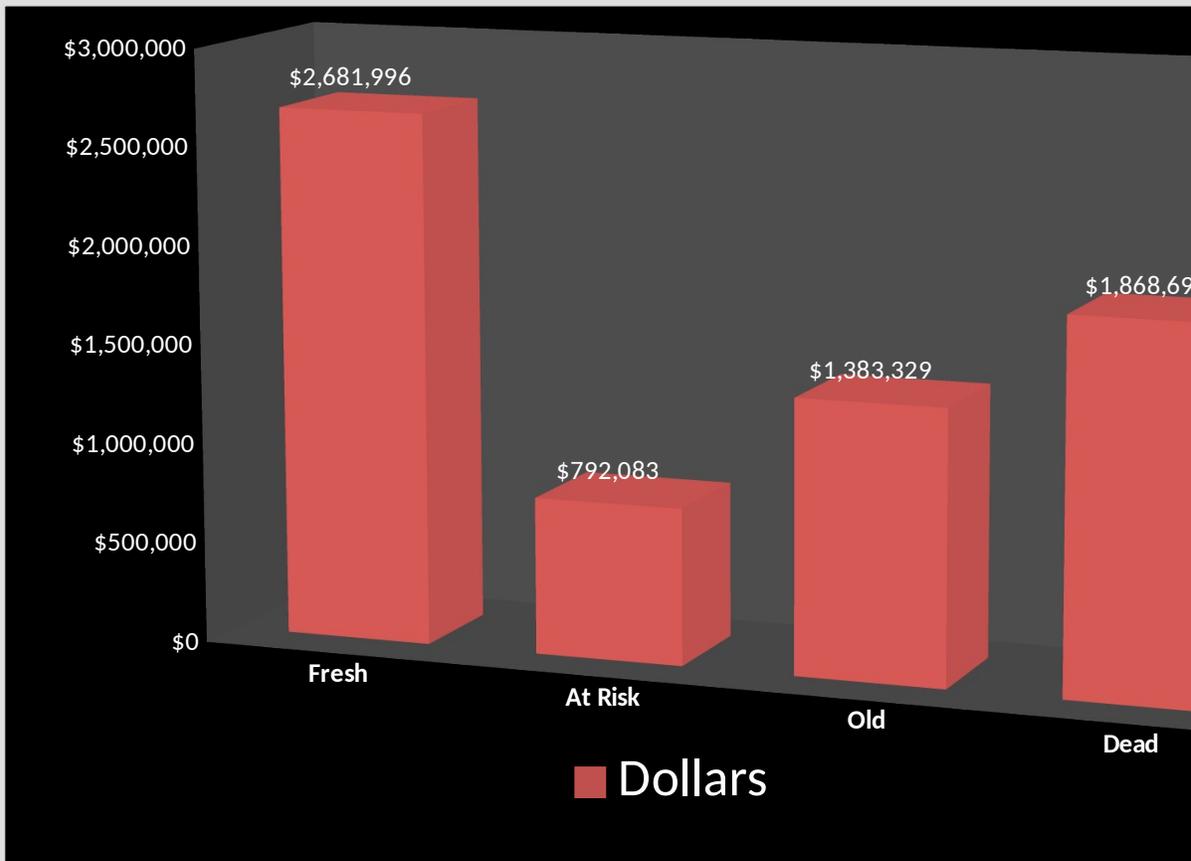


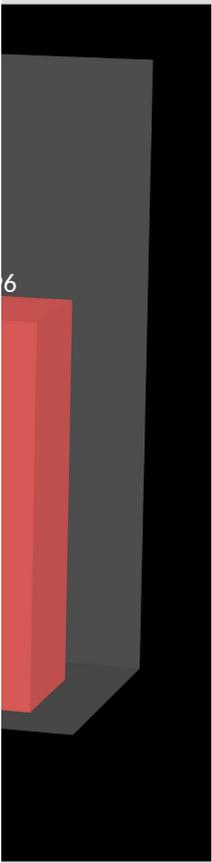
New Stock Analysis

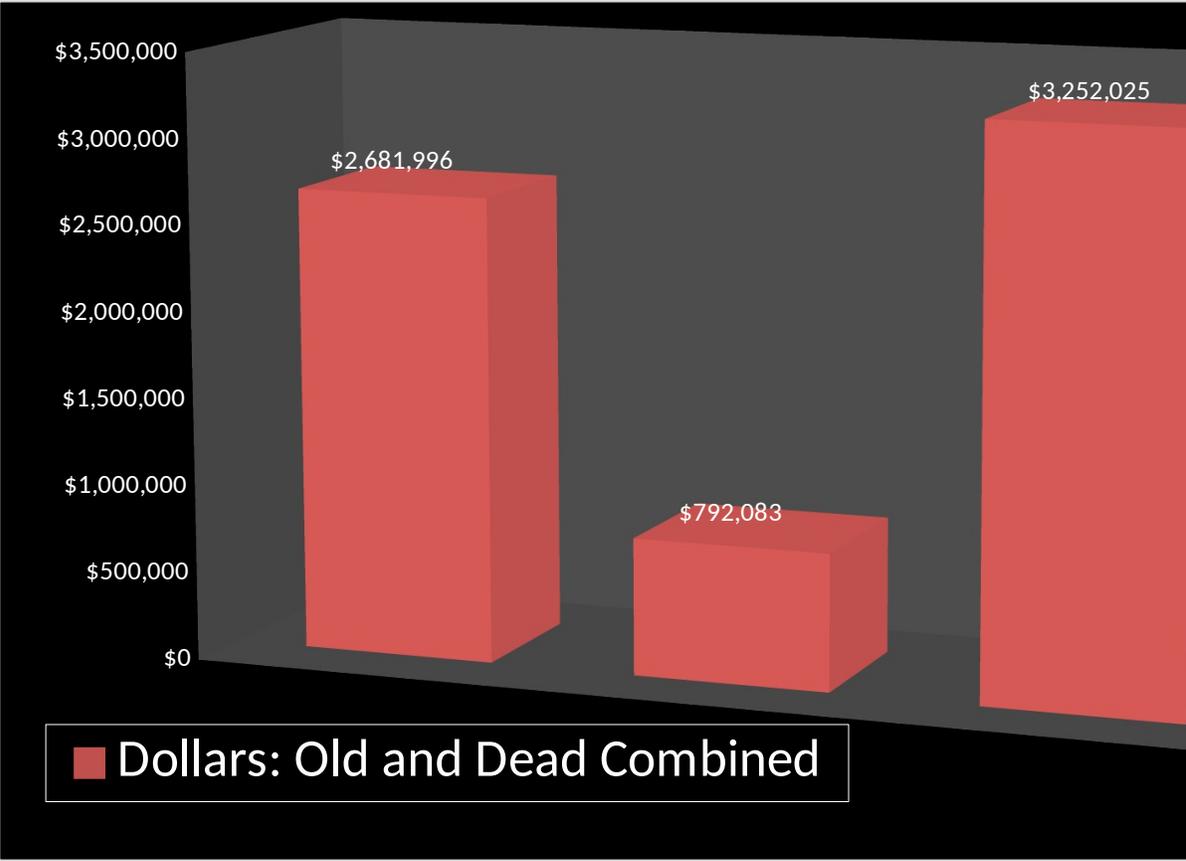
Days In Stock

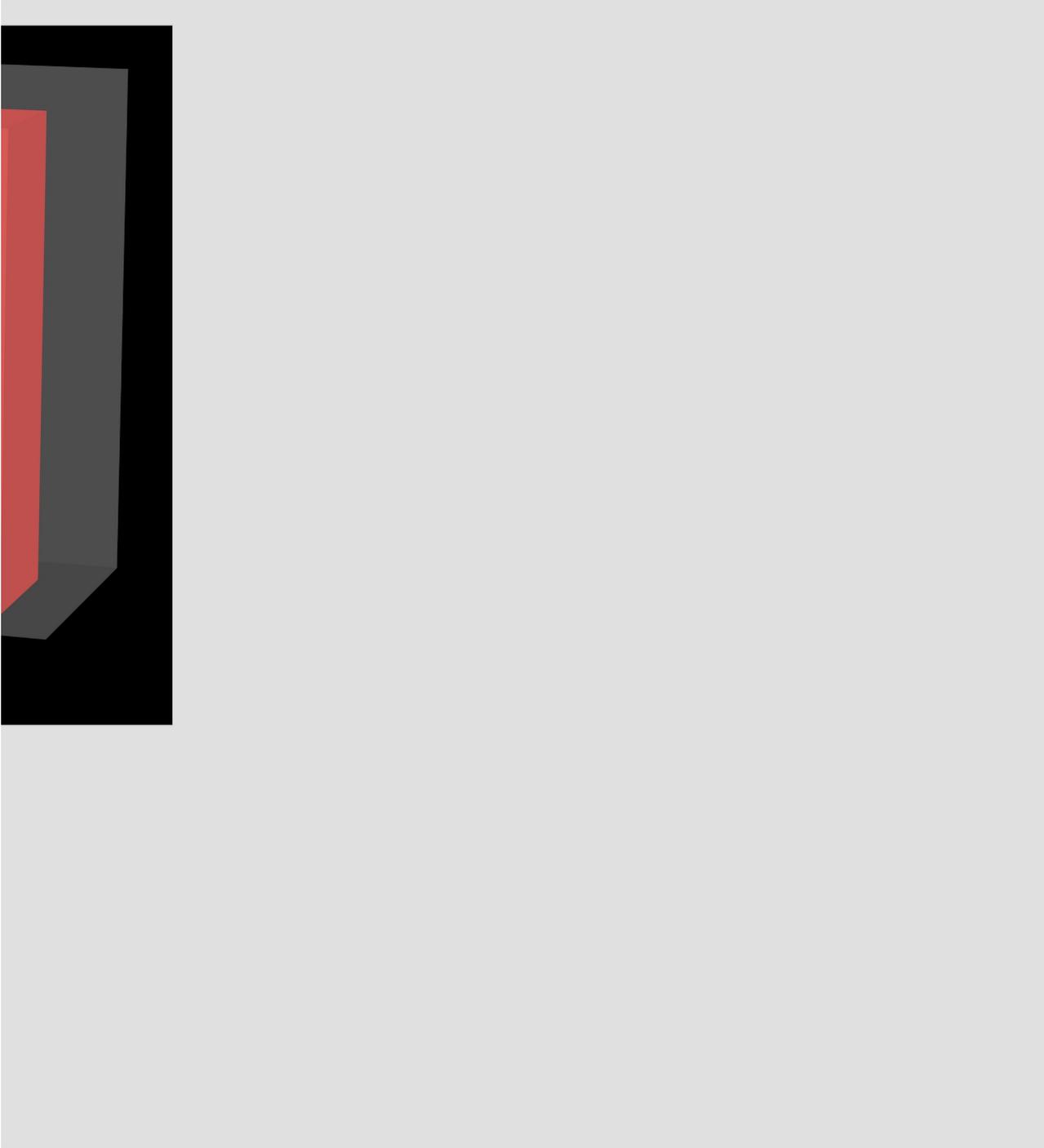
						Days In Stock						
						0-30	31-45	46-60	61-90	90-120		
# Of Units						92	11	13	20	21		
Dollars						\$2,681,996	\$372,409	\$419,674	\$647,044	\$736,285		
						Fresh	At Risk			Old		
						92	24	<i>Units</i>		41		
						\$2,681,996	\$792,083	<i>Dollars</i>		\$1,383,329		

121+	Total
64	221
\$1,868,696	\$6,726,104
Dead	
