

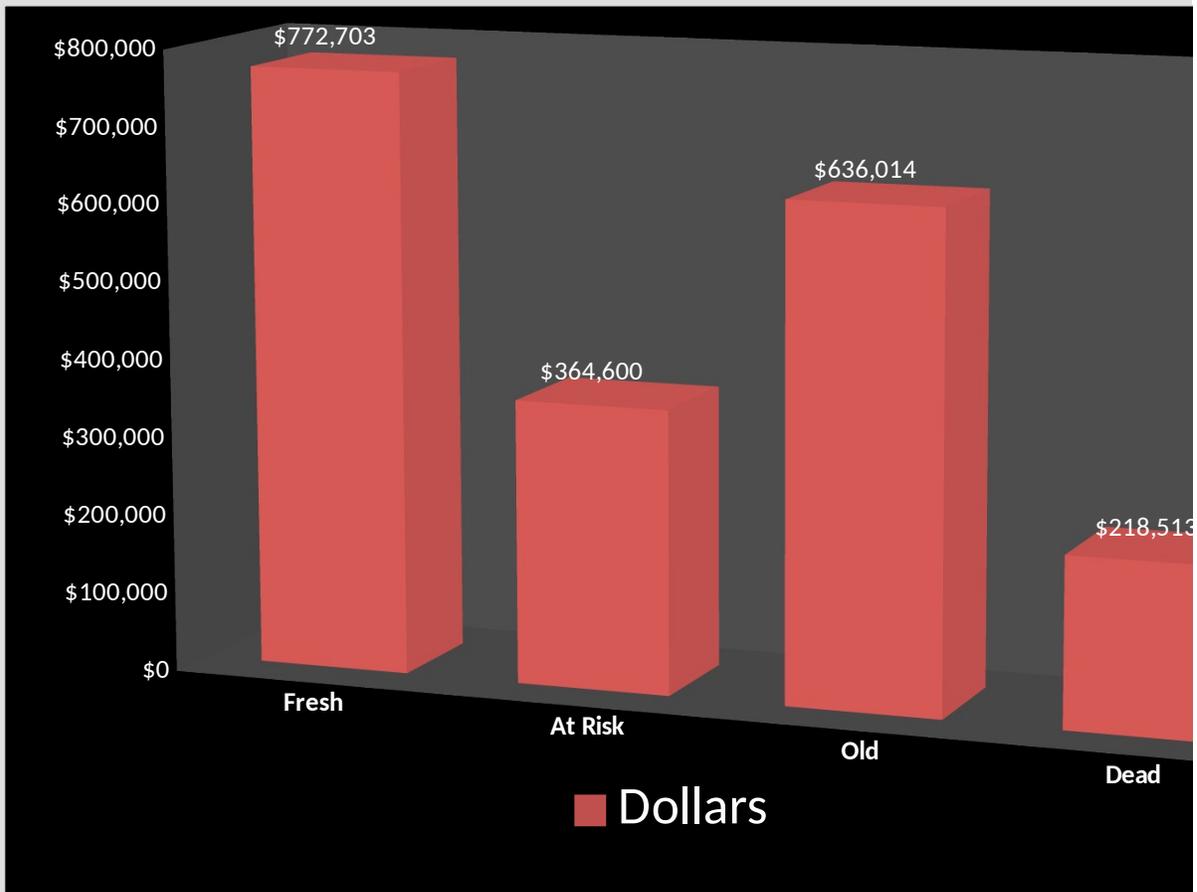
## New Stock Analysis

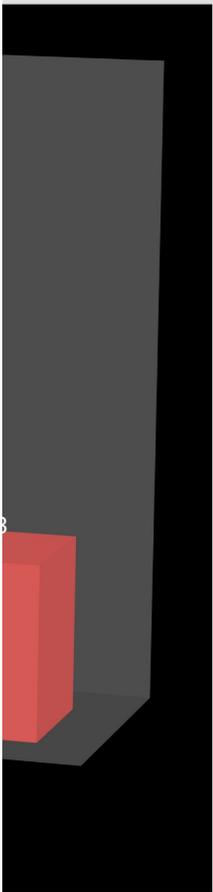
### Days In Stock

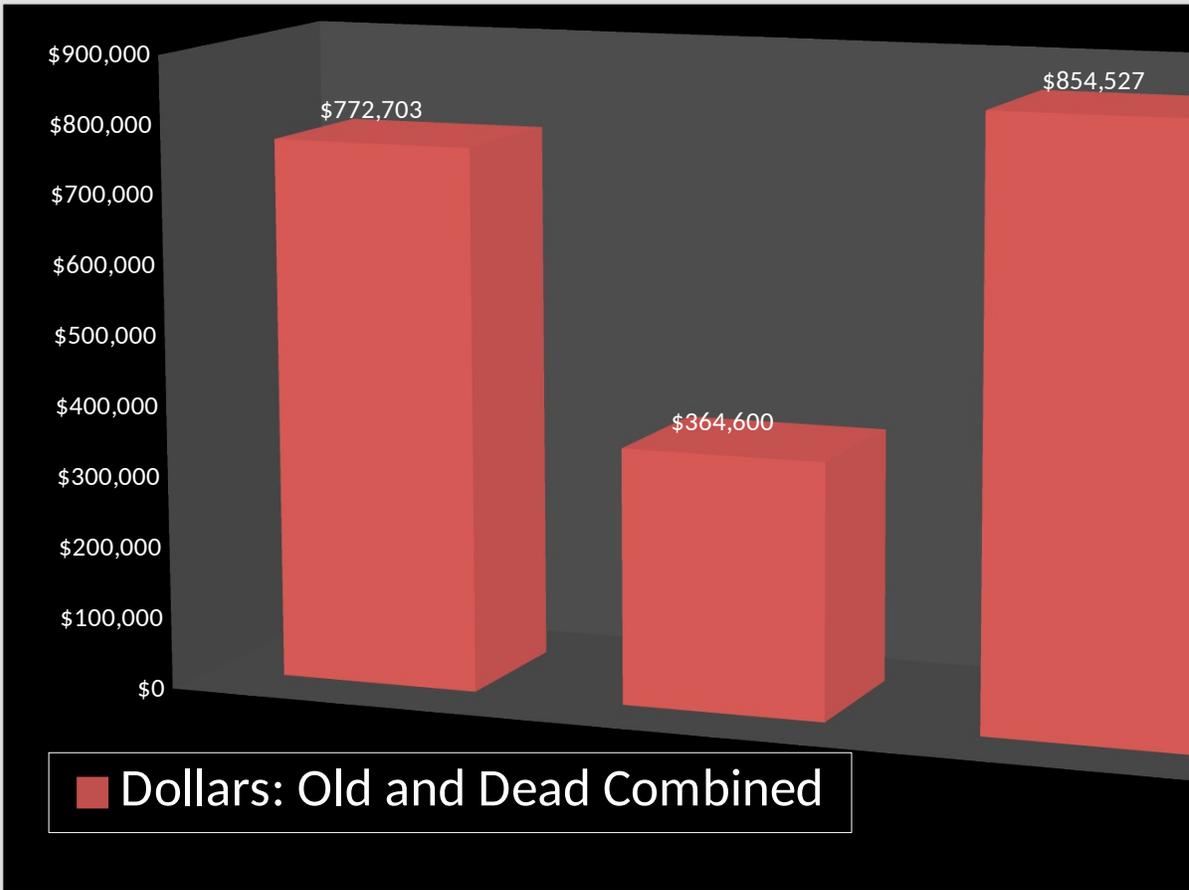
						Days In Stock						
						0-30	31-45	46-60	61-90	90-120		
# Of Units						26	4	5	13	6		
Dollars						\$772,703	\$162,044	\$202,555	\$442,571	\$193,443		
						<b>Fresh</b>	<b>At Risk</b>			<b>Old</b>		
						26	9	<i>Units</i>		19		
						\$772,703	\$364,600	<i>Dollars</i>		\$636,014		

