

<b>Class</b>	<b>STK#</b>	<b>KMS</b>	<b>Age</b>	<b>Year</b>	<b>Model</b>	<b>Series</b>	<b>Cost</b>
SUV, Intermediate Sport Utility	18-110A	124,743	1	2014	Grand Cherokee	SRT	
Car, Compact	18-296A	185,100	2	2009	Caliber	SXT	
Car, Compact	2414B	150,125	2	2013	Dart	SE/AERO	
Truck, Large Pick-up	19-001A	24,855	6	2015	1500	Sport	\$30,765
Truck, Large Pick-up	18-144A	78,177	7	2016	F-150		
SUV, Intermediate Sport Utility	18-114A	40,000	8	2017	Grand Cherokee	Overland	
Truck, Large Pick-up	18-294A	163,431	9	2008	Ram 1500		\$7,400
Car, Compact	17-606B	68,574	9	2014	500L	Trekking	\$3,600
Van, Small Van	17-786A	251,456	18	2008	Grand Caravan		
Car, Compact	2390C	23,268	23	2016	CLA	CLA 250	\$32,109
Van, Small Van	2423A	30,815	30	2017	Grand Caravan	CVP/SXT	\$24,106

Price	Adjusted % of Market	Provisioning Grade	Markup	Colour	Appraiser
		B-		Black	Blois
		C+		Orange	Blois
				Gray	Pollock
\$35,988	97%	C+	\$5,223	Red	
				Green	Pollock
		C+		Red	Blois
				Blue	Williams
				White	Pollock
				Silver	Blois
\$34,999		B	\$2,890	Gray	Blois
\$25,988	99%	B	\$1,882	Blue	

Class	STK#	KMS	Age	Year	Model	Series	Cost
Car, Compact	2303B	84,364	31	2014	Beetle	1.8 TSI	\$10,604
Van, Small Van	2417A	22,597	37	2017	Grand Caravan	Crew	\$24,844
SUV, Intermediate Sport Utility	2408A	18,171	37	2017	Grand Cherokee	Limited	\$39,817
SUV, Intermediate Sport Utility	2409A	32,660	37	2017	Grand Cherokee	Limited	\$36,694
Van, Small Van	2416A	21,786	37	2017	Grand Caravan	Crew	\$24,844
Van, Small Van	2418A	25,576	37	2017	Grand Caravan	Crew	\$25,028
Van, Small Van	2411A	19,307	37	2017	Pacifica	Touring L Plus	\$33,177
Car, Intermediate	2412A	21,707	37	2017	Charger	R/T	\$33,313
Car, Intermediate	2415A	31,313	37	2017	Charger	SXT	\$27,735
SUV, Intermediate Sport Utility	18-243A	31,200	37	2016	Journey	Crossroad	\$19,915
SUV, Intermediate Sport Utility	2413A	19,890	37	2017	Journey	Crossroad	\$25,410
SUV, Intermediate Sport Utility	17-801A	33,354	38	2017	Journey	GT	\$23,754

<b>Price</b>	<b>Adjusted % of Market</b>	<b>Provisioning Grade</b>	<b>Markup</b>	<b>Colour</b>	<b>Appraiser</b>
\$14,688	97%		\$4,084	White	Blois
\$26,488	100%	B	\$1,644	Black	
\$41,688	102%	B	\$1,871	Gray	
\$39,988	102%	B	\$3,294	Gray	
\$26,488	100%	B	\$1,644	White	
\$25,988	99%	B	\$960	Gray	
\$34,988	93%	C+	\$1,811	Beige	
\$34,988	95%	B	\$1,675	Black	
\$28,988	101%	B	\$1,253	White	
\$22,988	96%	C+	\$3,073	Black	Blois
\$26,988	102%	B-	\$1,578	Silver	
\$25,988	100%	B-	\$2,234	Red	Blois

<b>Class</b>	<b>STK#</b>	<b>KMS</b>	<b>Age</b>	<b>Year</b>	<b>Model</b>	<b>Series</b>	<b>Cost</b>	<b>Price</b>	<b>Adjusted % of Market</b>
Car, Subcompact	17-252B	47,431	80	2014	500c	Abarth	\$14,565	\$16,988	
Car, Intermediate	18-010A	125,870	81	2011	Avenger	SXT	\$6,762	\$9,488	

