

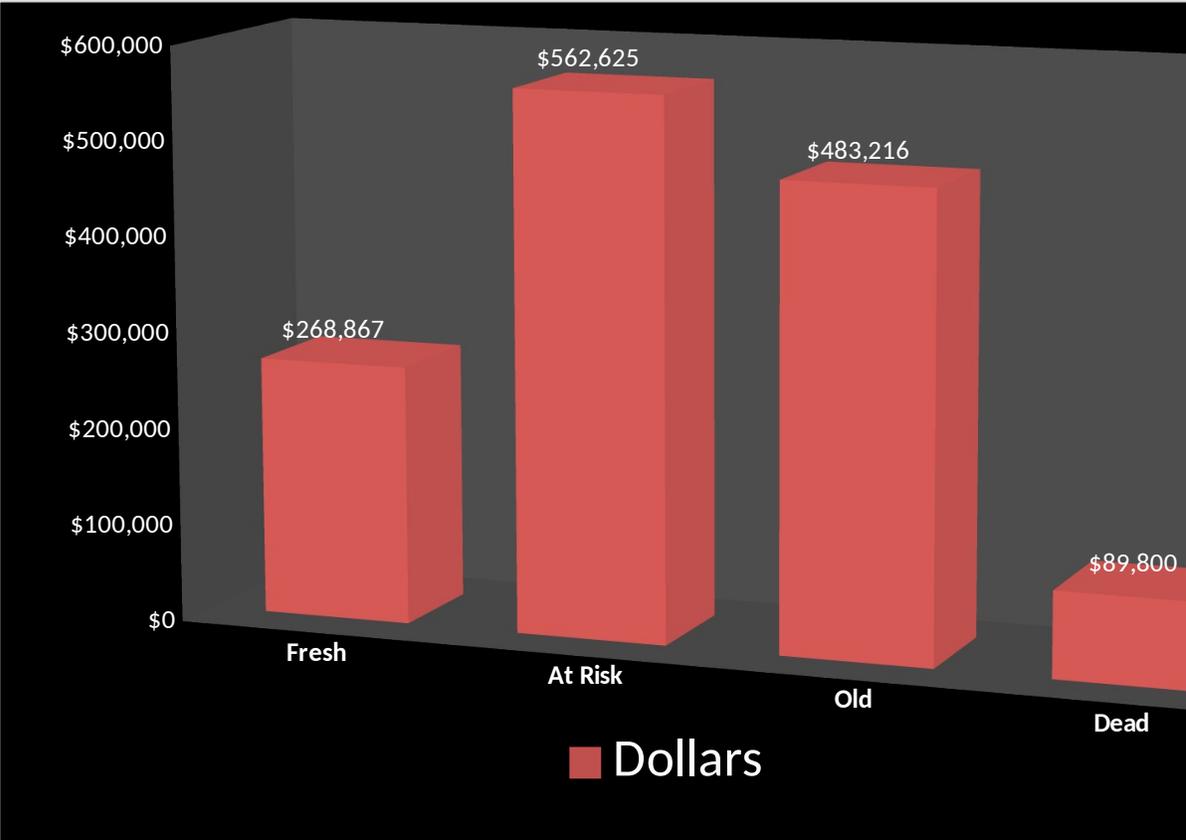
# New Stock Analysis

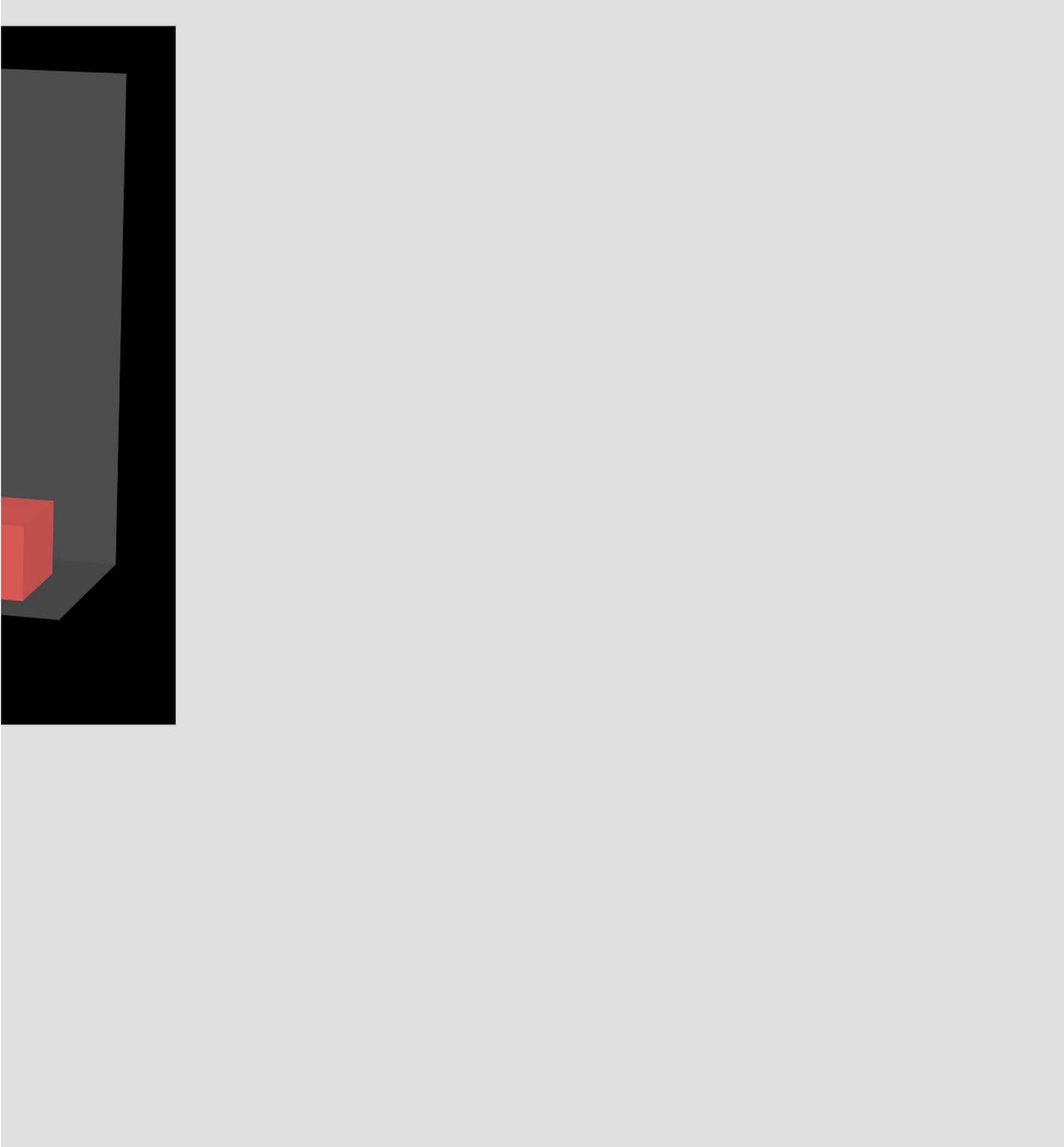
## Days In Stock

