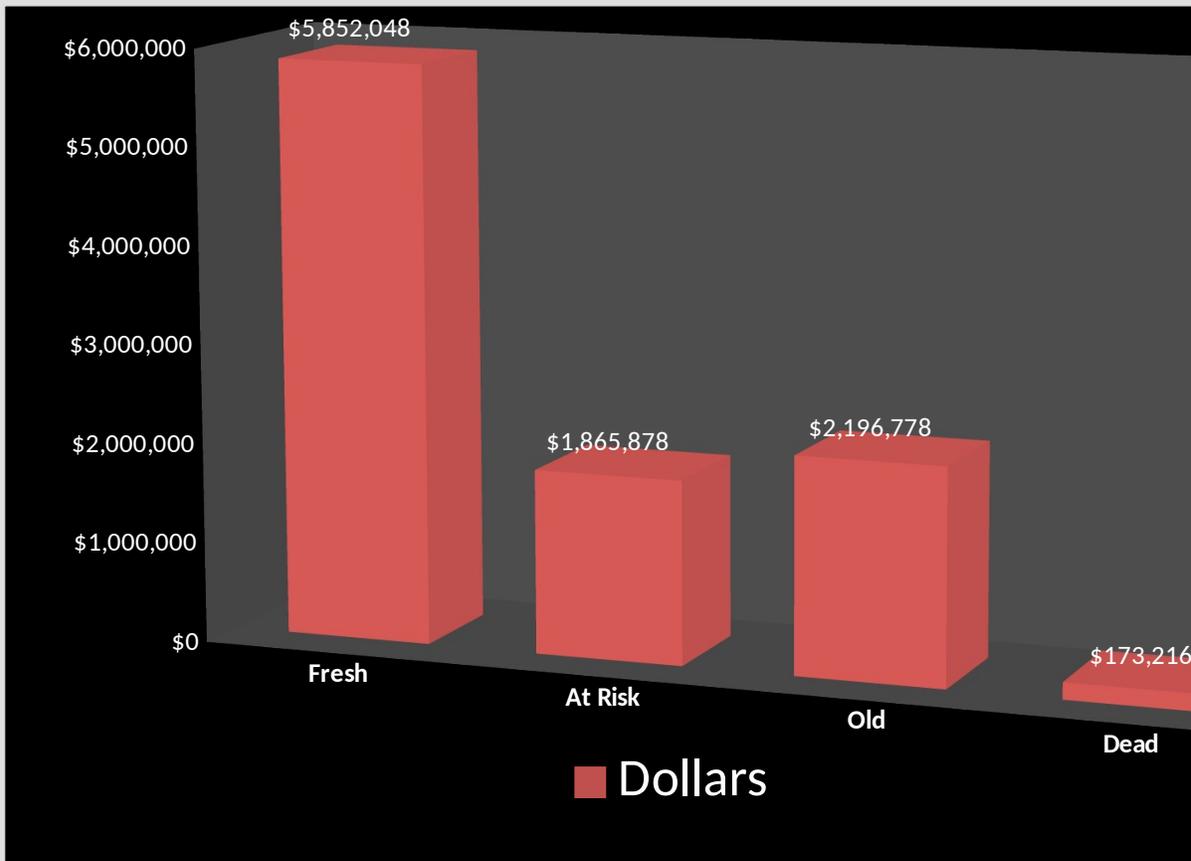


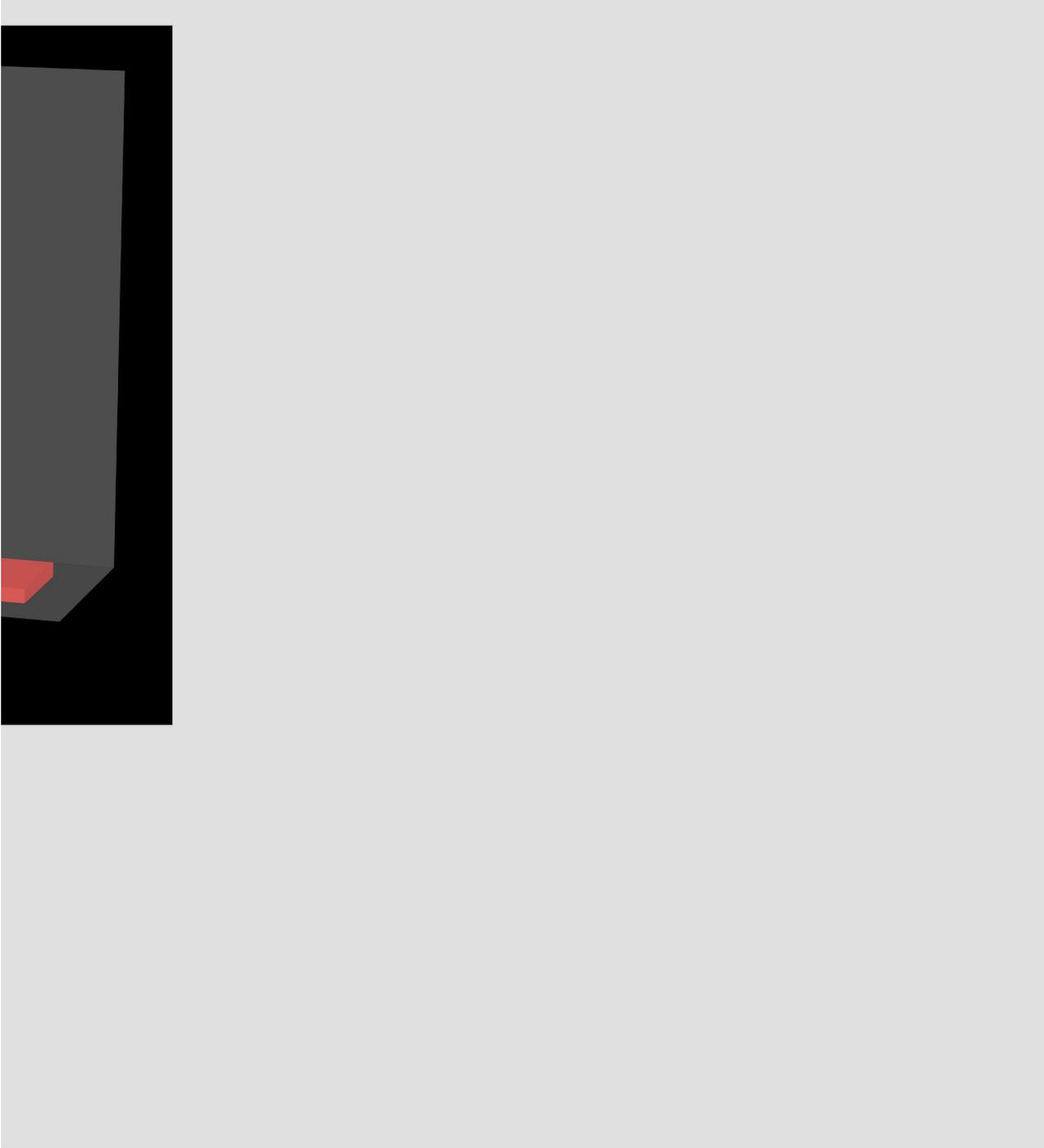
New Stock Analysis

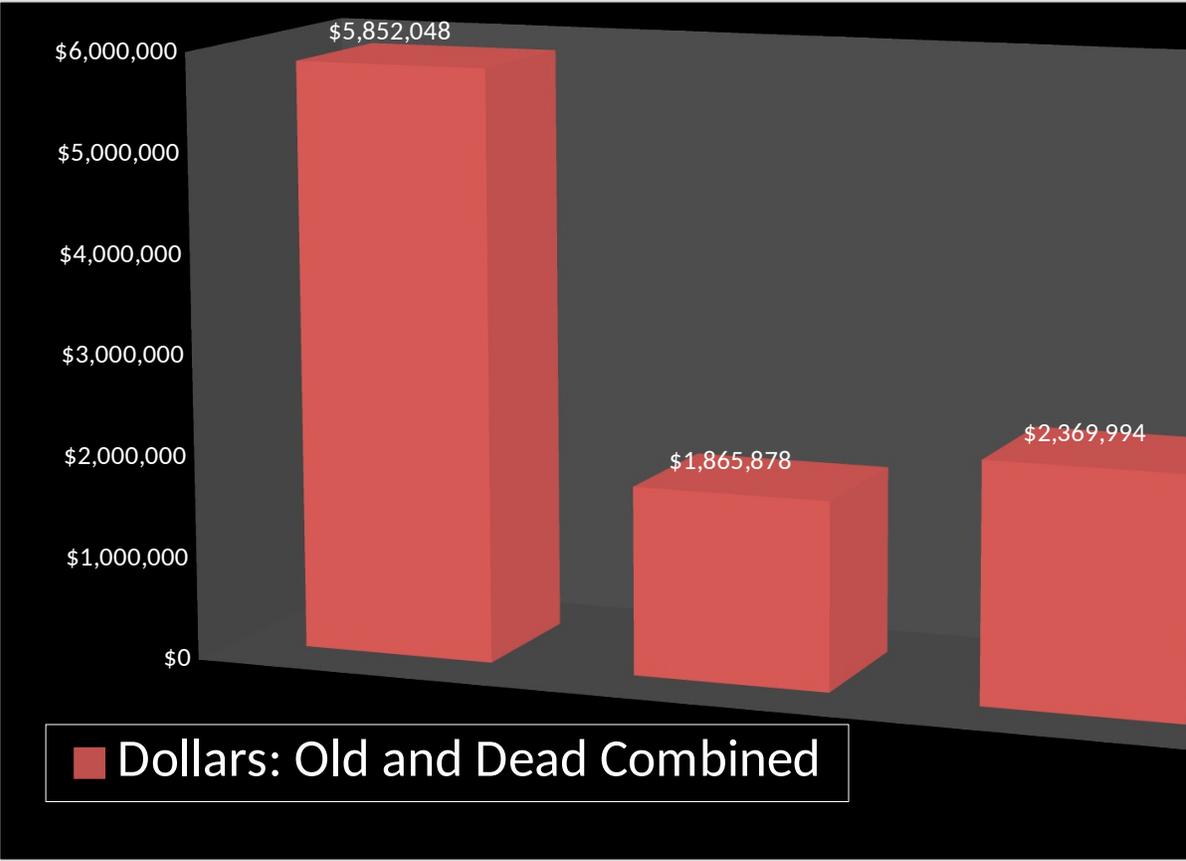
Days In Stock

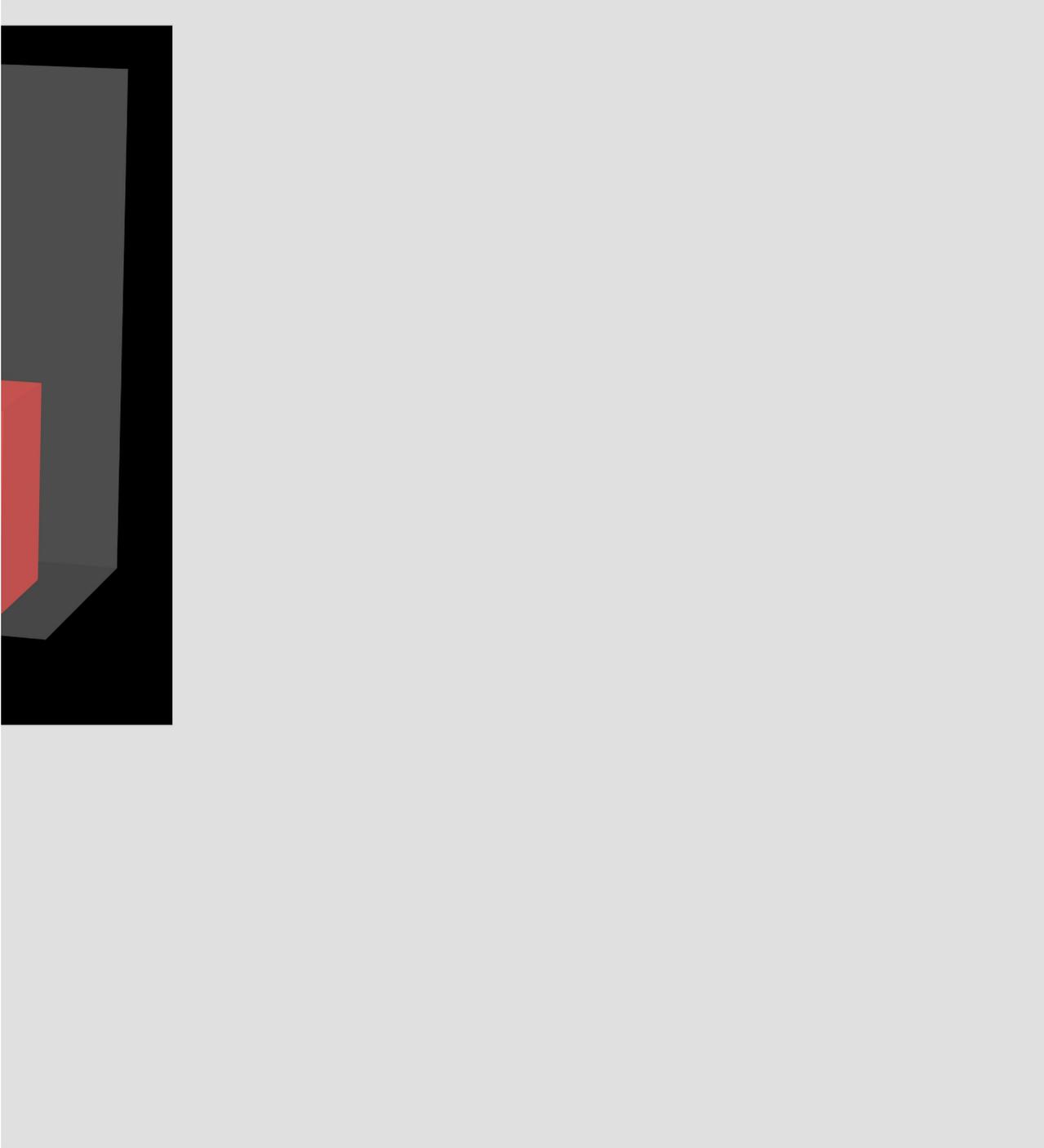
Days In Stock					
	0-30	31-45	46-60	61-90	90-120
# Of Units	132	24	11	26	12
Dollars	\$5,852,048	\$1,272,392	\$593,486	\$1,596,039	\$600,739
<div style="display: flex; justify-content: space-around; align-items: center; padding: 10px;"> <div style="background-color: #00FF00; padding: 