

Current Data

New Retail Deliveries YTD (units)	1,510
Month of Year	11
Average # Retail Units Delivered Per Month	137
Total # Units Currently in Inventory	22
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	74.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 5
CURRENT Monthly Gross Profit	\$ 686
CURRENT Yearly Front End Gross Profit Total	\$ 8,236

Projection

	30.0
\$	200.0
	55
\$	11,000
\$	10,314
\$	132,000
\$	123,764

Additional Income

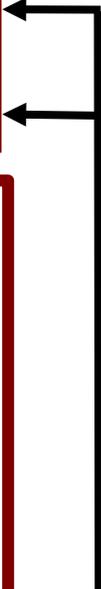
				Monthly
				(83)
Current New Vehicle F&I Average PVR		862		\$ (71,546)
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1800	X 50% Gross	\$ 900	\$ -
Average PUVR Wholesale			\$ (40)	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,175	\$ (24,900)
Hard Pack Per Unit UV			\$ 1,000	\$ (14,525)
Hard Pack Per Unit NV			\$ 300	\$ (199,200)
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ (33,200)
OEM Incentives Per Unit			\$ 2,400	\$ (67,977)
Floorplan Assistance Per Unit			\$ 400	\$ 10,313.64
Advertising Credits Per Unit			\$ 819	\$ (411,348)
Total Washout PNVR (Adjusted for %s)			\$ 4,961	\$ (401,034)
Note: This does not include future Gross Opportunities				\$ 272,855



ns	
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	(996)
NV F&I Increase	\$ (858,552)
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -



UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ (298,800)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (174,300)
OEM Incentives Increase	\$ (2,390,400)
Floorplan Assistance Increase	\$ (398,400)
Advertising Credit Increase	\$ (815,724)
Front End Variance (from above)	\$ 123,764
Additional Income Variance	\$ (4,936,176)
Total Variance	\$ (4,812,412)
Total Projected Gross Profit	\$ 3,274,260





Projections

Data

Projected New Retail Deliveries YTD (units)	660
Average <u>Front End</u> Gross Profit PNVR	\$ 5
Annualized Yearly Front End Gross Profit Total	\$ 3,300



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 862	\$ 568,920
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,800	X 50% Gross	\$ 900	\$ -
Average PUVR Wholesale			\$ (40)	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,175	\$ -
Hard Pack Per Unit UV			\$ 1,000	\$ -
Hard Pack Per Unit NV			\$ 300	\$ 198,000

Doc Fee/ Admin Fee Per Unit	\$ 175	\$ 115,500
OEM Incentives Per Unit	\$ 2,400	\$ 1,584,000
Floorplan Assistance Per Unit	\$ 400	\$ 264,000
Advertising Credits Per Unit	\$ 819	\$ 540,540
Total Washout PNVR	\$ 4,961	\$ 3,274,260
Note: This does not include future Gross Opportunities		

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