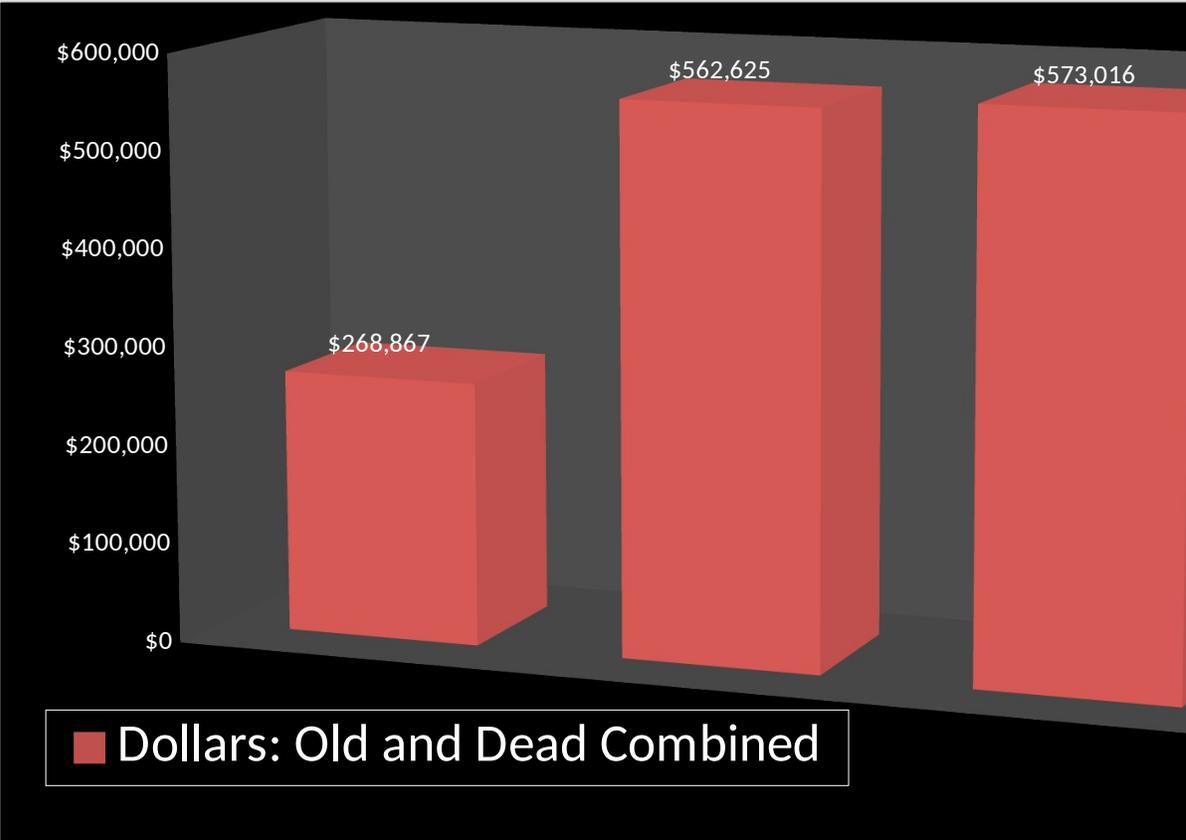
Days In Stock						
	0-30	31-45	46-60	61-90	90-120	
# Of Units	5	9	3	4	7	
Dollars	\$268,867	\$436,125	\$126,500	\$177,573	\$305,643	
	<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>		
	5	12	Units		11	
	\$268,867	\$562,625	Dollars		\$483,216	

