

WCF-FI-USED CAR REPORT

USED CAR REPORT - 76

| SOLD | VEHICLE-STOCK-NO... | YEAR | MAKE |
|------------|---------------------|------|------|
| 02/02/2018 | 1B0498 | 15 | FORD |
| 02/02/2018 | 1PR0465A | 14 | FORD |
| 02/04/2018 | 171358A | 12 | GMC |
| 02/04/2018 | 1PR0563 | 16 | FORD |
| 02/04/2018 | 170862A | 15 | DODG |
| 02/06/2018 | 1B0543 | 13 | NISS |
| 02/07/2018 | 171156A | 15 | FORD |
| 02/09/2018 | 1B0562 | 8 | FORD |
| 02/10/2018 | 1B0526 | 14 | FORD |
| 02/10/2018 | 1PR0472 | 16 | BMW |
| 02/10/2018 | 171172A | 11 | FORD |
| 02/10/2018 | 1PR0551 | 17 | FORD |
| 02/11/2018 | 1B0588 | 14 | FORD |
| 02/11/2018 | 1PR0557 | 16 | FORD |
| 02/11/2018 | 1B0548 | 12 | DODG |
| 02/11/2018 | 1B0530 | 15 | FORD |
| 02/13/2018 | 1PR0565 | 17 | FORD |
| 02/13/2018 | 1B0547 | 14 | DODG |
| 02/16/2018 | 1PR0568 | 17 | FORD |
| 02/17/2018 | 170918R | 17 | FORD |
| 02/17/2018 | 1B0601 | 15 | FORD |
| 02/17/2018 | 1B0570 | 15 | FORD |
| 02/17/2018 | 1B0542 | 15 | TOYO |
| 02/17/2018 | 1PR0561 | 16 | FORD |
| 02/23/2018 | 1B0573 | 14 | FORD |
| 02/24/2018 | 1B0463A | 13 | FORD |
| 02/24/2018 | 170862B | 13 | RAMT |
| 02/24/2018 | 1B0555 | 15 | FORD |
| 02/24/2018 | 1PR0558 | 17 | FORD |
| 02/25/2018 | 171112A | 15 | FORD |
| 02/25/2018 | 171403A | 15 | FORD |
| 02/25/2018 | 1PR0512 | 16 | FORD |
| 02/25/2018 | 1B0552 | 14 | FORD |
| 02/26/2018 | 171357A | 17 | NISS |
| 02/27/2018 | 1PR0485 | 16 | FORD |
| 03/01/2018 | 171292A | 15 | FORD |
| 03/02/2018 | 1B0575 | 14 | FORD |
| 03/03/2018 | 1B0528 | 17 | FORD |
| 03/03/2018 | 180006A | 16 | FORD |
| 03/04/2018 | 1B0533A | 13 | FORD |
| 03/05/2018 | 1B0600 | 14 | FORD |
| 03/05/2018 | 180325A | 8 | GMC |
| 03/06/2018 | 180305A | 17 | HOND |

WCF-FI-USED CAR REPORT

| | | |
|------------|---------|---------|
| 03/07/2018 | 170805A | 16 FORD |
| 03/10/2018 | 1B0545 | 15 MAZD |
| 03/11/2018 | 1B0574 | 16 GMC |
| 03/11/2018 | 170918S | 14 FORD |
| 03/12/2018 | 171389A | 16 FORD |
| 03/14/2018 | 170886A | 16 FORD |
| 03/15/2018 | 1B0616 | 15 FORD |
| 03/16/2018 | 1PR0569 | 17 FORD |
| 03/17/2018 | 171054A | 17 HOND |
| 03/18/2018 | 171124R | 17 FORD |
| 03/20/2018 | 180141A | 18 FORD |
| 03/20/2018 | 1B0549 | 16 FORD |
| 03/20/2018 | 1B0625 | 15 FORD |
| 03/21/2018 | 170541A | 16 HOND |
| 03/23/2018 | 1B0554 | 15 FORD |
| 03/23/2018 | 1B0628 | 13 MINI |
| 03/23/2018 | 1B0631 | 15 HOND |
| 03/23/2018 | 1B0589 | 10 FORD |
| 03/24/2018 | 1B0613 | 13 FORD |
| 03/24/2018 | 180189 | 18 FORD |
| 03/26/2018 | 180320A | 10 FORD |
| 03/26/2018 | 1B0634 | 16 FORD |
| 03/26/2018 | 1PR0596 | 16 DODG |
| 03/26/2018 | 180531A | 16 FORD |
| 03/27/2018 | 170784A | 14 FORD |
| 03/28/2018 | 1B0584 | 15 FORD |
| 03/29/2018 | 1B0615 | 17 FORD |
| 03/29/2018 | 1B0612 | 15 FORD |
| 03/30/2018 | 170784B | 10 CHEV |
| 03/31/2018 | 1B0644 | 14 FORD |
| 03/31/2018 | 1B0645 | 15 FORD |
| 03/31/2018 | 1B0603 | 15 FORD |
| 03/31/2018 | 1B0531 | 14 FORD |