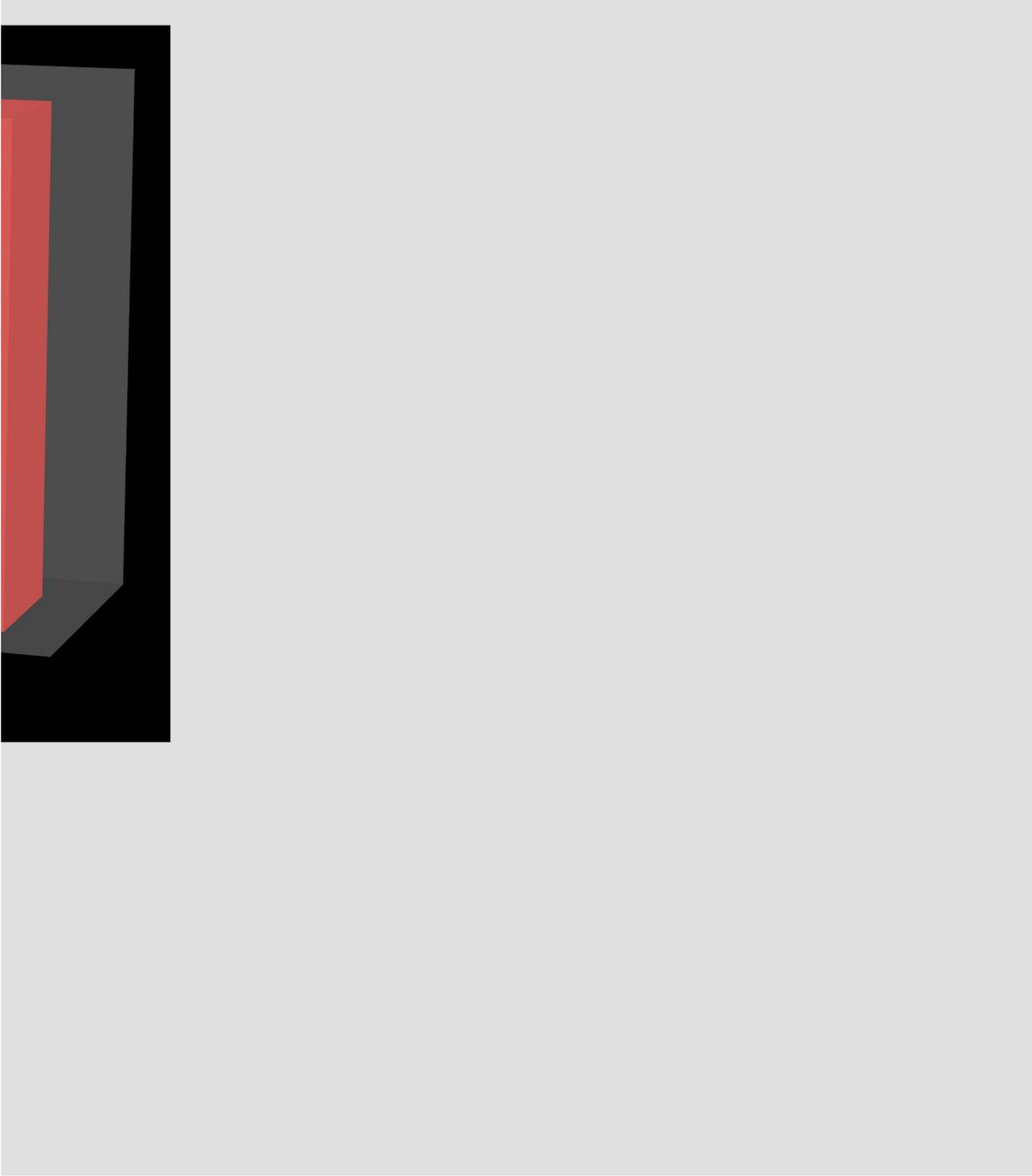


<b>121+</b>	<b>Total</b>
<b>6</b>	<b>60</b>
<b>\$218,513</b>	<b>\$1,991,830</b>
<b>Dead</b>	
<b>6</b>	
<b>\$218,513</b>	
	<b>\$854,527</b>









## Pre-Owned Stock Analysis

Fresh	At Risk	Units	Old	Dead
26	9	<i>Units</i>	19	6
\$772,703	\$364,600	<i>Dollars</i>	\$636,014	\$218,513
43%	15%	<i>Percent of total in Units</i>	32%	10%
39%	18%	<i>Percent of total in \$</i>	32%	11%
\$29,719	\$40,511	<i>Average Cost per Unit</i>	\$33,474	\$36,419

**60**

**\$1,991,830**

## Floor Plan vs. Total Dealership Profitability

<b>AGED New Vehicle Inventory</b> <i>(in dollars)</i>		<b>\$854,527</b>
<b>Current Floor Plan Interest Rate</b>	x	<b>220.00%</b>
<b>Annual Floor Plan Expense for AGED Inventory</b>	=	<b>\$1,879,960</b>
	÷	<b>÷12</b>
<b>Monthly Floor Plan Expense for AGED Inventory</b>	=	<b>\$156,663</b>
<i>(or Floor Plan Savings if not in stock)</i>		

<b>Total Dealership Profit Y.T.D.</b>		<b>\$436,068</b>
<b>Statement Month</b> <i>(example: May = 5)</i>	÷	<b>9</b>
<b>Total Dealership Profit</b> <i>(Average month)</i>	=	<b>\$48,452</b>

<b>Monthly Floor Plan Expense for AGED Inventory</b> <i>(from above)</i>		<b>\$156,663</b>
<i>(or Floor Plan Savings if not in stock)</i>		
<b>Total Dealership Profit Y.T.D.</b> <i>(average month)</i>	÷	<b>\$48,452</b>
<b>Increase in Total Dealership Net Profit</b>	=	<b>323%</b>
<i>(without aged inventory)</i>		