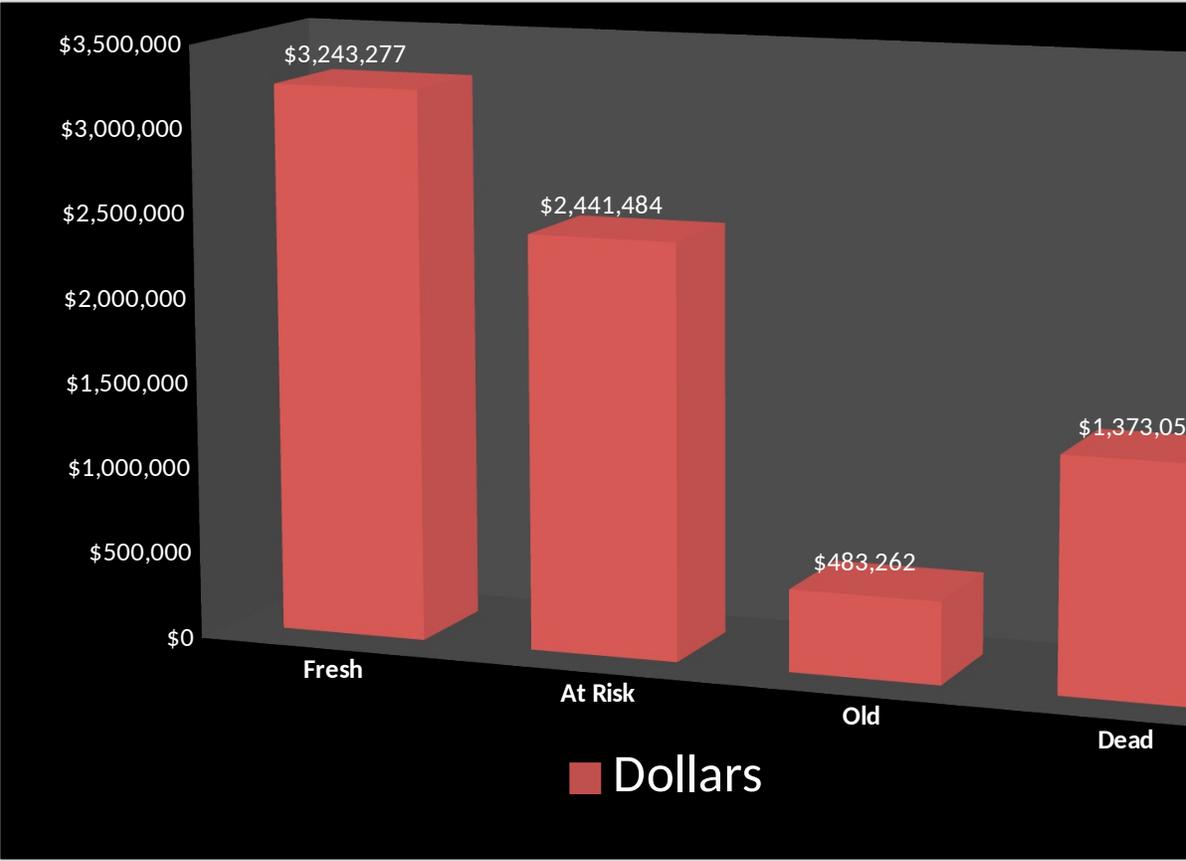


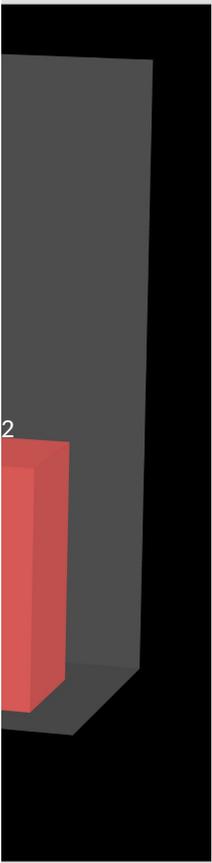
New Stock Analysis

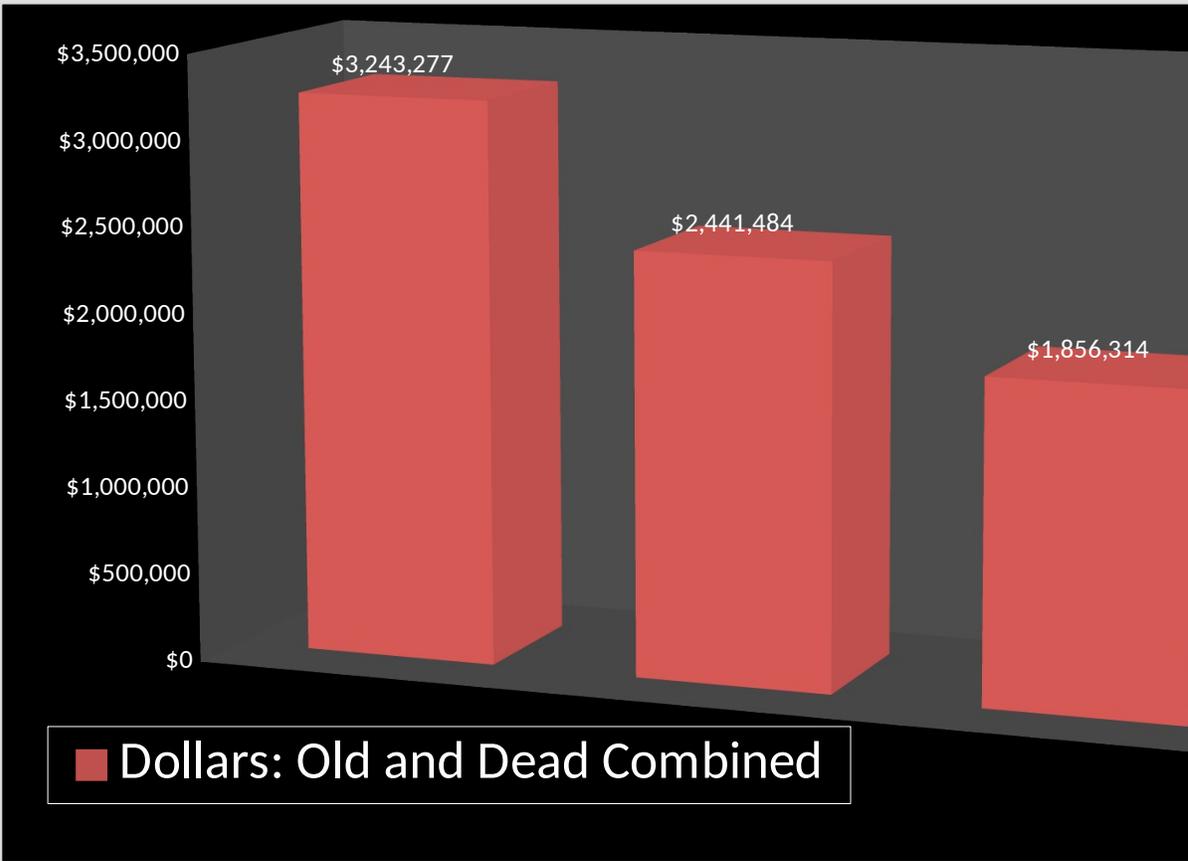
Days In Stock

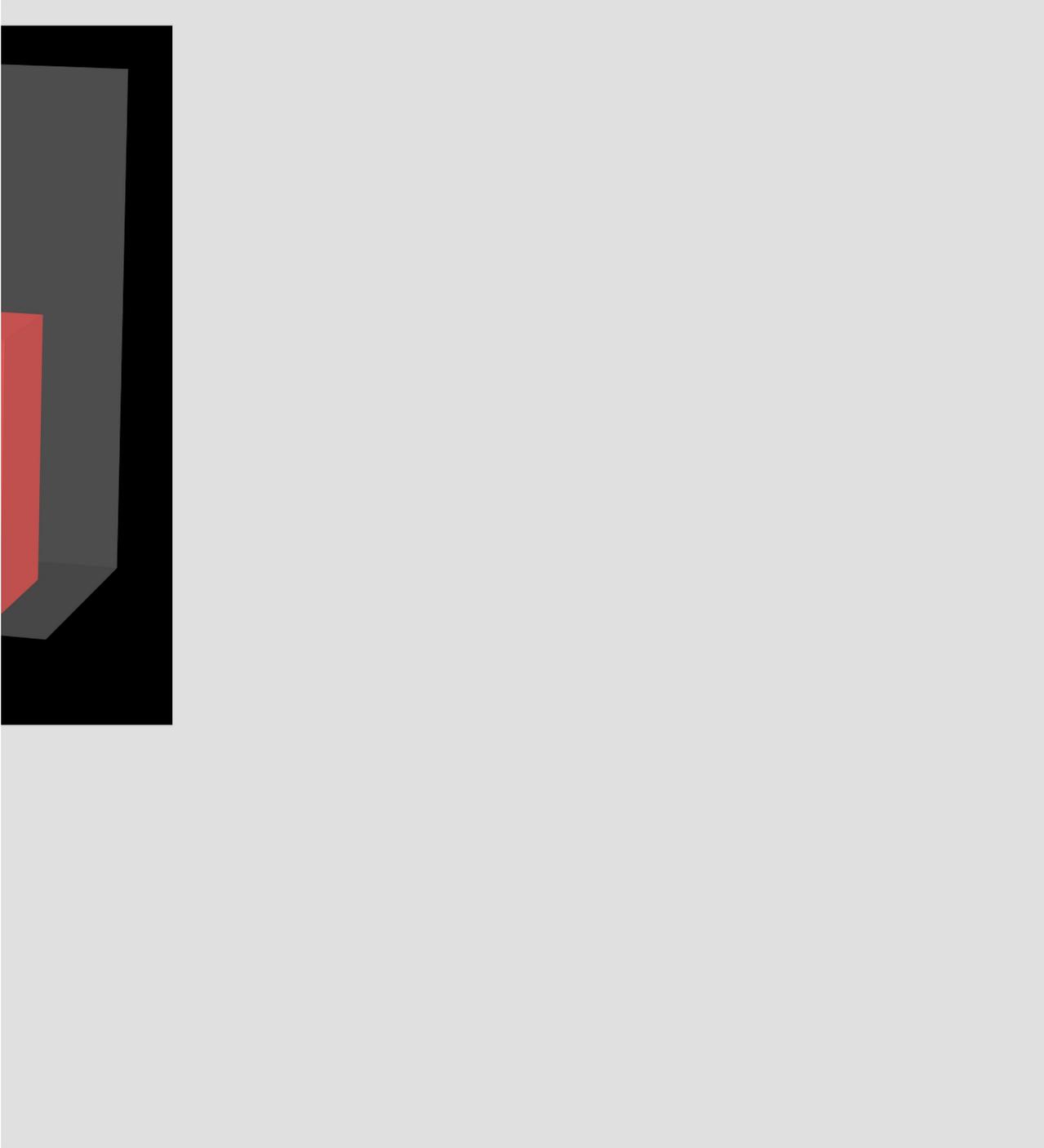
	0-30	31-45	46-60	61-90	90-120
# Of Units	65	49	8	5	7
Dollars	\$3,243,277	\$2,008,847	\$432,637	\$237,950	\$245,312
	Fresh	At Risk		Old	
	65	57	<i>Units</i>		12
	\$3,243,277	\$2,441,484	<i>Dollars</i>		\$483,262

121+	Total
30	164
\$1,373,052	\$7,541,075
Dead	
30	
\$1,373,052	
	\$1,856,314









Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
65	57	<i>Units</i>	12	30
\$3,243,277	\$2,441,484	<i>Dollars</i>	\$483,262	\$1,373,052
40%	35%	<i>Percent of total in Units</i>	7%	18%
43%	32%	<i>Percent of total in \$</i>	6%	18%
\$49,897	\$42,833	<i>Average Cost per Unit</i>	\$40,272	\$45,768

164

\$7,541,075

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory *(in dollars)*

\$1,856,314

Current Floor Plan Interest Rate

x

Annual Floor Plan Expense for AGED Inventory

=

\$0

÷

÷12

Monthly Floor Plan Expense for AGED Inventory

=

\$0

(or Floor Plan Savings if not in stock)

Total Dealership Profit Y.T.D.

Statement Month *(example: May = 5)*

÷

Total Dealership Profit *(Average month)*

=

#DIV/0!

Monthly Floor Plan Expense for AGED Inventory *(from above)*

(or Floor Plan Savings if not in stock)

\$0

Total Dealership Profit Y.T.D. *(average month)*

÷

Increase in Total Dealership Net Profit

=

#DIV/0!

(without aged inventory)