

Current Data

New Retail Deliveries YTD (units)	109
Month of Year	1
Average # Retail Units Delivered Per Month	109
Total # Units Currently in Inventory	104
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,966
CURRENT Monthly Gross Profit	\$ 214,294
CURRENT Yearly Front End Gross Profit Total	\$ 2,571,528

Projection

	6.5
\$	2,000.0
	56
\$	112,667
\$	(101,627)
\$	1,352,000
\$	(1,219,528)

Additional Income

				Monthly
				(53)
Current New Vehicle F&I Average PVR		895		\$ (47,435)
PDI & Accessory Sales PVR	153	X 50% Gross	\$ 77	\$ (4,055)
Trade %	44%	# of Trades	(23.3)	\$ (2,309)

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	(7.7)	\$ (14,062)
Average Recon on U/C Trade	1800	X 50% Gross	\$ 900	\$ 9,625
Average PUVR Wholesale			\$ 300	\$ (15,624)
Average PUVR (Front and Back) on Trades			\$ (616)	\$ (53,000)
Hard Pack Per Unit UV			\$ 1,000	\$ (61,693)
Hard Pack Per Unit NV			\$ 1,000	\$ (31,800)
Doc Fee/ Admin Fee Per Unit			\$ 899	\$ (26,500)
OEM Incentives Per Unit			\$ 600	\$ (10,600)
Floorplan Assistance Per Unit			\$ 500	\$ (101,627.33)
Advertising Credits Per Unit			\$ 200	\$ (257,453)
Total Washout PNVR (Adjusted for %s)			\$ 6,969	\$ (359,081)
Note: This does not include future Gross Opportunities				\$ 392,576

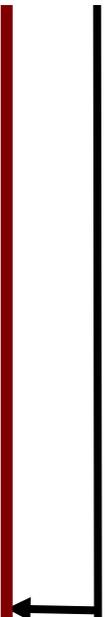


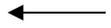
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additional NV Units	(636)
NV F&I Increase	\$ (569,220)
PDI & Accesory Increase	\$ (48,654)
UV Wholesale Increase	\$ (27,704)



UV Recon Increase	\$ (168,744)
UV Retail PUVR Increase	\$ 115,496
Hard Pack Increase UV	\$ (187,493)
Hard Pack Increase NV	\$ (636,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (740,320)
OEM Incentives Increase	\$ (381,600)
Floorplan Assistance Increase	\$ (318,000)
Advertising Credit Increase	\$ (127,200)
Front End Variance (from above)	\$ (1,219,528)
Additional Income Variance	\$ (3,089,439)
Total Variance	\$ (4,308,967)
Total Projected Gross Profit	\$ 4,710,914





Projections

Data

Projected New Retail Deliveries YTD (units)	676
Average <u>Front End</u> Gross Profit PNVR	\$ 1,966
Annualized Yearly Front End Gross Profit Total	\$ 1,329,016



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 895	\$ 605,020
PDI & Accessory Sales PVR	\$ 153	X 50% Gross	\$ 77	\$ 51,714
Trade %	44%	# of Trades	297.4	297.4
UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	98.2	98.2
Average Recon on U/C Trade	\$ 1,800	X 50% Gross	\$ 900	\$ 179,356
Average PUVR Wholesale			\$ 300	\$ 29,447
Average PUVR (Front and Back) on Trades			\$ (616)	\$ (122,759)
Hard Pack Per Unit UV			\$ 1,000	\$ 297,440
Hard Pack Per Unit NV			\$ 1,000	\$ 676,000
Doc Fee/ Admin Fee Per Unit			\$ 899	\$ 786,881

OEM Incentives Per Unit	\$	600	\$	405,600
Floorplan Assistance Per Unit	\$	500	\$	338,000
Advertising Credits Per Unit	\$	200	\$	135,200
Total Washout PNVR	\$	6,969	\$	4,710,914
Note: This does not include future Gross Opportunities				

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