<b>Provisioning Grade</b>	<b>Markup</b>	<b>Colour</b>	<b>Appraiser</b>
F	\$2,423	Gray	Pollock
D+	\$2,726	Blue	

Class	STK#	KMS	Age	Year	Model	Series
SUV, Intermediate Sport Utility	18-185A	45,600	92	2015	Wrangler	Unlimited Sahara
SUV, Compact Sport Utility	18-165A	7,510	120	2017	Cherokee	Trailhawk
SUV, Large Sport Utility	2405A	41,014	130	2017	Durango	R/T
SUV, Compact Sport Utility	17-766A	10,325	141	2017	Rogue	
Van, Small Van	2395A	42,768	161	2017	Grand Caravan	Crew
Van, Small Van	2399A	39,961	161	2017	Grand Caravan	Crew
Van, Small Van	2394A	46,433	161	2017	Grand Caravan	Crew
Van, Small Van	2398A	37,574	161	2017	Grand Caravan	Crew
Van, Small Van	2391A	45,177	161	2016	Grand Caravan	
Car, Compact	15-639A	18,324	168	2015	500L	Trekking
Car, Compact	2388A	67,015	168	2017	Elantra	GL
Car, Compact	2386A	60,479	168	2017	Elantra	GL
SUV, Compact Sport Utility	17-271A	164,640	176	2009	Nitro	
Van, Small Van	2368A	40,287	211	2017	Grand Caravan	Crew
Van, Small Van	2372A	38,909	211	2017	Grand Caravan	Crew
Van, Small Van	2367A	58,773	211	2016	Grand Caravan	Crew
Car, Compact	2351A	47,777	212	2016	Sentra	1.8 SV
Truck, Large Pick-up	17-689A	46,018	214	2016	1500	
Car, Compact	2342A	57,873	233	2016	Sentra	1.8 SV
SUV, Compact Sport Utility	2326A	11,893	276	2016	Cherokee	Limited
SUV, Compact Sport Utility	2317A	21,500	276	2016	Cherokee	Limited
SUV, Compact Sport Utility	2299A	24,054	325	2016	500X	Trekking
Van, Small Van	2293A	51,536	360	2016	Town & Country	Touring-L
Van, Small Van	2268A	44,885	401	2016	Town & Country	Touring
Van, Small Van	2198A	53,819	444	2016	Town & Country	Touring-L
Van, Small Van	2190A	57,365	444	2016	Town & Country	Touring-L
Van, Small Van	2175A	55,605	458	2016	Town & Country	Touring-L
Van, Small Van	2147B	150,530	485	2013	Grand Caravan	Crew
Car, Compact	15-331D	19,170	535	2015	500L	Sport
Truck, Large Pick-up	16-882B	163,214	567	2009	Ram 1500	SLT
Car, Intermediate	16-332A	10,300	595	2016	Charger	SRT Hellcat

Cost	Price	Adjusted % of Market	Provisioning Grade	Markup	Colour	Appraiser
\$32,495	\$33,988	97%	B	\$1,493	Green	Pollock
\$33,009	\$35,288	104%	B-	\$2,279	Gray	
\$39,025	\$40,988	99%	B-	\$1,963	White	
\$26,509	\$27,988	108%		\$1,479	Gray	Williams
\$21,862	\$24,988	100%	B	\$3,126	Gray	
\$23,627	\$24,988	99%	B	\$1,361	White	
\$21,671	\$24,988	101%	B	\$3,317	White	
\$24,086	\$25,688	101%	B	\$1,602	White	
\$19,959	\$20,688	96%		\$729	Black	
\$20,957	\$21,988	139%	C+	\$1,031	White	
\$16,122	\$17,288	103%	B+	\$1,166	Black	
\$16,049	\$17,288	102%	B+	\$1,239	White	
\$7,626	\$8,988	97%		\$1,362		Blois
\$24,133	\$25,852	101%	B	\$1,719	Silver	
\$24,205	\$25,345	99%	B	\$1,140	Black	
\$19,419	\$20,288	97%	B+	\$869	Black	
\$14,274	\$15,288	102%		\$1,014	Gray	
\$31,040	\$33,988	97%		\$2,948	Gray	Blois
\$14,351	\$15,288	104%		\$937	White	
\$30,422	\$29,988	109%	B+	-\$434	Red	
\$26,607	\$28,999		B+	\$2,392	Silver	
\$21,258	\$21,988		C	\$730	Black	
\$24,875	\$25,288	105%	C+	\$413	Red	
\$23,004	\$23,799	104%	C-	\$795	Black	
\$23,452	\$24,688	103%	C+	\$1,236	Silver	
\$23,611	\$24,688	103%	C+	\$1,077	Silver	
\$23,955	\$24,688	103%	C+	\$733	Gray	
\$12,968	\$16,488		B+	\$3,520		Blois
\$23,369	\$21,988		C	-\$1,381	Black	
\$11,400	\$15,688	103%	C+	\$4,288	Silver	Pollock
\$52,694	\$77,800	107%	C	\$25,106	White	