64	
\$1,868,696	\$3,252,025









Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
92	24	<i>Units</i>	41	64
\$2,681,996	\$792,083	<i>Dollars</i>	\$1,383,329	\$1,868,696
42%	11%	<i>Percent of total in Units</i>	19%	29%
40%	12%	<i>Percent of total in \$</i>	21%	28%
\$29,152	\$33,003	<i>Average Cost per Unit</i>	\$33,740	\$29,198

221

\$6,726,104

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory <i>(in dollars)</i>		\$3,252,025
Current Floor Plan Interest Rate	x	1.00%
Annual Floor Plan Expense for AGED Inventory	=	\$32,520
	÷	÷12
Monthly Floor Plan Expense for AGED Inventory <i>(or Floor Plan Savings if not in stock)</i>	=	\$2,710

Total Dealership Profit Y.T.D.		\$5,411,795
Statement Month <i>(example: May = 5)</i>	÷	6
Total Dealership Profit <i>(Average month)</i>	=	\$901,966

Monthly Floor Plan Expense for AGED Inventory <i>(from above)</i> <i>(or Floor Plan Savings if not in stock)</i>		\$2,710
Total Dealership Profit Y.T.D. <i>(average month)</i>	÷	\$901,966
Increase in Total Dealership Net Profit <i>(without aged inventory)</i>	=	0%