



IMPACT OF AGED NEW VEHICLE INVENTORY ON NET PROFIT BEFORE TAXES

Page Colm Line

New Vehicle Inventory over 90 days old		25
Current Floorplan Interest Rate	×	7.60%
Annual Floor Plan Interest on Aged Inventory	=	2
12 Months in a Year	÷	12
Average Month Floor Plan Interest on Aged Inventory	=	<u>0</u>

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>)	=	22,623,065		YTD	
YTD New Vehicle Gross Profit (<i>without F&I</i>)	-	1,405,333		YTD	
YTD New Vehicle Cost of Sales	=	21,217,732			
Statement Month	÷	5			
Average Month New Vehicle Cost of Sales	=	4,243,546			
NADA Guide for New - Months' Supply	×	1.5		Guide = 1.5	
New Vehicle Inventory Dollars at Guide	=	<u>6,365,320</u>	A		

New Vehicle Inventory Dollars - Actual	=	4,717,839		1	Asset
New Vehicle Inventory Dollars at Guide	-	<u>6,365,320</u>	A		
EXCESS New Vehicle Inventory Dollars	=	-1,647,481			
Current Floorplan Rate	×	7.60%		Ask Controller	
Annual Floorplan Interest on Excess Inventory	=	-125,209			
12 Months in a Year	÷	12			
Monthly Floorplan Interest on Excess Inventory	=	<u>-10,434</u>			