Date Sold	Stock #	Year	Make	Model	Days in Stock
3/21/2018	2421A	2014	Ram	1500	3
3/29/2018	18-057A	2014	Ram	1500	4
3/15/2018	18-244A	2017	Chrysler	Pacifica	5
2/17/2018	18-210A	2016	Ram	1500	7
2/20/2018	17-585A	2014	Dodge	Gr.Caravan	8
3/8/2018	18-227A	2010	Subaru	Forester	8
3/24/2018	18-215B	2015	Chrysler	200	8
3/21/2018	17-801B	2016	Ram	1500	9
2/23/2018	18-214A	2015	Jeep	Compass	10
3/27/2018	2425A	2017	Honda	Civic	10
2/22/2018	17-701B	2010	Jeep	Liberty	14
2/23/2018	17-244TR	2017	Dodge	Gr.Caravan	14
3/3/2018	18-167A	2013	Dodge	Journey	14
3/8/2018	18-234A	2017	Dodge	Journey	14
3/24/2018	18-195A	2015	Dodge	Gr.Caravan	14
2/17/2018	17-768A	2016	Dodge	Journey	17
3/24/2018	18-205B	2015	Jeep	Patriot	18
2/28/2018	18-205A	2016	Jeep	Cherokee	20
3/6/2018	18-205A	2016	Jeep	Cherokee	20
2/13/2018	17-249TR	2017	Dodge	Gr.Caravan	21
2/13/2018	18-217A	2014	Ram	1500	23
2/14/2018	18-213A	2009	Toyota	Camry	23
2/12/2018	17-701A	2013	Jeep	Wrangler	24
2/22/2018	2345B	2014	Chrysler	300	26
3/24/2018	2375B	2014	Chrysler	Town & Country	26
2/26/2018	18-018A	2016	Jeep	Cherokee	27
2/21/2018	18-192A	2016	Jeep	Wrangler	28
2/1/2018	17-300B	2013	Dodge	Gr.Caravan	29
2/22/2018	17-023B	2015	Chrysler	Town & Country	33
3/9/2018	17-809B	2015	Dodge	Journey	40
3/27/2018	18-228A	2015	Jeep	Cherokee	41
3/5/2018	17-711A	2016	Ram	1500	44
3/7/2018	16-792A	2016	Ram	Promaster	48
3/17/2018	18-219A	2013	Volkswagen	Golf	49
3/20/2018	18-210B	2012	Ram	1500	50
3/14/2018	17-810A	2014	Dodge	Gr.Caravan	51
3/28/2018	17-771A	2013	Dodge	Gr.Caravan	59
2/26/2018	17-805A	2012	Fiat	500C	67
3/1/2018	17-793B	2013	Dodge	Gr.Caravan	78
2/16/2018	17-063A	2017	Ram	1500	92
3/23/2018	2390A	2017	Dodge	Gr.Caravan	138
3/5/2018	17-759A	2013	Dodge	Gr.Caravan	141

