

Page 6		Inventory Analysis								AA01 - December 2017		A & B Lines =	C & D Lines =
Dealer Code	New Primary	New Primary	New Other	New Other	Total New Veh	NV Inv Units	Used Vehicle	Used Vehicle	Used Inv Units	P&A Dept	P&A Dept		
PNVS	A Inventory	A Cost of Sales	A Inventory	A Cost of Sales	A Inventory	A Total	A Inventory	A Cost of Sales	A Prime B Othr	A Inventory	A Cost of Sales		
Per Month	B Months	B Excess	B Months	B Excess	B Months	B Over 60 Days	B Months	B Excess	C Certified	B Months	B Excess		
	Supply	Inventory	Supply	Inventory	Supply	C%Ovr 60 Days	Supply	Inventory	D Avg UV Inv \$	Supply	Inventory		
1	2	3	4	5	6	7	8	9	10	11	12		
Tom-24	2,401,196	3,849,786	0	0	2,401,196	43	1,647,149	1,867,732	66	194,865	246,755		
76	0.62	-3,373,483	0.00	0	0.62	0	0.88	-220,583	0	0.79	-175,268		
65	0.75	3,218,306	0.00	0	0.75	0.00	0.68	2,405,451	0	0.77	251,703		
		-2,426,263	0.00	0	0.75			-758,302	24,957	0.77	-182,690		
Chris-01	9,414,764	7,733,145	0	-1,826	9,414,764	312	2,703,930	3,019,685	0	869,702	558,727		
282	1.22	-2,184,954	0.00	2,739	1.22	88	0.90	-315,755	224	1.56	31,612		
		8,829,410	0.00	-900		28.21		2,614,331	0		516,177		
311	1.07	-3,829,351	0.00	1,350	1.07		1.03	89,599	12,071	1.68	95,437		
Jim-18	3,421,469	2,443,033	0	0	3,421,469	120	1,526,471	1,391,193	50	174,389	157,887		
88	1.40	-243,081	0.00	0	1.40	0	1.10	135,278	62	1.10	-62,442		
		3,726,857	0.00	0		0.00		1,499,820	6		138,698		
126	0.92	-2,168,817	0.00	0	0.92		1.02	26,651	12,936	1.26	-33,658		
BOC Lexus	7,164,795	4,887,481	0	0	7,164,795	141	3,877,195	3,089,763	59	501,473	425,123		
99	1.50	-166,427	0.00	0	1.50	18	1.30	787,432	86	1.20	-136,211		
		5,780,501	0.00	0		12.50		3,007,590	41		413,626		
115	1.20	-1,505,957	0.00	0	1.20		1.30	869,606	20,920	1.20	-118,966		
Miran-26	8,801,517	5,977,335	0	0	8,801,517	265	2,457,270	2,766,616	171	1,040,637	1,010,310		
200	1.47	-164,486	0.00	0	1.47	0	0.89	-309,346	0	1.03	-474,828		
		6,990,898	0.00	0		0.00		3,041,559	0		1,018,446		
232	1.26	-1,684,830	0.00	0	1.26		0.81	-584,289	14,370	1.02	-487,032		
Jose-03	2,416,285	1,417,429	0	0	2,416,285	124	550,469	762,798	28	118,722	90,654		
57	1.70	290,142	0.00	0	1.70	0	0.72	-212,329	48	1.31	-17,259		
		2,344,106	0.00	0		0.00		689,420	0		84,983		
97	1.03	-1,099,874	0.00	0	1.03		0.80	-138,951	7,243	1.40	-8,753		
Billy-15	7,022,697	4,077,060	0	0	7,022,697	253	2,633,232	2,757,847	36	472,126	348,778		
149	1.72	907,107	0.00	0	1.72	0	0.95	-124,615	58	1.35	-51,041		
		4,838,708	0.00	0		0.00		3,151,964	18		335,230		
169	1.45	-235,365	0.00	0	1.45		0.84	-518,732	23,511	1.41	-30,719		
Alex-12	3,259,777	1,783,654	0	0	3,259,777	45	733,657	1,011,481	15	240,357	194,604		
43	1.83	584,296	0.00	0	1.83	0	0.73	-277,824	28	1.24	-51,549		
		2,024,507	0.00	0		0.00		960,114	4		150,961		
