

| Days in Inventory | Unit Sales | Total Front Gross \$ | Total F&I Gross \$ | \$ PUVR | % of total unit sales |
|-------------------|------------|----------------------|--------------------|-------------|-----------------------|
| 0 - 30 Days | 99 | \$94,259 | 124114 | 2206 | 74 |
| 31 - 45 Days | 12 | \$7,648 | 19371 | 2252 | 9 |
| 46 - 60 Days | 10 | \$9,677 | 17479 | 2716 | 8 |
| 60 - 90 Days | 12 | \$4,908 | 17730 | 1887 | 9 |
| 90 Days and Over | 0 | \$0 | 0 | 0 | 0 |
| Total | 133 | \$116,492 | 178694 | 2219 | |

\$ 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