

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
11/6/2017	511075A	2011	FORD	F-150	1	\$ 3,167.32	\$ 3,442.11
11/11/2017	5185P	2017	FORD	F-350	1	\$ 1,859.38	\$ 3,946.72
10/5/2017	511071A	2003	FORD	F-150	2	\$ 3,286.00	\$ -
10/28/2017	5172P	2015	TOYOTA	TUNDRA	3	\$ 2,342.99	\$ 1,600.00
10/27/2017	5169P	2016	LINCOLN	MKX	4	\$ 3,949.60	\$ 144.57
10/28/2017	511128A	2015	FORD	F-150	5	\$ 2,770.53	\$ -
11/18/2017	510295A	2015	FORD	F-150	5	\$ 5,626.12	\$ 2,242.07
11/8/2017	510317A	2005	FORD	F-150	7	\$ 2,120.90	\$ -
10/19/2017	708621A	2016	FORD	F-150	9	\$ 3,802.44	\$ 1,389.22
11/29/2017	510741A	2008	FORD	ESCAPE	9	\$ 2,663.39	\$ 1,600.00
10/24/2017	511334A	2011	FORD	EXPLORER	10	\$ 2,856.55	\$ 203.28
10/26/2017	510040A	2013	FORD	F-150	10	\$ 2,996.03	\$ 1,750.79
10/2/2017	510896A	2014	FORD	F-250	11	\$ 4,243.00	\$ 1,688.57
11/18/2017	510868A	2008	FORD	F-250	11	\$ 3,075.82	\$ 1,605.00
10/5/2017	511178A	2015	DODGE		12	\$ 3,689.98	\$ 2,261.89
10/14/2017	510896B	2013	NISSAN	TITAN	12	\$ 4,736.28	\$ 145.89
10/28/2017	511276A	2014	FORD	F-250	12	\$ 3,141.35	\$ 940.51
11/20/2017	89937A	2012	LINCOLN	NAVIGATOR	12	\$ 2,199.92	\$ -
10/19/2017	708486B	2010	TOYOTA	VENZA	13	\$ 1,807.69	\$ 1,025.52
11/2/2017	89918A	2014	CADILLAC	SRX	13	\$ 1,869.17	\$ -
11/22/2017	280761A	2014	FORD	F-150	13	\$ 1,674.60	\$ 1,368.47
10/23/2017	511181A	2014	FORD	F-150	14	\$ 5,014.33	\$ 3,084.36
10/31/2017	511285A	2008	FORD	F-250	14	\$ 2,018.86	\$ -
10/31/2017	510846A	2012	FORD	F-150	14	\$ 2,298.22	\$ 1,163.00
11/3/2017	89950A	2017	LINCOLN	MKX	14	\$ 2,566.74	\$ 404.88
10/17/2017	511081A	2010	FORD	EDGE	15	\$ 2,705.39	\$ 700.00
11/11/2017	510916A	2016	FORD	EXPLORER	15	\$ 4,050.00	\$ 2,523.35
11/22/2017	511403A	2014	DODGE	D-1500	15	\$ 1,091.90	\$ -
11/6/2017	708769A	2017	FORD	EXPLORER	16	\$ 2,754.38	\$ -
10/20/2017	511309A	2017	FORD	EXPLORER	16	\$ 3,652.53	\$ 4,300.58
11/17/2017	511434A	2016	FORD	F-150	16	\$ 2,194.76	\$ 1,307.37
10/12/2017	511010A	2016	FORD	ESCAPE	17	\$ 4,184.58	\$ 1,133.56
10/16/2017	89942A	2009	NISSAN	MURANO	17	\$ 1,482.25	\$ -

11/12/2017	511372A	2012	FORD	F-150	17	\$	1,851.96	\$	1,823.93
10/4/2017	510910A	2014	FORD	F-150	18	\$	2,753.17	\$	1,824.12
10/13/2017	510255B	2013	FORD	F-250	18	\$	1,975.67	\$	1,668.94
10/21/2017	511270A	2014	FORD	F-150	18	\$	3,072.12	\$	369.18
11/22/2017	708771A	2007	TOYOTA	TUNDRA	20	\$	2,977.16	\$	-
10/9/2017	280750A	2016	FORD	EXPLORER	21	\$	2,470.39	\$	1,177.85
11/1/2017	511099A	2014	FORD	EXPLORER	23	\$	2,229.37	\$	1,049.42
11/24/2017	5176P	2016	FORD	F-150	23	\$	4,155.61	\$	1,901.60
10/10/2017	89925A	2014	LINCOLN	MKX	24	\$	2,861.91	\$	3,338.54
11/6/2017	511333A	2014	FORD	F-150	24	\$	4,204.75	\$	2,816.81
11/16/2017	511084A	2015	NISSAN	VAN	24	\$	1,551.17	\$	1,912.59
10/30/2017	509910A	2014	FORD	ESCAPE	25	\$	1,920.00	\$	1,275.98
11/18/2017	511146A	2016	FORD	F-150	26	\$	5,053.45	\$	2,957.55
10/5/2017	510392A	2016	FORD	EXPLORER	28	\$	3,530.64	\$	-
10/28/2017	510308A	2014	FORD	EXPLORER	28	\$	1,870.00	\$	2,928.44
11/4/2017	510394A	2013	FORD	F-150	28	\$	2,381.00	\$	-
11/27/2017	511383A	2013	FORD	ESCAPE	28	\$	3,149.20	\$	1,948.45
11/10/2017	511204A	2016	FORD	F-150	29	\$	3,215.00	\$	1,221.28
11/25/2017	511154A	2015	FORD	F-150	29	\$	2,101.58	\$	-

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	53	\$ 152,712.32	\$ 68,186.39	\$ 4,167.90	47.32%
31 - 45 Days	22	\$ 48,710.92	\$ 27,349.52	\$ 3,457.29	19.64%
46 - 60 Days	11	\$ 24,683.46	\$ 8,534.19	\$ 3,019.79	9.82%
60 - 90 Days	15	\$ 26,733.67	\$ 17,226.93	\$ 2,930.71	13.39%
90 Days and Over	11	\$ 19,766.89	\$ 11,003.97	\$ 2,797.35	9.82%
Total	112	\$ 272,607.26	\$ 132,301.00	\$ 3,615.25	

\$ 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