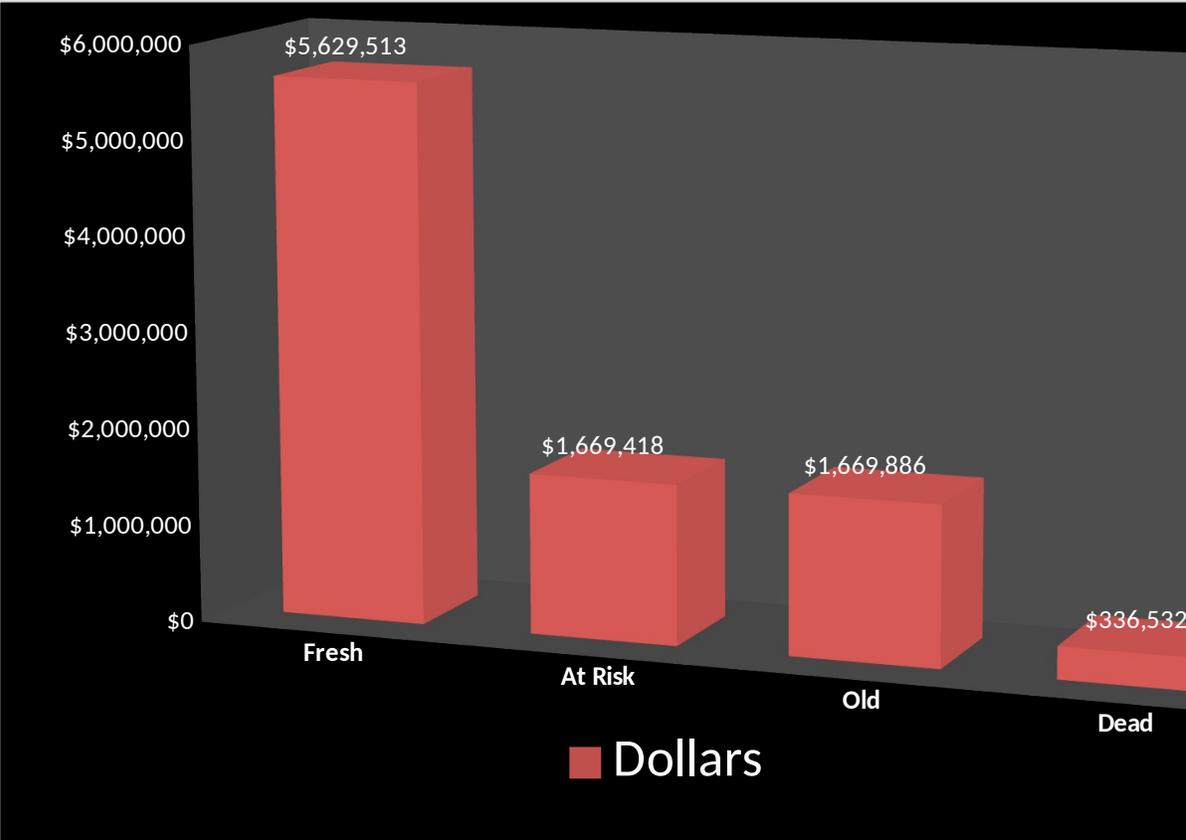


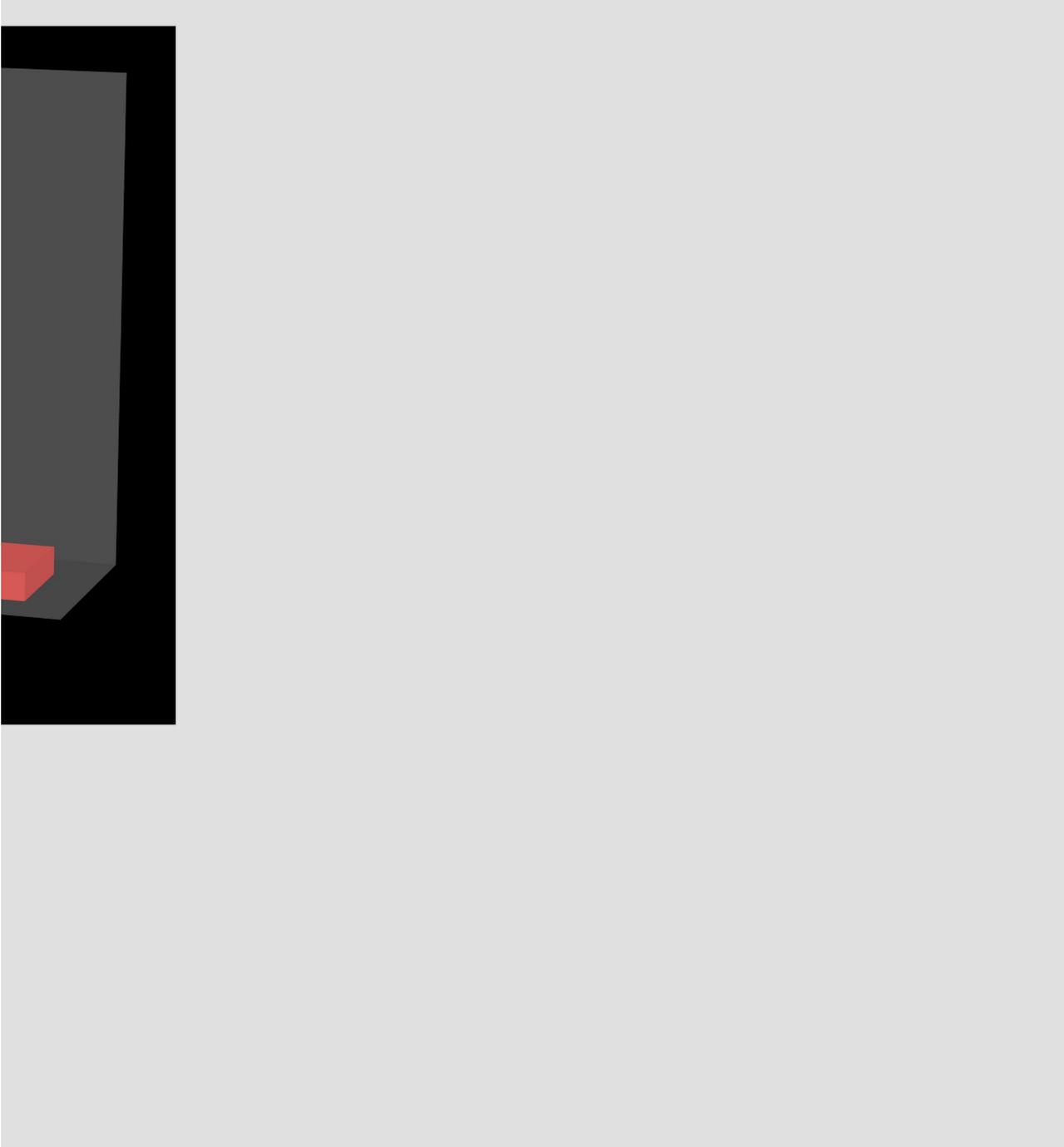
New Stock Analysis

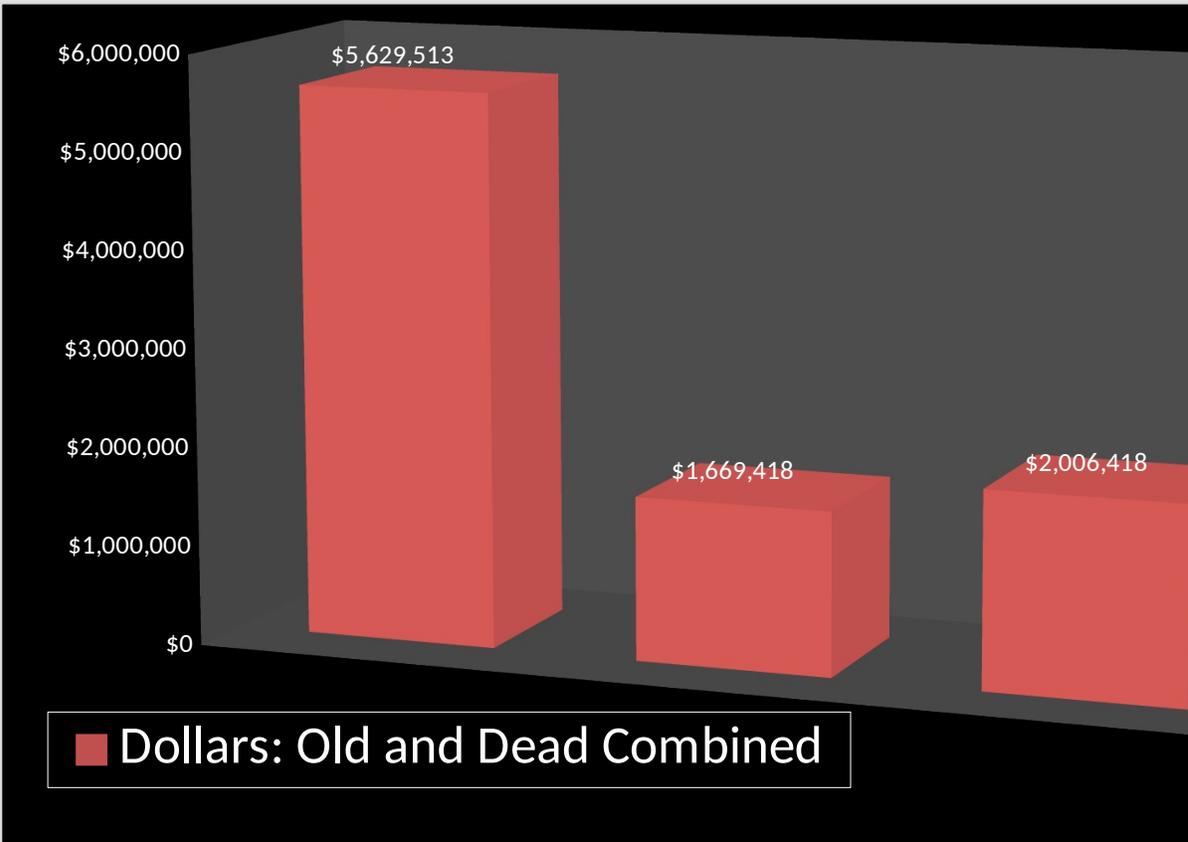
Days In Stock

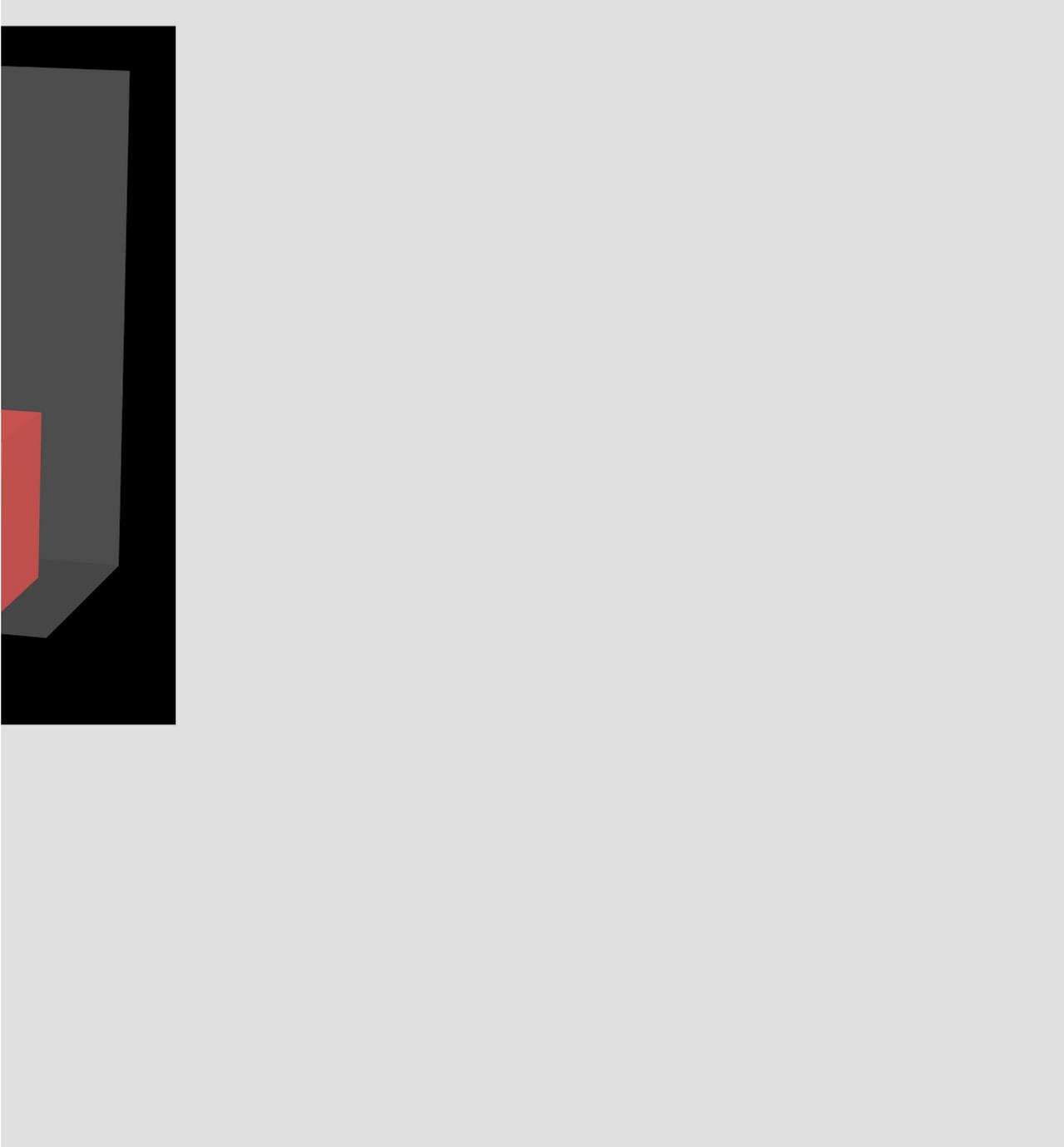
	0-30	31-45	46-60	61-90	90-120
# Of Units	87	15	11	17	8
Dollars	\$5,629,513	\$1,048,060	\$621,358	\$1,167,939	\$501,947
	Fresh	At Risk		Old	
	87	26	<i>Units</i>		25
