

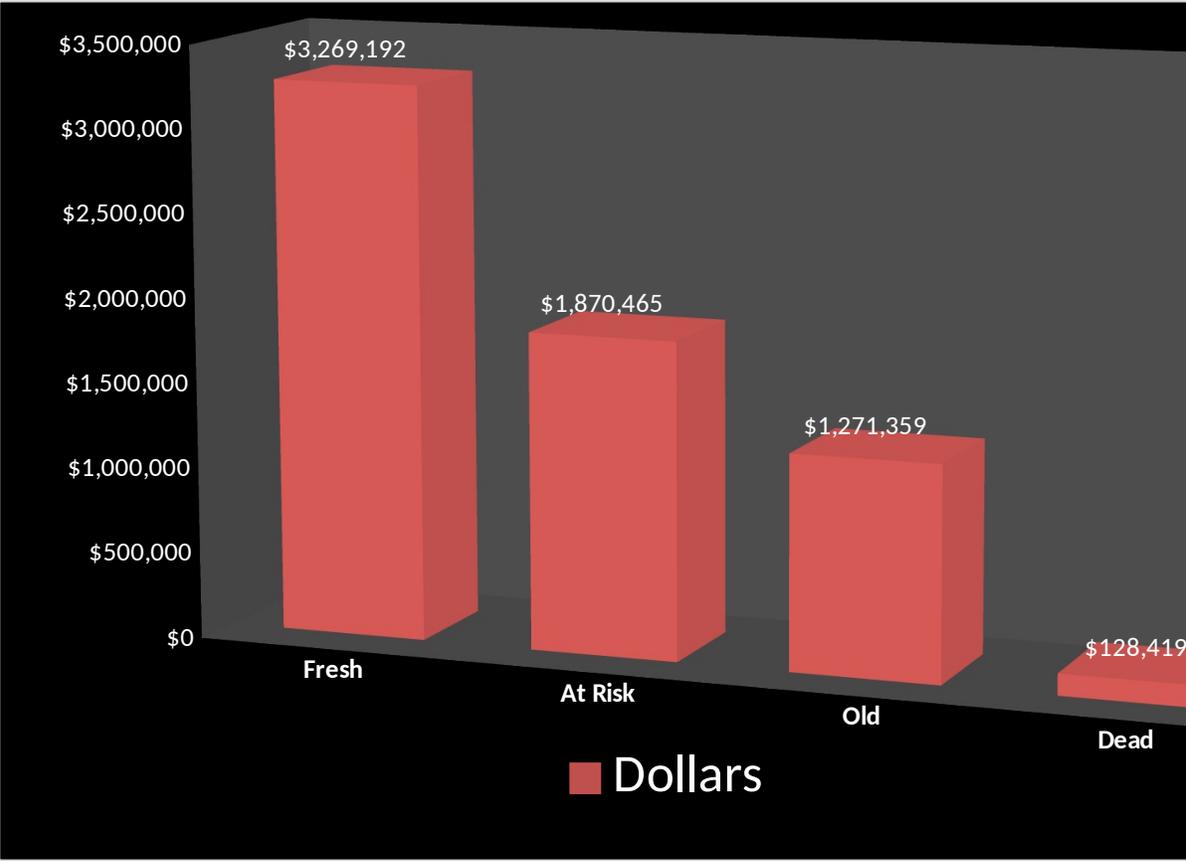
## New Stock Analysis

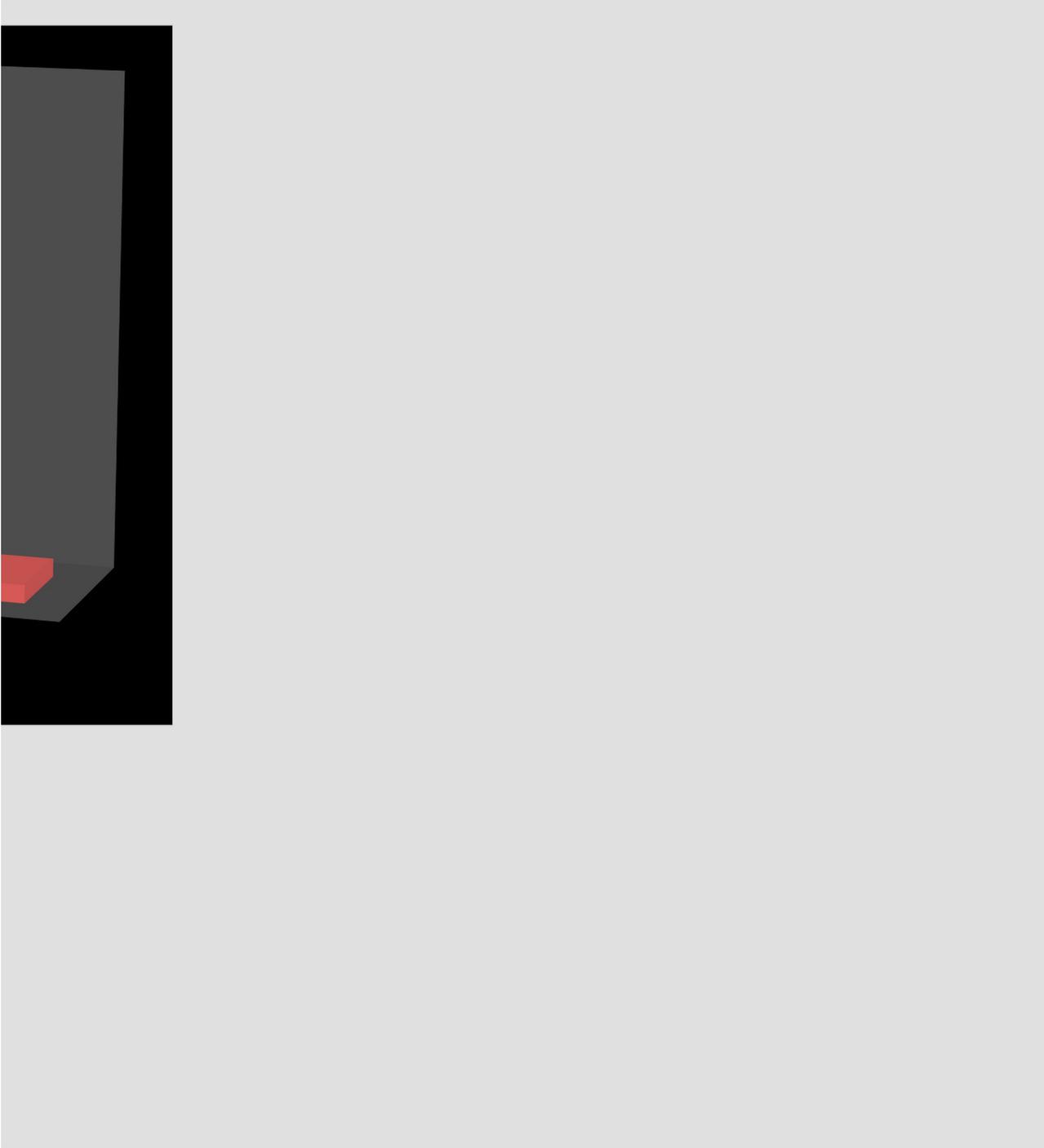
### Days In Stock

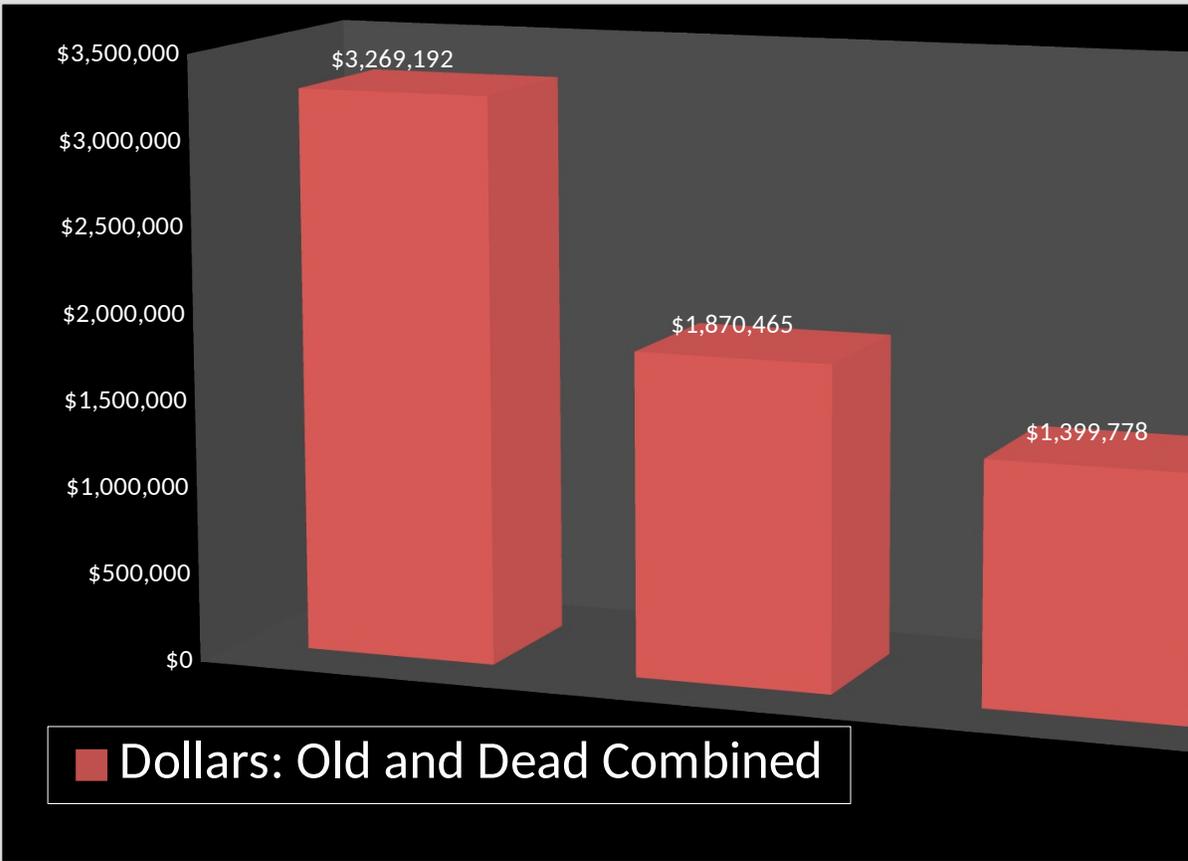
						Days In Stock						
						0-30	31-45	46-60	61-90	90-120		
# Of Units						91	27	25	24	17		
Dollars						\$3,269,192	\$1,016,956	\$853,509	\$765,514	\$505,845		
						<b>Fresh</b>	<b>At Risk</b>			<b>Old</b>		
						91	52	<i>Units</i>		41		
						\$3,269,192	\$1,870,465	<i>Dollars</i>		\$1,271,359		