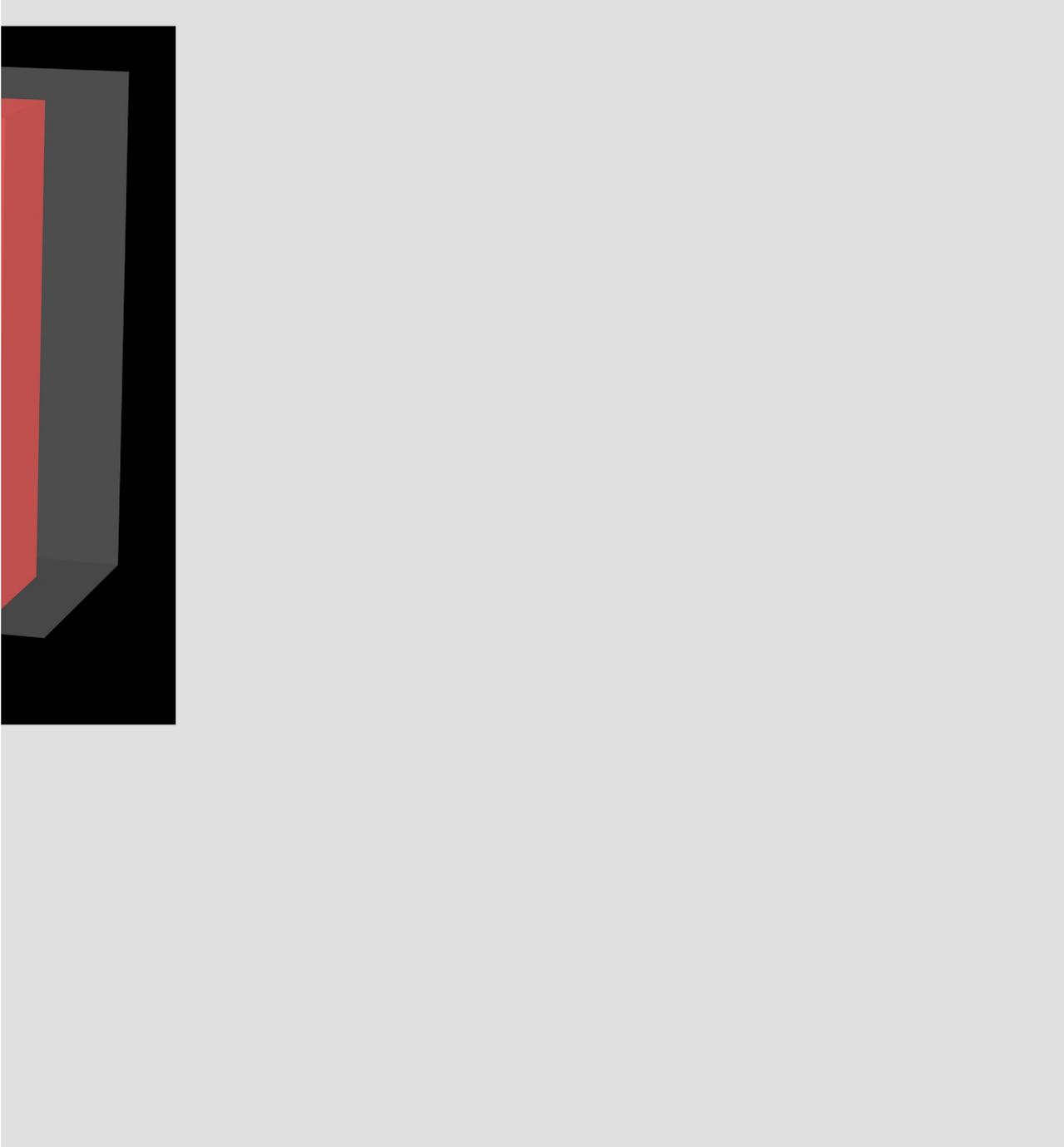


<b>121+</b>	<b>Total</b>
<b>2</b>	<b>30</b>
<b>\$89,800</b>	<b>\$1,404,508</b>
<b>Dead</b>	
<b>2</b>	
<b>\$89,800</b>	
	\$573,016









## Pre-Owned Stock Analysis

<b>Fresh</b>	<b>At Risk</b>		<b>Old</b>	<b>Dead</b>
5	12	<i>Units</i>	11	2
\$268,867	\$562,625	<i>Dollars</i>	\$483,216	\$89,800
17%	40%	<i>Percent of total in Units</i>	37%	7%
19%	40%	<i>Percent of total in \$</i>	34%	6%
\$53,773	\$46,885	<i>Average Cost per Unit</i>	\$43,929	\$44,900

**30**

**\$1,404,508**

# Floor Plan vs. Total Dealership Profitability

**AGED New Vehicle Inventory** *(in dollars)*

\$573,016
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**Current Floor Plan Interest Rate**

x

**Annual Floor Plan Expense for AGED Inventory**

=

\$0
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**Monthly Floor Plan Expense for AGED Inventory**

÷

÷12
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=

\$0
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*(or Floor Plan Savings if not in stock)*

**Total Dealership Profit Y.T.D.**

**Statement Month** *(example: May = 5)*

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**Total Dealership Profit** *(Average month)*

=

#DIV/0!
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**Monthly Floor Plan Expense for AGED Inventory** *(from above)*

*(or Floor Plan Savings if not in stock)*

\$0
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**Total Dealership Profit Y.T.D.** *(average month)*

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**Increase in Total Dealership Net Profit**

=

*(without aged inventory)*

#DIV/0!
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#DIV/0!
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