

Current Data

New Retail Deliveries YTD (units)	70
Month of Year	4
Average # Retail Units Delivered Per Month	18
Total # Units Currently in Inventory	25
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,800
CURRENT Monthly Gross Profit	\$ 49,000
CURRENT Yearly Front End Gross Profit Total	\$ 588,000

Projection

	15.0
\$	3,000.0
	31
\$	93,750
\$	44,750
\$	1,125,000
\$	537,000

Additional Income

				Monthly
				14
Current New Vehicle F&I Average PVR		3400		\$ 47,600
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ 2,100
Trade %	57%	# of Trades	8.0	\$ 918

UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	1.8	\$	3,072
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$	21,506
Average PUVR Wholesale			\$ 500	\$	3,994
Average PUVR (Front and Back) on Trades			\$ 3,500	\$	9,100
Hard Pack Per Unit UV			\$ 650	\$	3,827
Hard Pack Per Unit NV			\$ 650	\$	28,000
Doc Fee/ Admin Fee Per Unit			\$ 190	\$	1,400
OEM Incentives Per Unit			\$ 2,000	\$	5,600
Floorplan Assistance Per Unit			\$ 100	\$	44,750.00
Advertising Credits Per Unit			\$ 400	\$	127,118
Total Washout PNVR (Adjusted for %s)			\$ 11,965	\$	171,868
Note: This does not include future Gross Opportunities				\$	373,908



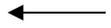
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additional NV Units	168
NV F&I Increase	\$ 571,200
PDI & Accesory Increase	\$ 25,200
UV Wholesale Increase	\$ 11,012



UV Recon Increase	\$ 36,868
UV Retail PUVR Increase	\$ 258,073
Hard Pack Increase UV	\$ 47,928
Hard Pack Increase NV	\$ 109,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 45,930
OEM Incentives Increase	\$ 336,000
Floorplan Assistance Increase	\$ 16,800
Advertising Credit Increase	\$ 67,200
Front End Variance (from above)	\$ 537,000
Additional Income Variance	\$ 1,525,411
Total Variance	\$ 2,062,411
Total Projected Gross Profit	\$ 4,486,890





Projections

Data

Projected New Retail Deliveries YTD (units)	375
Average <u>Front End</u> Gross Profit PNVR	\$ 2,800
Annualized Yearly Front End Gross Profit Total	\$ 1,050,000



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Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 3,400	\$ 1,275,000
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$ 56,250
Trade %	57%	# of Trades	213.7	213.7
UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	49.2	49.2
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 82,294
Average PUVR Wholesale			\$ 500	\$ 24,581
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 576,056
Hard Pack Per Unit UV			\$ 650	\$ 138,937
Hard Pack Per Unit NV			\$ 650	\$ 243,750
Doc Fee/ Admin Fee Per Unit			\$ 190	\$ 102,522

OEM Incentives Per Unit	\$ 2,000	\$ 750,000
Floorplan Assistance Per Unit	\$ 100	\$ 37,500
Advertising Credits Per Unit	\$ 400	\$ 150,000
Total Washout PNVR	\$ 11,965	\$ 4,486,890
Note: This does not include future Gross Opportunities		

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