	\$5,629,513	\$1,669,418	<i>Dollars</i>		\$1,669,886

121+	Total
6	144
\$336,532	\$9,305,348
Dead	
6	
\$336,532	\$2,006,418









Pre-Owned Stock Analysis

Fresh	At Risk	Units	Old	Dead
87	26	<i>Units</i>	25	6
\$5,629,513	\$1,669,418	<i>Dollars</i>	\$1,669,886	\$336,532
60%	18%	<i>Percent of total in Units</i>	17%	4%
60%	18%	<i>Percent of total in \$</i>	18%	4%
\$64,707	\$64,208	<i>Average Cost per Unit</i>	\$66,795	\$56,089

144

\$9,305,348

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory <i>(in dollars)</i>		\$2,006,418
Current Floor Plan Interest Rate	x	1.22%
Annual Floor Plan Expense for AGED Inventory	=	\$24,380
	÷	÷12
Monthly Floor Plan Expense for AGED Inventory <i>(or Floor Plan Savings if not in stock)</i>	=	\$2,032

Total Dealership Profit Y.T.D.		\$961,799
Statement Month <i>(example: May = 5)</i>	÷	3
Total Dealership Profit <i>(Average month)</i>	=	\$320,600

Monthly Floor Plan Expense for AGED Inventory <i>(from above)</i> <i>(or Floor Plan Savings if not in stock)</i>		\$2,032
Total Dealership Profit Y.T.D. <i>(average month)</i>	÷	\$320,600
Increase in Total Dealership Net Profit <i>(without aged inventory)</i>	=	1%