49	1.61	223,017	0.00	0	1.61		0.76	-226,457	15,610	1.59	13,916		
Ankur-22	7,461,771	4,011,976	0	0	7,461,771	87	1,884,697	1,747,891	18	597,366	460,412		
96	1.86	1,443,807	0.00	0	1.86	0	1.08	136,806	40	1.30	-93,252		
		5,026,641	0.00	0		0.00		2,035,285	33		417,544		
113	1.48	-78,191	0.00	0	1.48		0.93	-150,588	20,711	1.43	-28,950		
BOC Toyota	8,684,978	4,476,263	484,145	148,133	9,169,123	295	2,581,497	2,072,235	76	470,443	337,621		
152	1.90	1,970,583	3.30	261,945	2.00	35	1.20	509,262	77	1.40	-35,989		
		4,425,440		157,632		11.74		2,084,814	19		344,400		

	146	2.00	2,046,818	3.10	247,696	2.00		1.20	496,684	15,005	1.40	-46,157
JP-20		21,171,640	10,043,747	0	0	21,171,640	740	4,483,076	4,111,522	35	775,826	649,107
	358	2.11	6,106,020	0.00	0	2.11	0	1.09	371,554	111	1.20	-197,835
			12,406,886	0	0		0.00		3,924,395	146		619,755
	433	1.71	2,561,311	0.00	0	1.71		1.14	558,681	15,353	1.25	-153,807
BOC Honda		8,897,088	4,236,935	123,568	28,063	9,020,656	345	2,221,704	1,855,161	46	342,160	272,265
	161	2.10	2,541,686	4.40	81,473	2.10	18	1.20	366,544	73	1.30	-66,237
			4,449,057		23,943		5.21		1,674,198	45		270,691
	162	2.00	2,223,503	5.20	87,653	2.00		1.30	547,507	13,566	1.30	-63,876
Eddie-08		7,431,660	3,276,379	0	0	7,431,660	254	760,664	1,095,987	23	679,655	446,123
	121	2.27	2,517,092	0.00	0	2.27	0	0.69	-335,323	47	1.52	10,471
			4,195,408	0	0		0.00		1,076,423	3		462,901
	152	1.77	1,138,548	0.00	0	1.77		0.71	-315,759	10,420	1.47	-14,697
Ron-19		9,748,534	4,050,700	0	0	9,748,534	344	1,174,113	1,626,059	114	392,567	214,125
	133	2.41	3,672,484	0.00	0	2.41	0	0.72	-451,946	0	1.83	71,380
			5,158,304	0	0		0.00		2,015,425	0		198,600
	160	1.89	2,011,078	0.00	0	1.89		0.58	-841,312	10,299	1.98	94,667
Group Avg		9,943,302	4,118,298	3,497,884	577,765	10,223,132	281	1,934,866	2,009,167	80	509,094	350,528
	121	2.40	3,765,854	4.10	1,098,957	2.40	1,161,314	1.00	-74,302	71	1.50	-16,697
			4,673,532		765,878		433,730.53		2,085,117	51		337,547
	133	2.10	2,933,004	3.00	887,329	2.10		0.90	-150,252	15,954	1.50	2,774
Frank-13		2,166,322	885,480	0	0	2,166,322	70	665,442	646,133	-7	408,637	151,854
	30	2.45	838,102	0.00	0	2.45	0	1.03	19,309	0	2.69	180,856
			668,678	0	0		0.00		864,432	0		141,386
	24	3.24	1,163,305	0.00	0	3.24		0.77	-198,990	-95,063	2.89	196,558
John-16		9,635,481	3,917,551	0	0	9,635,481	242	3,507,259	2,741,620	166	425,101	197,903
	102	2.46	3,759,155	0.00	0	2.46	0	1.28	765,639	0	2.15	128,247
			3,812,311	0	0		0.00		3,452,221	0		198,244
	95	2.53	3,917,015	0.00	0	2.53		1.02	55,038	21,128	2.14	127,735
BOC Acura		7,218,150	2,907,360	0	2	7,218,150	82	1,400,491	1,436,673	11	358,448	282,528
	71	2.50	2,857,111	0.00	-3	2.50	0	1.00	-36,182	35	1.30	-65,343
			2,946,653	0	0		0.00		1,507,012	28		258,014