WCF-FI-USED CAR REPORT

Rows Returned

| MODEL | DAYS | FRONTGROSS | BACKGROSS |
|--------------|-------------|-------------------|------------------|
| FUSN | 100 | -2351.49 | 589.55 |
| FOCUS | 70 | -397.83 | 371.43 |
| ACADIA | 37 | 1613.34 | 624.05 |
| EXPDEL | 23 | -1282.3 | 1254.41 |
| DURA | 46 | 281.29 | 1350 |
| VERSA | 50 | 878 | 96.35 |
| F150 | 60 | -1669.1 | 845 |
| F350DR | 32 | 385.42 | 0 |
| F150 | 71 | 2095.28 | 1369.5 |
| 328I | 150 | -3938.18 | 139.44 |
| FIES | 146 | -2358.27 | 0 |
| EXPED | 38 | -1723.91 | 1647.79 |
| EDGE | -2 | -50 | 931.58 |
| FIES | 38 | -522.49 | 200 |
| AVEN | 55 | -928.95 | 288.32 |
| EXPL | 67 | -684.17 | 0 |
| TRANST | 26 | -1548.52 | 1330.78 |
| AVEN | 57 | 565 | 687 |
| TAUR | 23 | 583.47 | 100 |
| F150 | 221 | -3109.8 | 2497.53 |
| EXPL | -11 | 0 | 531.96 |
| CMAX | 23 | 172.16 | 330.73 |
| RAV4 | 61 | 402 | 1292.25 |
| F150 | 40 | 1956.95 | 2165.69 |
| FUSN | 23 | 279.61 | 2056 |
| MUST | 151 | -1697.74 | 1428.07 |
| RAMT15 | 20 | 1954.93 | 963.01 |
| EXPL | 52 | 136.13 | 1371 |
| F150 | 51 | 182.69 | 742.51 |
| FUSNEN | 76 | 145.48 | 578.58 |
| F150 | 60 | 681.76 | 674.94 |
| FOCUS | 115 | -1592.56 | 150 |
| FUSN | 53 | 1064.8 | 292.88 |
| SENTN | 38 | 581.22 | 420.81 |
| TRANST | 138 | -967.7 | 2355.8 |
| EXPL | 51 | -1437.18 | 2360.9 |
| F150 | 24 | -952.32 | 802.37 |
| TRANST | 87 | -702.24 | 1001.11 |
| FUSNHY | 39 | -527.68 | 777.81 |
| F150 | 60 | 2155.94 | 202 |
| FUSN | 9 | 606.76 | 0 |
| SR25HD | 34 | 3525.61 | 0 |
| CIVI | 31 | 2942.96 | 1388.53 |

WCF-FI-USED CAR REPORT

| | | | |
|--------|-----|----------|---------|
| FUSNEN | 39 | 1169.53 | 0 |
| MAZDA3 | 82 | -1280.6 | 0 |
| SIER15 | 38 | -497.21 | 1850.65 |
| FLEX | 22 | 496.68 | 325.21 |
| EXPL | 93 | -1430.66 | 997.82 |
| F250 | 68 | 3815.92 | 4992.14 |
| TRANS | 0 | -858 | 4109.53 |
| F250 | 50 | 1989.54 | 4382.05 |
| ACCO | 33 | 1538.31 | 1519.8 |
| MUST | 90 | -269.29 | 0 |
| MUST | 25 | 1703.12 | 1143.02 |
| EXPL | 76 | -705.38 | 0 |
| F150 | -2 | -545 | 2099.93 |
| CIVI | 58 | 1832.84 | 2396.29 |
| EXPL | 79 | 1102.88 | 0 |
| CPSCLB | 0 | 520 | 100 |
| CIVI | -3 | -188.48 | 0 |
| F150 | 35 | -139.04 | 1107.16 |
| F150 | 14 | 5393.93 | 1099.52 |
| EXPL | 124 | -1894.21 | 415.79 |
| FUSNEN | 43 | 634 | 0 |
| EXPL | -2 | -1070.07 | 1578.64 |
| JOURNY | 34 | -285 | 1381.2 |
| EXPL | 15 | 1014.39 | 544.45 |
| F150 | 31 | 403.42 | 906.08 |
| EDGE | 48 | 1210.98 | 1264.74 |
| F250 | 14 | 2842.17 | 1000 |
| CMAX | 20 | -22.93 | 1283.14 |
| CAMAC | 3 | 761.21 | 0 |
| FLEX | -2 | -508.56 | 0 |
| MUST | -2 | -1071.31 | 422 |
| TRANS | 25 | 2202 | 230.11 |
| F150 | 115 | -662.07 | 1751.52 |

| Days in Inventory | Unit Sales |
|--------------------------|-------------------|
| 0 - 30 Days | 25 |
| 31 - 45 Days | 16 |
| 46 - 60 Days | 14 |
| 60 - 90 Days | 11 |
| 90 Days and Over | 10 |
| Total | 76 |

**\$ PUVR result of adding Front Gross \$\$ and
% of total unit sales result of dividing unit sa**

| Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR |
|-----------------------------|-------------------------------|----------------|
| \$7,323.14 | \$22,236.39 | \$1,182.38 |
| \$11,055.43 | \$13,989.57 | \$1,565.31 |
| \$6,943.74 | \$13,010.13 | \$1,425.28 |
| \$3,522.05 | \$9,605.01 | \$1,193.37 |
| -\$32,878.68 | \$9,327.70 | \$0.00 |
| -\$4,034.32 | \$68,168.80 | |

**F&I Gross \$\$ divided by Number of sales
les in age bucket by total unit sales**

| % of total unit sales |
|------------------------------|
| 33 |
| 21 |
| 18 |
| 15 |
| 14 |