

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
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1/2/2018	18096A
1/2/2018	R0328
1/2/2018	R0243
1/3/2018	10831A
1/3/2018	C0164B
1/4/2018	R0286
1/4/2018	18079A
1/4/2018	R0238
1/5/2018	17144A
1/5/2018	S1133
1/5/2018	17539B
1/6/2018	17880A
1/6/2018	S1754
1/8/2018	R0021B1
1/8/2018	18014TA
1/10/2018	17526A
1/11/2018	17846A
1/11/2018	R0308
1/12/2018	17541A
1/12/2018	17619A
1/13/2018	17399A
1/13/2018	S1756A
1/13/2018	S1756A1
1/15/2018	R0286A
1/15/2018	18149TA
1/16/2018	R0338
1/16/2018	18149TB
1/16/2018	17567A
1/16/2018	R0243A
1/17/2018	R0270
1/19/2018	R0311
1/19/2018	S1778

75	\$	3,565.00	\$	4,060.00
33	\$	3,132.00	\$	1,445.00
110	\$	605.00	\$	768.00
5	\$	4,023.00	\$	2,340.00
140	\$	(675.00)	\$	-
66	\$	3,489.00	\$	2,812.00
13	\$	8,573.00	\$	2,619.00
117	\$	295.00	\$	-
72	\$	32.00	\$	1,089.00
78	\$	1,291.00	\$	1,960.00
72	\$	810.00	\$	-
33	\$	1,478.00	\$	1,487.00
37	\$	827.00	\$	4,654.00
49	\$	3,516.00	\$	-
56	\$	(227.00)	\$	200.00
99	\$	(2,203.00)	\$	3,670.00
183	\$	4,920.00	\$	2,643.00
57	\$	959.00	\$	-
13	\$	730.00	\$	-
40	\$	2,189.00	\$	1,035.00
121	\$	(1,976.00)	\$	2,305.00
10	\$	2,827.00	\$	-
21	\$	2,952.00	\$	1,003.00
11	\$	1,276.00	\$	742.00
11	\$	3,106.00	\$	150.00
29	\$	1,813.00	\$	162.00
1	\$	3,880.00	\$	2,745.00
20	\$	2,078.00	\$	1,052.00
14	\$	3,989.00	\$	4,862.00
119	\$	3.00	\$	150.00
64	\$	1,209.00	\$	-
14	\$	2,350.00	\$	2,647.00

1/19/2018	17976TA
1/19/2018	17890A
1/19/2018	R0284
1/19/2018	17880B
1/19/2018	R0285
1/20/2018	17173A
1/20/2018	R0305
1/22/2018	R0287
1/22/2018	F18206A
1/23/2018	F18015B
1/23/2018	C0267
1/24/2018	171059TA
1/24/2018	S1758
1/24/2018	F18220A
1/25/2018	17953B
1/26/2018	R0327
1/27/2018	L0367
1/29/2018	R0319
1/31/2018	17352A
1/31/2018	17212TA

59	\$	7,724.00	\$	2,034.00
29	\$	460.00	\$	602.00
81	\$	(596.00)	\$	2,039.00
13	\$	2,260.00	\$	1,132.00
81	\$	(1,165.00)	\$	1,109.00
48	\$	(169.00)	\$	-
67	\$	(821.00)	\$	1,042.00
88	\$	(1,502.00)	\$	1,091.00
3	\$	1,956.00	\$	4,247.00
52	\$	2,321.00	\$	-
207	\$	(2,327.00)	\$	-
21	\$	3,634.00	\$	791.00
47	\$	2,956.00	\$	1,503.00
37	\$	1,202.00	\$	934.00
48	\$	1,999.00	\$	-
58	\$	1,860.00	\$	331.00
23	\$	(200.00)	\$	5,019.00
63	\$	1,049.00	\$	856.00
92	\$	(984.00)	\$	1,505.00
119	\$	1,140.00	\$	4,241.00

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	36	\$84,951	\$56,765	\$3,937	36.00%
31 - 45 Days	5	\$9,539	\$7,050	\$3,318	5.00%
46 - 60 Days	11	\$9,311	\$18,806	\$2,556	11.00%
60 - 90 Days	18	\$28,849	\$22,699	\$2,864	18.00%
90 Days and Over	30	\$51,492	\$49,198	\$3,356	30.00%
Total	100	\$184,142	\$154,518		

\$ 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