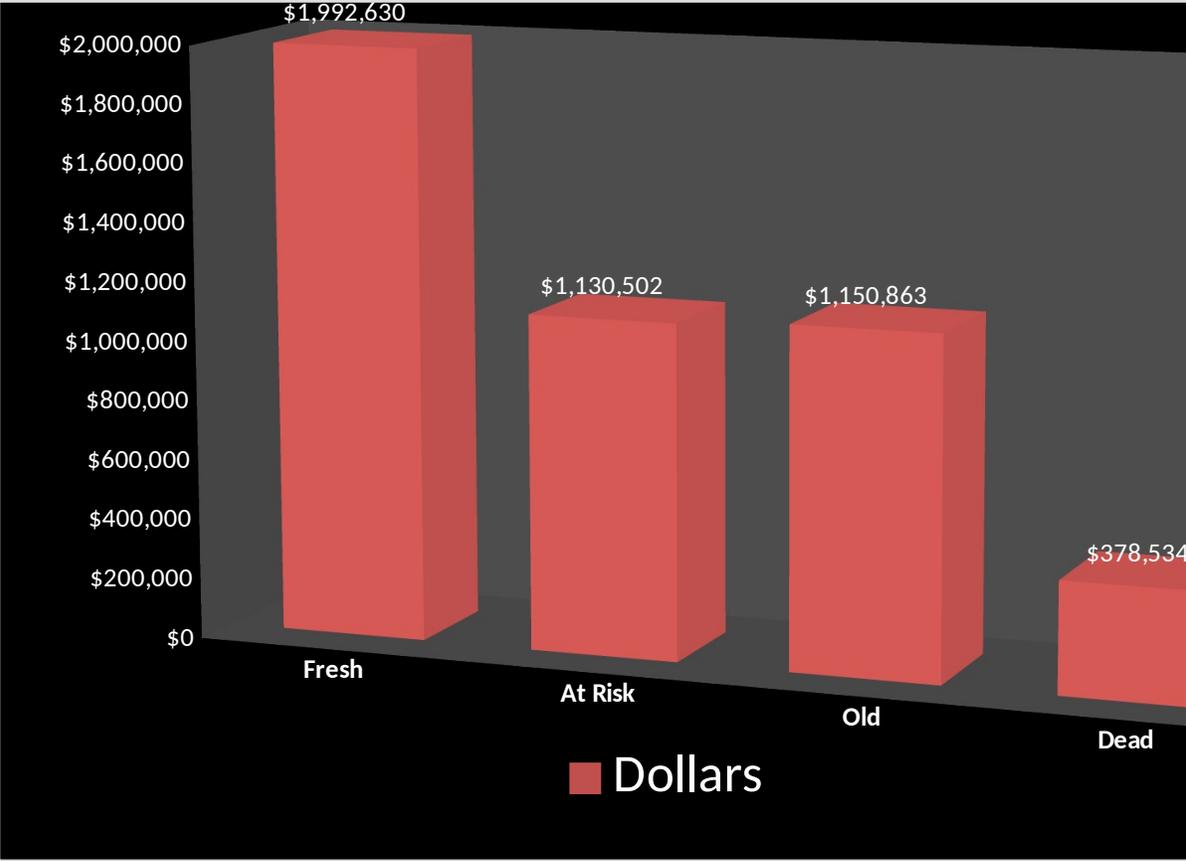


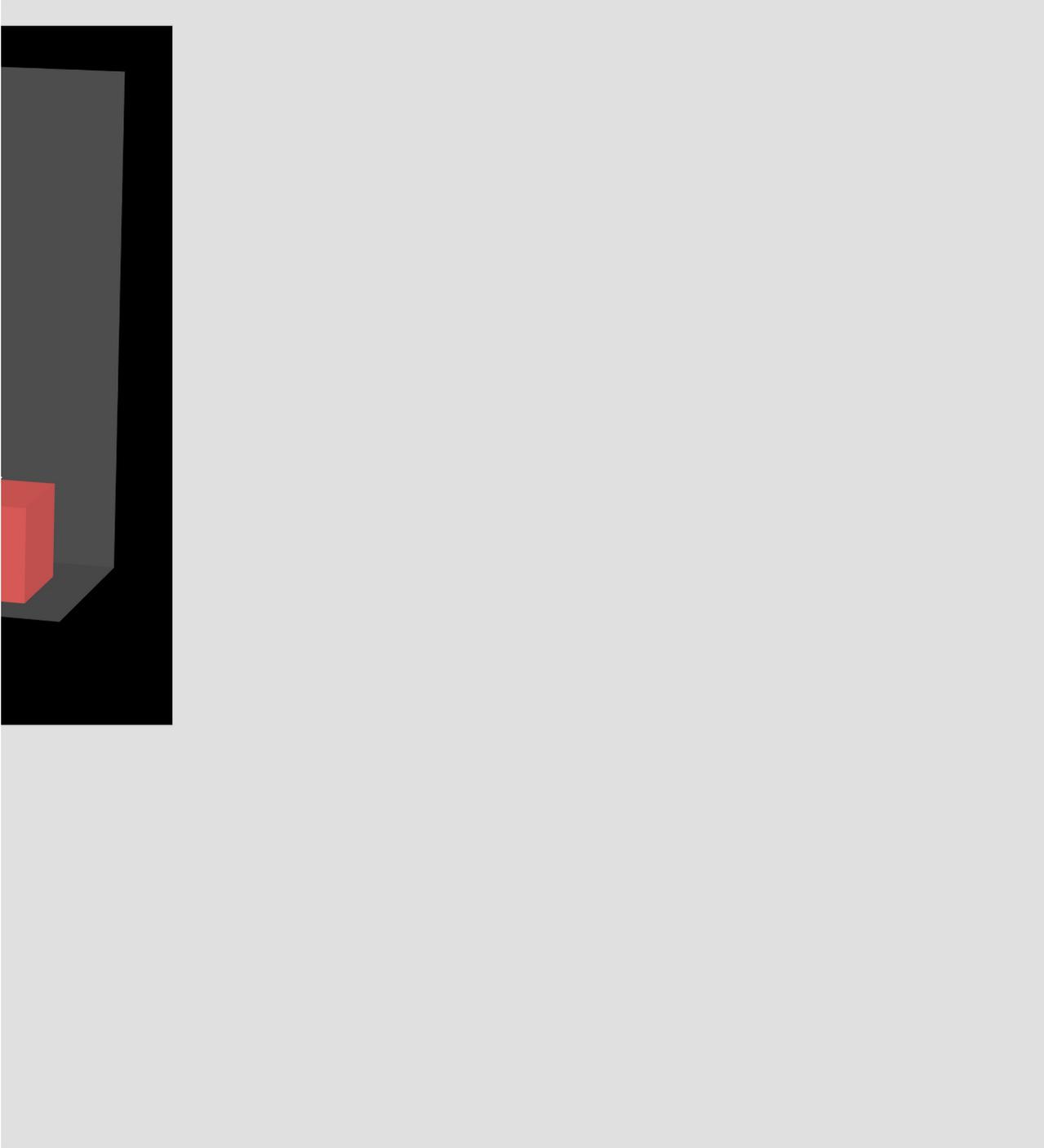
New Stock Analysis

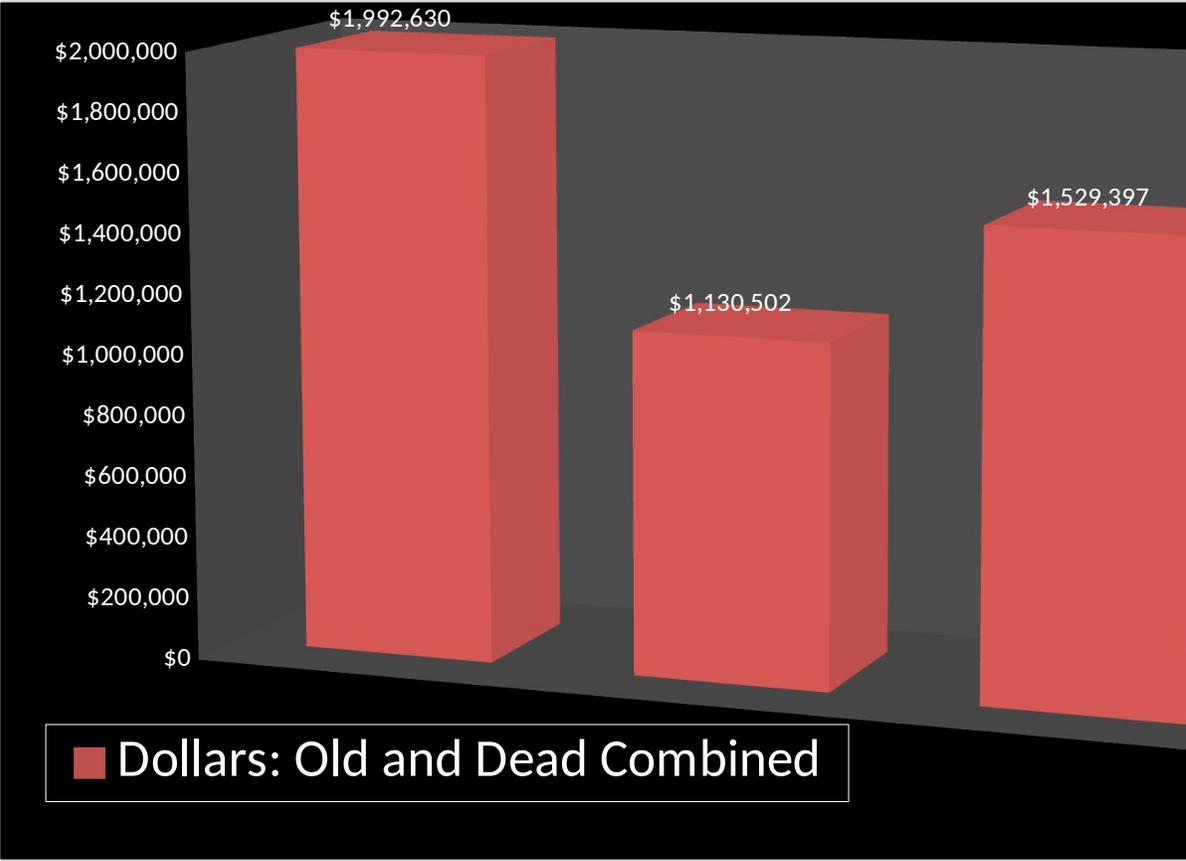
Days In Stock

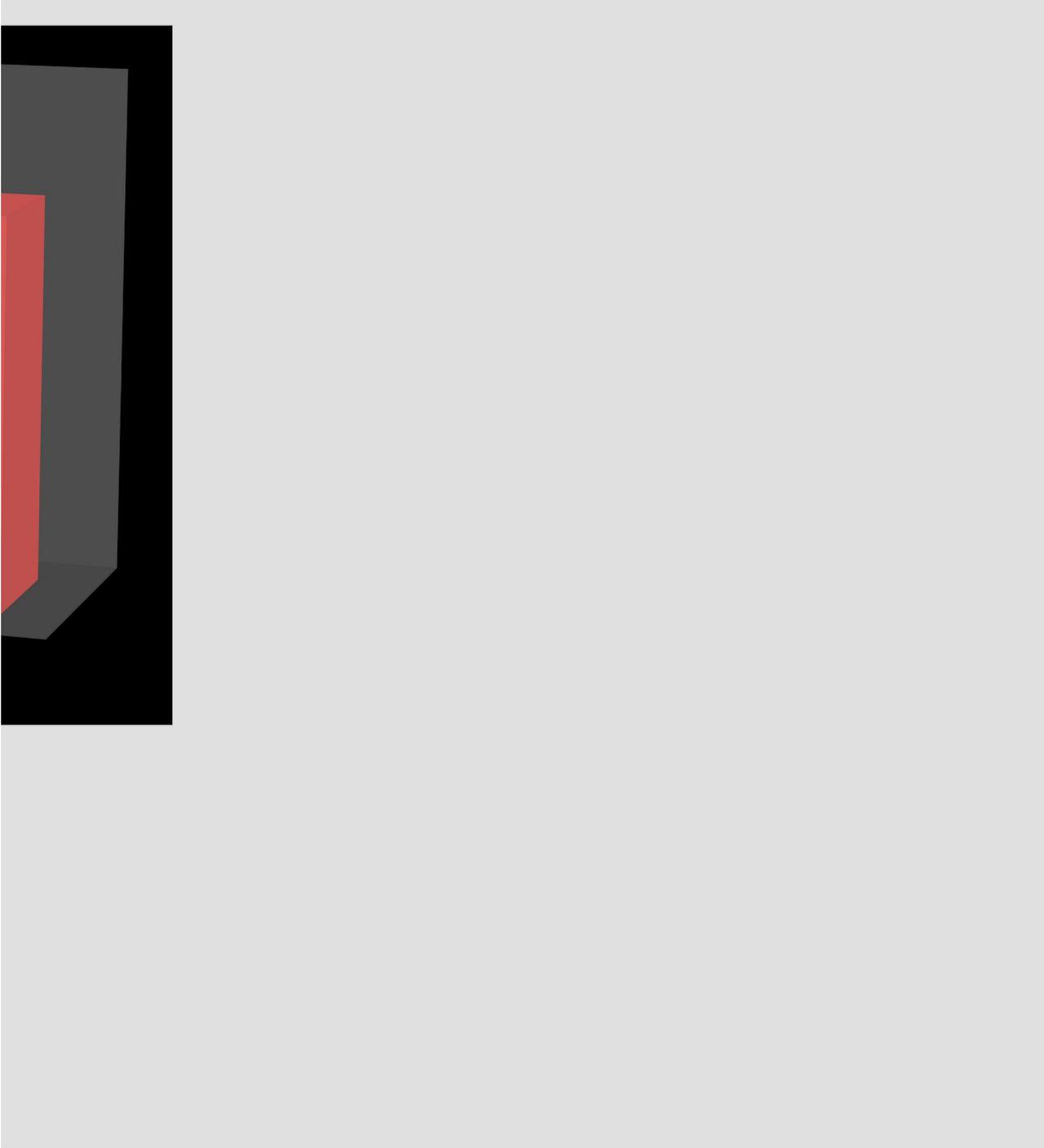
Days In Stock					
	0-30	31-45	46-60	61-90	90-120
# Of Units	65	27	13	22	15
Dollars	\$1,992,630	\$716,463	\$414,039	\$682,439	\$468,424
<div style="display: flex; justify-content: space-around; align-items: center;"> <div style="background-color: #00FF00; padding: 10px; border: 