

Current Data

New Retail Deliveries YTD (units)	527
Month of Year	10
Average # Retail Units Delivered Per Month	53
Total # Units Currently in Inventory	72
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 607
CURRENT Monthly Gross Profit	\$ 32,001
CURRENT Yearly Front End Gross Profit Total	\$ 321,212

Projection

	12.0
\$	1,000.0
	72
\$	72,000
\$	39,999
\$	864,000
\$	479,988

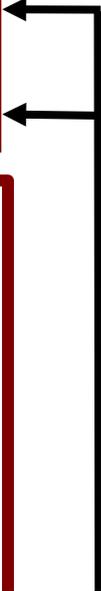
Additional Income

				Monthly
				20
Current New Vehicle F&I Average PVR			3462.19	\$ 69,244
PDI & Accessory Sales PVR	1031.9	X 50% Gross	\$ 516	\$ 10,319
Trade %	62%	# of Trades	329.0	\$ (77,854)

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	83.0	\$	107,994
Average Recon on U/C Trade	878	X 50% Gross	\$ 439	\$	726,438
Average PUVR Wholesale			\$ (938)	\$	246,000
Average PUVR (Front and Back) on Trades			\$ 2,953	\$	12,000
Hard Pack Per Unit UV			\$ 1,000	\$	212,667
Hard Pack Per Unit NV			\$ 600	\$	10,540
Doc Fee/ Admin Fee Per Unit			\$ 800	\$	12,000
OEM Incentives Per Unit			\$ 527	\$	2,500
Floorplan Assistance Per Unit			\$ 600	\$	39,998.98
Advertising Credits Per Unit			\$ 125	\$	1,331,848
Total Washout PNVR (Adjusted for %s)			\$ 9,979	\$	1,371,847
Note: This does not include future Gross Opportunities					\$ 718,456



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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>
Additional NV Units	240
NV F&I Increase	\$ 830,926
PDI & Accesory Increase	\$ 123,828
UV Wholesale Increase	\$ (934,248)

UV Recon Increase	\$ 1,295,928
UV Retail PUVR Increase	\$ 8,717,256
Hard Pack Increase UV	\$ 2,952,000
Hard Pack Increase NV	\$ 144,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 2,552,004
OEM Incentives Increase	\$ 126,480
Floorplan Assistance Increase	\$ 144,000
Advertising Credit Increase	\$ 30,000
Front End Variance (from above)	\$ 479,988
Additional Income Variance	\$ 15,982,174
Total Variance	\$ 16,462,161
Total Projected Gross Profit	\$ 8,621,473





Projections

Data

Projected New Retail Deliveries YTD (units)	864
Average <u>Front End</u> Gross Profit PNVR	\$ 607
Annualized Yearly Front End Gross Profit Total	\$ 524,647



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 3,462	\$ 2,991,332
PDI & Accessory Sales PVR	\$ 1,032	X 50% Gross	\$ 516	\$ 445,781
Trade %	62%	# of Trades	535.7	535.7
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	80.4	80.4
Average Recon on U/C Trade	\$ 878	X 50% Gross	\$ 439	\$ 199,889
Average PUVR Wholesale			\$ (938)	\$ (75,370)
Average PUVR (Front and Back) on Trades			\$ 2,953	\$ 1,344,584
Hard Pack Per Unit UV			\$ 1,000	\$ 535,680
Hard Pack Per Unit NV			\$ 600	\$ 518,400

Doc Fee/ Admin Fee Per Unit	\$	800	\$	1,054,803
OEM Incentives Per Unit	\$	527	\$	455,328
Floorplan Assistance Per Unit	\$	600	\$	518,400
Advertising Credits Per Unit	\$	125	\$	108,000
Total Washout PNVR	\$	9,979	\$	8,621,473
Note: This does not include future Gross Opportunities				

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