

Current Data

New Retail Deliveries YTD (units)	1,958
Month of Year	9
Average # Retail Units Delivered Per Month	218
Total # Units Currently in Inventory	116
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	22.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,185
CURRENT Monthly Gross Profit	\$ 475,346
CURRENT Yearly Front End Gross Profit Total	\$ 5,704,150

Projection

	25.0
\$	2,200.0
	242
\$	531,667
\$	56,321
\$	6,380,000
\$	675,850

Additional Income

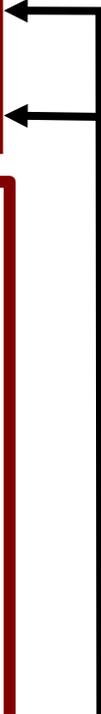
				Monthly
				25
Current New Vehicle F&I Average PVR			797	\$ 19,925
PDI & Accessory Sales PVR	177	X 50% Gross	\$ 89	\$ 2,213
Trade %	45%	# of Trades	11.3	\$ 646
UV Immediate Wholesale %	41%	# of Trades Immediate Wholesaled	4.6	\$ 5,960

Average Recon on U/C Trade	1796	X 50% Gross	\$ 898	\$ 25,760
Average PUVR Wholesale			\$ 140	\$ 1,659
Average PUVR (Front and Back) on Trades			\$ 3,881	\$ 5,000
Hard Pack Per Unit UV			\$ 250	\$ 5,537
Hard Pack Per Unit NV			\$ 200	\$ 23,250
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ 20,050
OEM Incentives Per Unit			\$ 930	\$ 6,725
Floorplan Assistance Per Unit			\$ 802	\$ 56,320.83
Advertising Credits Per Unit			\$ 269	\$ 116,725
Total Washout PNVR (Adjusted for %s)			\$ 6,900	\$ 173,046
Note: This does not include future Gross Opportunities				\$ 1,667,514



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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	300
NV F&I Increase	\$ 239,100
PDI & Accesory Increase	\$ 26,550
UV Wholesale Increase	\$ 7,749
UV Recon Increase	\$ 71,526

UV Retail PUVR Increase	\$	309,122
Hard Pack Increase UV	\$	19,913
Hard Pack Increase NV	\$	60,000
Doc Fee/Admin Fee/ Service Charge Increase	\$	66,439
OEM Incentives Increase	\$	279,000
Floorplan Assistance Increase	\$	240,600
Advertising Credit Increase	\$	80,700
Front End Variance (from above)	\$	675,850
Additional Income Variance	\$	1,400,698
Total Variance	\$	2,076,548
Total Projected Gross Profit	\$	20,010,165





Projections

Data	Projected New Retail Deliveries YTD (units)	2,900
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,185
	Annualized Yearly Front End Gross Profit Total	\$ 6,336,326



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 797	\$ 2,311,300	
PDI & Accessory Sales PVR	\$ 177	X 50% Gross	\$ 89	\$ 256,650	
Trade %	45%	# of Trades	1,305.0	1,305.0	
UV Immediate Wholesale %	41%	# of Trades Immediate Wholesaled	535.1	535.1	
Average Recon on U/C Trade	\$ 1,796	X 50% Gross	\$ 898	\$ 691,415	
Average PUVR Wholesale			\$ 140	\$ 74,907	
Average PUVR (Front and Back) on Trades			\$ 3,881	\$ 2,988,176	
Hard Pack Per Unit UV			\$ 250	\$ 326,250	
Hard Pack Per Unit NV			\$ 200	\$ 580,000	
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ 642,241	

OEM Incentives Per Unit	\$	930	\$	2,697,000
Floorplan Assistance Per Unit	\$	802	\$	2,325,800
Advertising Credits Per Unit	\$	269	\$	780,100
Total Washout PNVR	\$	6,900	\$	20,010,165
Note: This does not include future Gross Opportunities				

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