	70	2.40	2,798,172	0.00	0	2.40		0.90	-106,521	19,054	1.40	-28,573
Gary-25		7,725,839	2,896,286	0	0	7,725,839	113	1,315,846	1,588,336	37	404,667	255,726
	40	2.67	3,381,410	0.00	0	2.67	0	0.83	-272,490	0	1.58	21,078
			2,421,395	0	0		0.00		1,730,329	0		279,495
	35	3.19	4,093,747	0.00	0	3.19		0.76	-414,483	35,563	1.45	-14,576
BOC Jag/LR		11,037,626	4,353,884	1,583,062	334,091	12,620,688	177	2,453,181	1,519,670	24	550,870	265,419
	60	2.50	4,506,801	4.70	1,081,926	2.70	12	1.60	933,510	39	2.10	152,742
			3,655,574		362,810		6.55		1,626,271	0		295,119
	51	3.00	5,554,265	4.40	1,038,846	3.10		1.50	826,910	38,572	1.90	108,191
Robert-17		13,855,133	5,100,166	0	0	13,855,133	378	2,060,058	1,990,363	121	709,205	559,017
	137	2.72	6,204,884	0.00	0	2.72	0	1.04	69,695	0	1.27	-129,321
			5,822,090	0	0		0.00		2,197,233	0		525,674
	145	2.38	5,121,998	0.00	0	2.38		0.94	-137,175	17,025	1.35	-79,306
Frank-07		11,432,036	4,174,194	0	0	11,432,036	304	1,708,568	1,849,794	81	357,911	185,912
	106	2.74	5,170,745	0.00	0	2.74	0	0.92	-141,226	0	1.93	79,043
			3,760,564	0	0		0.00		1,860,084	0		167,140

	92	3.04	5,791,190	0.00	0	3.04		0.92	-151,516	21,093	2.14	107,201
Patrick-10		9,928,751	3,567,470	0	0	9,928,751	253	2,624,187	1,664,255	136	498,745	334,724
	93	2.78	4,577,546	0.00	0	2.78	0	1.58	959,932	0	1.49	-3,341
			3,795,986	0	0		0.00		1,555,825	0		357,729
	94	2.62	4,234,772	0.00	0	2.62		1.69	1,068,362	19,295	1.39	-37,849
BOC BMW		10,316,528	3,691,847	0	0	10,316,528	225	3,932,898	3,441,219	50	773,818	625,338
	73	2.80	4,778,758	0.00	0	2.80	35	1.10	491,679	65	1.20	-164,188
			4,233,246	0	0		15.66		3,256,841	52		622,461
	82	2.40	3,966,659	0.00	0	2.40		1.20	676,057	23,579	1.20	-159,874
BOC Nissan		9,034,088	2,998,307	0	136	9,034,088	315	1,862,323	1,312,598	59	287,428	157,651
	106	3.00	4,536,628	0.00	-203	3.00	25	1.40	549,724	64	1.80	50,951
			3,234,296	0	0		7.82		1,116,522	9		157,501
	112	2.80	4,182,644	0.00	0	2.80		1.70	745,801	14,085	1.80	51,177
John-23		30,797,356	10,133,764	0	0	30,797,356	742	4,728,886	5,089,984	338	681,708	366,937
	242	3.04	15,596,710	0.00	0	3.04	0	0.93	-361,098	0	1.86	131,303
			11,057,628	0	0		0.00		4,422,353	150		341,287
	250	2.79	14,210,914	0.00	0	2.79		1.07	306,533	9,690	2.00	169,778
Andrew-02		17,917,401	5,837,120	0	0	17,917,401	522	1,877,015	2,233,781	139	475,633	291,616
	171	3.07	9,161,721	0.00	0	3.07	0	0.84	-356,766	0	1.63	38,209
			6,526,784	0	0		0.00		1,829,136	0		277,714
	185	2.75	8,127,225	0.00	0	2.75		1.03	47,879	13,504	1.71	59,062
Paul-04		10,202,727	3,229,284	0	12,317	10,202,727	220	1,706,685	1,912,418	78	586,437	629,972
	73	3.16	5,358,801	0.00	-18,476	3.15	4,644,841	0.89	-205,733	0	0.93	-358,521
			4,261,498	-93			2,111,291.36		1,852,167	0		597,700
	93	2.39	3,810,480	0.00	140	2.39		0.92	-145,482	21,881	0.98	-310,113
