



IMPACT OF AGED NEW VEHICLE INVENTORY ON NET PROFIT BEFORE TAXES

Page Colm Line

New Vehicle Inventory over 90 days old		6
Current Floorplan Interest Rate	×	2.75%
Annual Floor Plan Interest on Aged Inventory	=	0
12 Months in a Year	÷	12
Average Month Floor Plan Interest on Aged Inventory	=	0

Schedule
Ask Controller



IMPACT OF EXCESS NEW VEHICLE INVENTORY ON NET PROFIT BEFORE TAXES

Page Colm Line

YTD New Vehicle Sales (<i>without F&I</i>)	=	39,864,399	3	YTD	52
YTD New Vehicle Gross Profit (<i>without F&I</i>)	-	2,943,633	3	YTD	52
YTD New Vehicle Cost of Sales	=	36,920,766			
Statement Month	÷	12			
Average Month New Vehicle Cost of Sales	=	3,076,731			
NADA Guide for New - Months' Supply	×	1.5		Guide = 1.5	
New Vehicle Inventory Dollars at Guide	=	<u>4,615,096</u> ^A			

New Vehicle Inventory Dollars - Actual		7,319,192	1	Asset	33
New Vehicle Inventory Dollars at Guide	-	<u>4,615,096</u> ^A			
EXCESS New Vehicle Inventory Dollars	=	2,704,096			
Current Floorplan Rate	×	2.75%		Ask Controller	
Annual Floorplan Interest on Excess Inventory	=	74,363			
12 Months in a Year	÷	12			
Monthly Floorplan Interest on Excess Inventory	=	<u>6,197</u>			