flex	25	\$ 3,156.34	\$ 1,176.76
10/29/2017		2015	Ford	Escape	25	\$ 2,668.67	\$1,942.89
9/9/2017		2014	Ford	Escape	26	\$2,340.08	\$ -
9/12/2017		2013	Ford	F-150	26	\$ 5,095.93	\$ 1,235.29
9/2/2017		2016	Mazda	CX-5	27	\$ 8,875.85	\$ 1,262.91
9/20/2017		2015	Ford	F-150	27	\$ 4,053.39	\$ -
10/10/2017		2014	Ford	F-150	27	\$ 4,338.55	\$ 2,200.29
9/30/2017		2013	Ford	Escape	28	\$3,010.36	\$ 161.59
9/26/2017		2011	Honda	Ridgeline	29	\$ 3,029.41	
10/10/2017		2015	Ford	Flex	31	\$ 2,799.29	\$ 618.56
9/2/2017		2013	Ford	Fusion	32	\$ 869.23	\$ -

10/10/2017		2009	Hundai	Sonata	32	\$	3,987.61	\$	-
10/21/2017		2014	Ford	F-150	33	\$	5,960.72	\$	538.85
10/25/2017		2017	Ford	Fusion	33	\$	3,667.09	\$	1,424.00
9/9/2017		2006	Dodge	Ram1500	34	\$	5,540.37	\$	220.04
9/11/2017		2014	Ford	Edge	34	\$	3,013.65	\$	992.57
9/23/2017		2012	Jeep	Wrangler	34	\$	2,653.17	\$	1,035.64
10/13/2017		2013	GMC	Acadia	34	\$	4,631.29	\$	-
9/9/2017		2015	Jeep	GrandCher.	36	\$	6,261.60	\$	1,370.00
10/14/2017		2011	Ford	Edge	37	\$	2,679.09	\$	1,271.16
10/6/2017		2017	Mazda	Mazda3	38	\$	2,780.08	\$	-
9/13/2017		2014	Ford	Edge	39	\$	2,586.54	\$	485.37
10/27/2017		2015	Lincoln	MKX	39	\$	3,569.69	\$	1,372.22
9/4/2017		2015	Ford	SuperDuty	40		\$2,490.99	\$	1,613.74
9/17/2017		2015	Ford	F-150	40	\$	3,006.68	\$	895.54
9/25/2017		2014	Ford	Escape	41	\$	3,162.72	\$	-
10/9/2017		2016	Ford	Escape	43	\$	2,165.76	\$	-
9/16/2017		2016	Ford	F-150	44	\$	3,728.38	\$	1,491.12
10/29/2017		2010	Toyota	Prius	44	\$	2,540.98	\$	883.56
10/4/2017		2013	Ford	Explorer	46	\$	3,564.74	\$	1,578.29
9/30/2017		2014	Ford	Escape	47	\$	2,792.08	\$	967.54

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	31	\$119,052	\$23,473.80	\$4,597.59	31%
31 - 45 Days	20	\$68,095	\$14,212.37	\$4,115.36	20%
46 - 60 Days	16	\$53,673	\$15,964.81	\$4,352.35	16%
60 - 90 Days	17	\$44,435	\$14,209.57	\$3,449.69	17%
90 Days and Over	15	\$16,904	\$14,289.86	\$2,079.59	15%
Total	99	\$302,159	\$82,150.41	\$3,881.91	

\$ 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