BOC Kia		3,707,752	1,149,941	0	0	3,707,752	152	1,308,960	943,968	36	166,685	106,986
	50	3.20	1,982,841	0.00	0	3.20	9	1.40	364,993	50	1.60	6,206
			1,125,264	0	0		5.72		987,911	6		130,485
	49	3.30	2,019,857	0.00	0	3.30		1.30	321,049	14,151	1.30	-29,042
Jill-29		8,690,437	2,619,821	0	0	8,690,437	327	1,189,595	1,293,820	67	250,400	125,721
	75	3.32	4,760,706	0.00	0	3.32	0	0.92	-104,225	0	1.99	61,819
			3,381,672	0	0		0.00		1,477,165	0		139,529
	57	2.57	3,617,929	0.00	0	2.57		0.81	-287,570	17,755	1.79	41,107
BOC Hyundai		6,294,310	1,877,785	117,198	28,872	6,411,509	243	1,664,365	1,073,328	39	283,271	154,198
	73	3.40	3,477,632	4.10	73,891	3.40	19	1.60	591,038	82	1.80	51,974
			1,804,172	17,436			7.74		982,476	0		147,523
	73	3.50	3,588,053	6.70	91,044	3.50		1.70	681,889	13,852	1.90	61,986
Del-09		13,815,590	4,047,366	-7,000	0	13,808,590	480	1,416,673	2,382,040	29	888,538	543,263
	144	3.41	7,744,541	0.00	-7,000	3.41	0	0.59	-965,367	59	1.64	73,644
			2,953,975	0	0		0.00		2,212,288	0		485,867
	97	4.68	9,384,628	0.00	-7,000	4.67		0.64	-795,615	16,099	1.83	159,738
BOC Chry 2		2,559,454	768,568	409,156	79,845	2,968,610	82	1,324,749	621,572	93	139,971	58,967
	23	3.30	1,406,602	5.10	289,389	3.50	37	2.10	703,177	0	2.40	51,520
			747,945	86,595			44.71		535,449	0		59,630
	22	3.40	1,437,537	4.70	279,264	3.60		2.50	789,300	14,264	2.30	50,526
Johnny-21		10,620,669	2,942,582	0	0	10,620,669	230	1,660,275	1,687,283	35	229,365	242,823
	67	3.61	6,206,796	0.00	0	3.61	154	0.98	-27,008	0	0.94	-134,870
			3,698,665	0	0		66.96		1,752,193	47		237,753

	84	2.87	5,072,672	0.00	0	2.87		0.95	-91,918	20,247	0.96	-127,265
Brant-06		7,074,538	2,123,321	7,002,767	1,722,802	14,077,305	246	1,592,245	1,730,414	13	922,320	268,685
	60	3.33	3,889,557	4.06	4,418,564	3.66	0	0.92	-138,169	37	3.43	519,293
			2,014,351		2,298,627		0.00		2,181,142	0		282,149
	67	3.51	4,053,012	3.05	3,554,827	3.26		0.73	-588,897	31,845	3.27	499,097
BOC Ford 2		3,696,980	1,041,954	609,437	84,844	4,306,416	120	1,476,134	812,896	86	206,071	134,170
	32	3.50	2,134,049	7.20	482,170	3.80	19	1.80	663,238	0	1.50	4,815
			1,068,258		82,088		15.44		735,296	5		143,581
	30	3.50	2,094,593	7.40	486,305	3.70		2.00	740,838	16,352	1.40	-9,300
Mike-11		12,168,948	2,818,813	0	0	12,168,948	309	1,764,179	1,260,129	122	332,473	231,555
	82	4.32	7,940,729	0.00	0	4.32	171	1.40	504,050	0	1.44	-14,858
			3,902,668		0		55.34		1,327,174	0		212,012
	108	3.12	6,314,946	0.00	0	3.12		1.33	437,005	14,460	1.57	14,455
BOC GM 1		3,384,699	624,524	0	46,940	3,384,699	81	958,282	395,415	55	187,776	58,849
	17	5.40	2,447,913	0.00	-70,409	5.00	17	2.40	562,867	0	3.20	99,502
			622,423		41,302		20.34		373,329	0		63,637
	16	5.40	2,451,066	0.00	-61,953	5.10		2.60	584,954	17,364	3.00	92,321