

Date Sold	Stock #	Year	Make	Model	Days in Stock	Front End Gross	Finance Gross
3/12/2018	18P96	15	CADILLAC	SRX	44	\$ 3,747.71	\$ -
3/13/2018	18A35	17	TOYOTA	SEQUOIA	32	\$ 1,225.67	\$ 823.68
3/13/2018	8S345A	6	PONTIAC	G6	15	\$ 3,061.95	\$ 123.16
3/13/2018	7S568C	11	HONDA	CRV	11	\$ 3,260.00	\$ 307.51
3/13/2018	18A29	14	FORD	F150	32	\$ 3,029.00	\$ 280.01
3/14/2018	18A33A	15	FORD	FUSION	19	\$ 2,283.76	\$ -
3/14/2018	7C305-1A	6	CHEVY	SILVERADO	27	\$ 2,932.70	\$ -
3/15/2018	8S380A	13	SUBARU	OUTBACK	16	\$ 2,668.00	\$ 685.06
3/15/2018	18A74	16	CHEVROLET	CRUZE	16	\$ 1,015.38	\$ 563.00
3/15/2018	8S380A	13	SUBARU	OUTBACK	16	\$ 5,188.00	\$ 685.06
3/16/2018	8S99C	16	CHEVROLET	SPARK	44	\$ 3,379.68	\$ 1,601.45
3/16/2018	18A75	17	BUICK	ENVISION	17	\$ 498.59	\$ 2,589.79
3/16/2018	18A18	17	CHEVROLET	CAMARO	44	\$ 1,054.24	\$ 2,635.86
3/17/2018	17A359	15	LEXUS	IS 250	107	\$ 1,315.38	\$ 3,327.67
3/17/2018	18A05	15	TOYOTA	COROLLA	63	\$ 1,099.79	\$ 2,190.68
3/17/2018	8S329A	15	SUBARU	FORESTER	0	\$ 3,001.16	\$ 1,491.39
3/17/2018	8S329A	15	SUBARU	FORESTER	0	\$ 6,540.16	\$ 1,491.39
3/17/2018	18A05	15	TOYOTA	COROLLA	63	\$ 1,119.79	\$ 2,190.68
3/18/2018	17A390	17	TOYOTA	4RUNNER	99	\$ 389.44	\$ 1,914.03
3/18/2018	17A234	17	KIA	OPTIMA	240	\$ 1,802.55	\$ 485.90
3/18/2018	17A234	17	KIA	OPTIMA	240	\$ 1,822.55	\$ 485.90
3/18/2018	17A390	17	TOYOTA	4 RUNNER	99	\$ 1,109.44	\$ 1,914.03
3/19/2018	7C230A	17	CHEVROLET	CORVETTE	261	\$ 1,277.93	\$ 1,753.07
3/19/2018	17A394A	8	CADILLAC	DTS	49	\$ 1,506.68	\$ -
3/19/2018	18P109	15	SUBARU	LEGACY	5	\$ 8,141.94	\$ 2,047.69
3/19/2018	17A289	17	TOYOTA	TUNDRA	199	\$ 1,520.00	\$ -
3/20/2018	18A08	14	FORD	ESCAPE	50	\$ 1,085.83	\$ -
3/21/2018	17A291	16	CHEVROLET	CRUZE	194	\$ 1,454.70	\$ 819.29
3/21/2018	8S452-1B	18	SUBARU	CROSSTREK	5	\$ 2,669.00	\$ 1,284.92
3/23/2018	17A390A	15	CHRYSLER	200	5	\$ 4,675.50	\$ 2,112.83
3/23/2018	17A355A	12	JEEP	GRAND CHEROKEE	11	\$ 6,457.00	\$ 2,306.90
3/24/2018	18A106	17	BUICK	LACROSS	11	\$ 3,620.00	\$ 1,211.48
3/24/2018	18A61	17	CHEVROLET	SUBURBAN	29	\$ 1,090.77	\$ 982.09
3/24/2018	18A80	17	SUBARU	IMPREZA	24	\$ 2,375.69	\$ 1,824.34
3/24/2018	8S257A	14	CHEVROLET	CRUZE	61	\$ 1,813.71	\$ -
3/24/2018	8S415A	12	FORD	FOCUS	14	\$ 3,862.72	\$ -
3/25/2018	18A04	14	TOYOTA	COROLLA	71	\$ 1,648.79	\$ 824.54
3/28/2018	18A10	17	MAZDA	6	74	\$ 1,755.04	\$ -

3/28/2018	8S442A	7	SUBARU	FORESTER	15	\$	2,385.12	\$	-
3/29/2018	18P69A	4	CHEVROLET	VENTURE	29	\$	2,264.86	\$	-
3/29/2018	18P98	15	SUBARU	LEGACY	19	\$	5,940.53	\$	1,432.65
3/30/2018	18A83	17	SUBARU	FORESTER	30	\$	1,616.70	\$	2,234.14
3/30/2018	8S419A	12	HYUNDAI	SONATA	51	\$	2,276.45	\$	-
3/31/2018	18A76	17	CHEVROLET	CRUZE	32	\$	2,960.16	\$	1,090.21
3/31/2018	8S374-1A	7	CADILLAC	STS	46	\$	3,005.12	\$	-
3/31/2018	8S191-1D	8	CHEVROLET	COLORADO	26	\$	2,328.46	\$	596.93
3/31/2018	17A393	17	GMC	YUKON	106	\$	107.05	\$	3,480.71
3/31/2018	18P113	18	SUBARU	CROSSTREK	14	\$	5,620.77	\$	1,304.66
3/31/2018	18A48	15	SUBARU	IMPREZA	39	\$	1,375.83	\$	1,547.82
4/2/2018	18P136	18	SUBARU	CROSSTREK	6	\$	5,053.75	\$	3,281.43
4/2/2018	8S428A	9	FORD	RANGER	21	\$	2,272.12	\$	384.00
4/3/2018	18A107	17	GMC	ACADIA	21	\$	2,092.70	\$	4,330.20
4/3/2018	8C133A	15	TOYOTA	TUNDRA	87	\$	971.85	\$	1,937.24

Days in Inventory	Unit Sales	Total Front Gross \$	Total F&I Gross \$	\$ PUVR	% of total unit sales
0 - 30 Days	70	\$244,716	\$72,909.58	\$4,537.52	51
31 - 45 Days	22	\$74,294	\$33,230	\$4,887.46	16
46 - 60 Days	12	\$24,195	\$10,048	\$1,853.59	9
60 - 90 Days	19	\$356,670	\$ 150,059.00	\$26,669.25	14
90 Days and Over	15	\$16,836	\$18,808	\$2,376	11
Total	138	\$716,711	\$285,084	\$40,324	

\$ 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