10px; border: 1px dashed black;">Fresh</div> <div style="background-color: #FFFF00; padding: 10px; border: 1px dashed black;">At Risk</div> <div style="background-color: #FFB6C1; padding: 10px; border: 1px dashed black;">Old</div> </div>					
	132	35	<i>Units</i>		38
	\$5,852,048	\$1,865,878	<i>Dollars</i>		\$2,196,778

121+	Total
6	211
\$173,216	\$10,087,920
Dead	
6	
\$173,216	\$2,369,994









Pre-Owned Stock Analysis

Fresh	At Risk		Old	Dead
132	35	<i>Units</i>	38	6
\$5,852,048	\$1,865,878	<i>Dollars</i>	\$2,196,778	\$173,216
63%	17%	<i>Percent of total in Units</i>	18%	3%
58%	18%	<i>Percent of total in \$</i>	22%	2%
\$44,334	\$53,311	<i>Average Cost per Unit</i>	\$57,810	\$28,869

211

\$10,087,920

Floor Plan vs. Total Dealership Profitability

AGED New Vehicle Inventory <i>(in dollars)</i>		\$2,369,994
Current Floor Plan Interest Rate	x	2.75%
Annual Floor Plan Expense for AGED Inventory	=	\$65,175
	÷	÷12
Monthly Floor Plan Expense for AGED Inventory <i>(or Floor Plan Savings if not in stock)</i>	=	\$5,431

Total Dealership Profit Y.T.D.		\$34,023,693
Statement Month <i>(example: May = 5)</i>	÷	12
Total Dealership Profit <i>(Average month)</i>	=	\$2,835,308

Monthly Floor Plan Expense for AGED Inventory <i>(from above)</i> <i>(or Floor Plan Savings if not in stock)</i>		\$5,431
Total Dealership Profit Y.T.D. <i>(average month)</i>	÷	\$2,835,308
Increase in Total Dealership Net Profit <i>(without aged inventory)</i>	=	0%