1px dashed black;">Fresh</div> <div style="background-color: #FFFF00; padding: 10px; border: 1px dashed black;">At Risk</div> <div style="background-color: #FFB6C1; padding: 10px; border: 1px dashed black;">Old</div> </div>					
	65	40	<i>Units</i>		37
	\$1,992,630	\$1,130,502	<i>Dollars</i>		\$1,150,863

121+	Total
10	152
\$378,534	\$4,652,529
Dead	
10	
\$378,534	\$1,529,397









Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
65	40	<i>Units</i>	37	10
\$1,992,630	\$1,130,502	<i>Dollars</i>	\$1,150,863	\$378,534
43%	26%	<i>Percent of total in Units</i>	24%	7%
43%	24%	<i>Percent of total in \$</i>	25%	8%
\$30,656	\$28,263	<i>Average Cost per Unit</i>	\$31,104	\$37,853

152

\$4,652,529

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory <i>(in dollars)</i>		\$1,529,397
Current Floor Plan Interest Rate	x	3.65%
Annual Floor Plan Expense for AGED Inventory	=	\$55,823
	÷	÷12
Monthly Floor Plan Expense for AGED Inventory <i>(or Floor Plan Savings if not in stock)</i>	=	\$4,652

Total Dealership Profit Y.T.D.		\$619,138
Statement Month <i>(example: May = 5)</i>	÷	1
Total Dealership Profit <i>(Average month)</i>	=	\$619,138

Monthly Floor Plan Expense for AGED Inventory <i>(from above)</i> <i>(or Floor Plan Savings if not in stock)</i>		\$4,652
Total Dealership Profit Y.T.D. <i>(average month)</i>	÷	\$619,138
Increase in Total Dealership Net Profit <i>(without aged inventory)</i>	=	1%