3/23/2018	2389A	2017	Hyundai	Elantra	141
2/7/2018	2384A	2016	Dodge	Challenger	144
2/24/2018	2375A	2017	Dodge	Gr.Caravan	156
3/6/2018	17-650A	2015	Dodge	Gr.Caravan	158
3/3/2018	2356A	2017	Dodge	Gr.Caravan	167
3/8/2018	2366A	2016	Dodge	Gr.Caravan	172
3/16/2018	2380A	2017	Dodge	Gr.Caravan	172
3/12/2018	2361A	2016	Dodge	Gr.Caravan	175
3/21/2018	2379A	2016	Hyundai	Elantra	182
5/5/2018	2322A	2016	Jeep	Patriot	204
2/6/2018	17-723A	2015	Jeep	Cherokee	210
2/22/2018	16-715A	2014	Chrysler	Town & Country	229
3/14/2018	2303A	2016	Chrysler	Town & Country	297
2/1/2018	2278A	2016	Dodge	Town & Country	314
3/17/2018	2294A	2016	Chrysler	Town & Country	333
2/28/2018	2267A	2016	Chrysler	Town & Country	350
2/24/2018	2244A	2016	Chrysler	Town & Country	356
3/15/2018	17-159A	2017	Dodge	Gr.Caravan	364
3/15/2018	17-162A	2017	Dodge	Gr.Caravan	368
3/21/2018	2178A	2016	Dodge	Town & Country	430

Front End Gross	Finance Gross	Total Gross
0	2720.22	2720.22
2469.26	1235.41	3704.67
1669.43	0	1669.43
-170	2975.31	2805.31
2143.11	1840	3983.11
-170	50.1	-119.9
1560.34	2067.39	3627.73
3705	2718.38	6423.38
2370.51	1100.71	3471.22
0	0	0
2257.14	900	3157.14
-1826.37	0	-1826.37
1174.11	1739	2913.11
1712.64	0	1712.64
1438.59	0	1438.59
1998.25	2462.5	4460.75
1527.77	1218.17	2745.94
0	0	0
1562.8	37.5	1600.3
-2190.37	0	-2190.37
2582.86	2674.96	5257.82
826.4	0	826.4
1870.81	0	1870.81
890.85	1250	2140.85
916.83	2285.41	3202.24
903.29	0	903.29
3004.62	1100	4104.62
684	0	684
991.54	1791	2782.54
2552.96	674.98	3227.94
2500	1650	4150
250.55	3627.41	3877.96
1634.7	0	1634.7
969.81	1140	2109.81
2834.3	1550.94	4385.24
596.75	0	596.75
0	0	0
-42.62	0	-42.62
0	0	0
1366.09	2683.11	4049.2
805.51	0	805.51
-514.66	2062.17	1547.51

578.21	1640	2218.21
500	1260	1760
105.62	0	105.62
462.02	0	462.02
-168.69	913	744.31
-150.39	1666	1515.61
696.86	2904.97	3601.83
-150.14	853.65	703.51
-406.09	1640	1233.91
820.01	1577.81	2397.82
2375.8	1570.78	3946.58
2710.39	2412.07	5122.46
-1279.58	2908.29	1628.71
641.97	2017.65	2659.62
-832.8	0	-832.8
-628.74	511	-117.74
14.16	2744	2758.16
598.06	0	598.06
-372.7	0	-372.7
-846.97	0	-846.97

<b>Days in Inventory</b>	<b>Unit Sales</b>	<b>Total Front Gross \$</b>
0 - 30 Days	28	\$32,911.87
31 - 45 Days	4	\$6,295.05
46 - 60 Days	5	\$6,035.56
60 - 90 Days	2	-\$42.62
90 Days and Over	23	\$6,323.94
<b>Total</b>	<b>62</b>	<b>\$51,524</b>

**\$ PUVR result of adding Front Gross \$\$ and F&I Gross \$\$ divided by Number of :  
% of total unit sales result of dividing unit sales in age bucket by total unit sales**

Total F&i Gross \$	\$ PUVR	% of total unit sales
28375.06	2188.8189285714	45%
7743.39	3509.61	6%
2690.94	1745.3	8%
0	-21.31	3%
29364.5	1551.6713043478	37%

sales