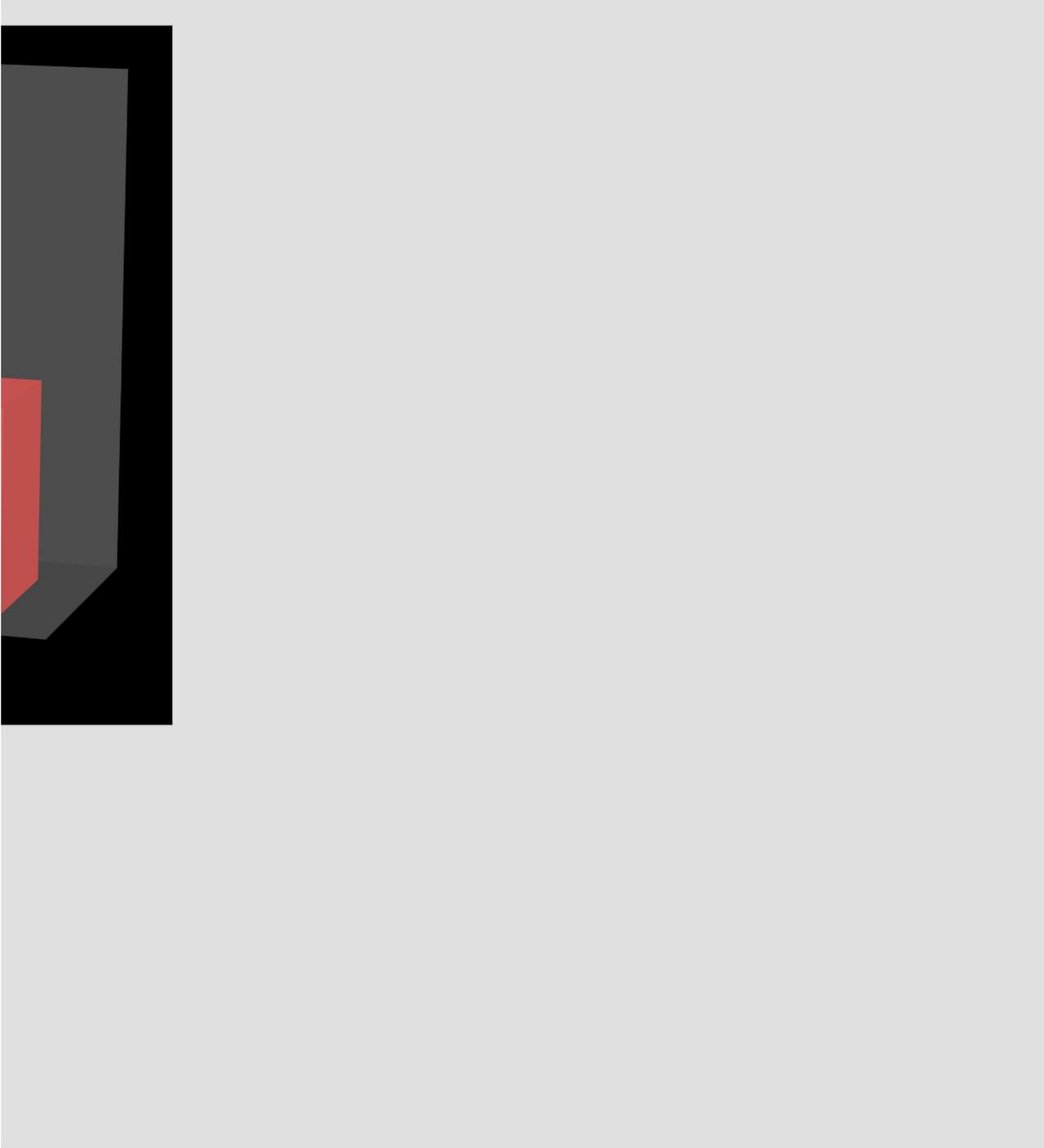


<b>121+</b>	<b>Total</b>
<b>3</b>	<b>187</b>
<b>\$128,419</b>	<b>\$6,539,435</b>
<b>Dead</b>	
<b>3</b>	
<b>\$128,419</b>	<b>\$1,399,778</b>









## Pre-Owned Stock Analysis

<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	<b>Dead</b>
91	52	<b>Units</b>	41	3
\$3,269,192	\$1,870,465	<b>Dollars</b>	\$1,271,359	\$128,419
<b>49%</b>	28%	<b>Percent of total in Units</b>	22%	2%
<b>50%</b>	29%	<b>Percent of total in \$</b>	19%	2%
\$35,925	\$35,970	<b>Average Cost per Unit</b>	\$31,009	\$42,806

**187**

**\$6,539,435**

# Floor Plan vs. Total Dealership Profitability

<b>AGED New Vehicle Inventory</b> <i>(in dollars)</i>		\$1,399,778
<b>Current Floor Plan Interest Rate</b>	x	
<b>Annual Floor Plan Expense for AGED Inventory</b>	=	\$0
	÷	÷12
<b>Monthly Floor Plan Expense for AGED Inventory</b> <i>(or Floor Plan Savings if not in stock)</i>	=	\$0

<b>Total Dealership Profit Y.T.D.</b>		
<b>Statement Month</b> <i>(example: May = 5)</i>	÷	
<b>Total Dealership Profit</b> <i>(Average month)</i>	=	#DIV/0!

<b>Monthly Floor Plan Expense for AGED Inventory</b> <i>(from above)</i> <i>(or Floor Plan Savings if not in stock)</i>		\$0
<b>Total Dealership Profit Y.T.D.</b> <i>(average month)</i>	÷	#DIV/0!
<b>Increase in Total Dealership Net Profit</b> <i>(without aged inventory)</i>	=	#DIV/0!