

Current Data

New Retail Deliveries YTD (units)	251
Month of Year	3
Average # Retail Units Delivered Per Month	84
Total # Units Currently in Inventory	136
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	7.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,642
CURRENT Monthly Gross Profit	\$ 137,381
CURRENT Yearly Front End Gross Profit Total	\$ 1,648,568

Projection

	12.0
\$	2,100.0
	136
\$	285,600
\$	148,219
\$	3,427,200
\$	1,778,632

Additional Income

				Monthly
				53
Current New Vehicle F&I Average PVR		1445		\$ 76,585
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	40%	# of Trades	21.2	\$ 2,043

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	7.0	\$	14,204
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$	46,859
Average PUVR Wholesale			\$ 292	\$	8,522
Average PUVR (Front and Back) on Trades			\$ 3,299	\$	-
Hard Pack Per Unit UV			\$ 600	\$	10,081
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	148,219.33
Advertising Credits Per Unit			\$ -	\$	158,294
Total Washout PNVR (Adjusted for %s)			\$ 4,708	\$	306,513
Note: This does not include future Gross Opportunities				\$	640,271



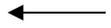
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additional NV Units	636
NV F&I Increase	\$ 919,020
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 24,514

UV Recon Increase	\$ 170,448
UV Retail PUVR Increase	\$ 562,308
Hard Pack Increase UV	\$ 102,269
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 120,967
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 1,778,632
Additional Income Variance	\$ 1,899,526
Total Variance	\$ 3,678,158
Total Projected Gross Profit	\$ 7,683,254





Projections

Data	Projected New Retail Deliveries YTD (units)	1,632
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,642
	Annualized Yearly Front End Gross Profit Total	\$ 2,679,744



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Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,445	\$ 2,358,240
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	40%	# of Trades	652.8	652.8
UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	215.4	215.4
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$ 437,376
Average PUVR Wholesale			\$ 292	\$ 62,904
Average PUVR (Front and Back) on Trades			\$ 3,299	\$ 1,442,903
Hard Pack Per Unit UV			\$ 600	\$ 391,680
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 310,406

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 4,708	\$ 7,683,254
Note: This does not include future Gross Opportunities		

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