

Mark W. Bailey

Variable 1 Sales Gross Analysis By Age

Days In Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR
0 - 30 Days	112	\$ 206,381	\$ 136,625	\$ 3,063
31 - 45 Days	20	\$ 23,732	\$ 21,000	\$ 2,237
46 - 60 Days	16	\$ 9,630.00	\$ 28,976.00	\$ 2,413
61 - 90 Days	10	\$ 7,978.00	\$ 17,650.00	\$ 2,563
91 Days and Over	5	\$ 8,872.00	\$ 7,751.00	\$ 3,325
Total	163	\$ 256,593	\$ 212,002	\$ 2,875

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% of Total Unit Sales
69%
12%
10%
6%
3%

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	<u>Age</u>	<u>F/E Gross</u>	<u>F&I Gross</u>
0 - 30	1	1997	900
	1	4513	0
	1	4553	1416
	1	404	2500
	1	1630	536
	1	868	0
	1	1754	480
	1	1590	501
	1	0	0
	1	1808	3165
	1	1780	1339
	1	1652	2304
	1	-268	0
	1	2953	0
	1	6679	2927
	1	1245	300
	1	700	368
	1	489	3548
	1	3865	3110
	1	1437	0
	1	1678	933
	1	2524	0
	1	2508	0
	1	2842	740
	1	930	0
	1	3633	1898
	1	2623	2228
	1	2552	589
	1	1696	0
	1	5277	2327
	1	2788	0
	1	1676	800
	1	3546	3202
	1	-325	101
	1	1275	512
	1	68	100
	1	-12	1737
	1	2221	2479
	1	0	100
	1	1900	1150
	1	1170	0

2	3374	950
2	2225	3650
2	1151	3013
2	786	300
2	1072	161
2	2025	2625
3	1955	200
3	2419	424
3	774	0
3	1414	3023
4	3385	589
4	588	4374
4	2467	460
4	1019	1574
5	2434	1150

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5	732	2420
6	3194	1072
6	1094	0
6	2640	161
6	2363	4573
6	4209	900
7	2532	2014
7	3225	739
7	1664	662
7	219	1451
7	-292	1500
7	612	2322
8	1236	1072
8	4879	0
8	1054	0
9	2345	2450
9	2097	0
9	1180	0
10	4196	2477
11	2271	4096
11	802	400
12	1596	2407
12	2547	407
12	770	960
12	973	850
12	4564	100
13	1941	1320
13	1000	857
13	1855	0
14	10	539
14	2809	1600
15	1385	0
16	1587	0
16	1766	1689
17	1990	1440
18	817	713
18	1423	357
19	1294	3119
22	1351	661
22	315	950
22	2200	0
22	1176	1327
23	2153	4666

23	1296	2228		
24	2959	100		
24	1454	3382		
25	1626	632		
25	1531	3537		
26	1219	339		
26	1714	3857		
27	980	0		
27	-27	2280		
27	2723	1546		
27	1366	1100		
28	2134	570		
29	1663	0		
29	662	0		
	\$ 206,381	\$ 136,625	\$ 343,006	

Units 112

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31 - 45	31	1998	3879		
	33	-9	1594		
	34	1704	101		
	34	919	1500		
	34	806	0		
	35	3652	1117		
	35	1209	1989		
	35	0	2828		
	36	2459	214		
	36	368	165		
	37	1538	1717		
	38	1284	0		
	40	1546	4146		
	41	147	0		
	42	1135	950		
	43	1200	0		
	44	886	100		
	44	1500	0		
	45	852	0		
	45	538	700		
		\$ 23,732	\$ 21,000	\$ 44,732	
Units	20				

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46 - 60	46	-737	2900		
	47	1596	300		
	48	-397	2810		
	49	455	1500		
	49	-280	1439		
	51	1028	2449		
	51	1046	3438		
	52	1006	143		
	52	-459	456		
	52	999	145		
	54	21	0		
	55	2334	4414		
	55	1000	4314		
	59	814	0		
	59	1810	2741		
	60	-606	1927		
		\$ 9,630	\$ 28,976	\$	38,606

Units 16

61 - 90	61	-700	4436		
	62	-882	755		
	66	2429	1200		
	69	5044	442		
	71	1840	0		
	75	-425	0		
	76	-214	2000		
	76	-145	0		
	77	-999	0		
	78	2030	8817		
		\$ 7,978	\$ 17,650	\$	25,628

Units 10

91+	100	1424	570		
	106	2934	2828		
	110	2302	414		
	112	1137	2939		
	138	1075	1000		
		\$ 8,872	\$ 7,751	\$	16,623

Units 5

F/E Gross F&I Gross

Units	163	\$ 256,593	\$ 212,002	\$	468,595
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N327 - 37

\$PUVR
\$ 3,063

% Of Total Unit Sales
69%

\$PUVR
\$ 2,237

% Of Total Unit Sales
12%

<u>\$PUVR</u>	% Of Total Unit Sales
\$ 2,413	10%

<u>\$PUVR</u>	% Of Total Unit Sales
\$ 2,563	6%

<u>\$PUVR</u>	% Of Total Unit Sales
\$ 3,325	3%

<u>\$PUVR</u>	
\$ 2,875	