

Current Data

New Retail Deliveries YTD (units)	500
Month of Year	8
Average # Retail Units Delivered Per Month	63
Total # Units Currently in Inventory	201
Months Supply "In Units"	3.2
CURRENT Inventory Turn Rate	3.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 986
CURRENT Monthly Gross Profit	\$ 61,625
CURRENT Yearly Front End Gross Profit Total	\$ 739,500



Projection

	5.0
\$	1,036.0
	84
\$	86,765
\$	25,140
\$	1,041,180
\$	301,680

Additional Income

				Monthly
				22
Current New Vehicle F&I Average PVR			778	\$ 17,116
PDI & Accessory Sales PVR	190	X 50% Gross	\$ 95	\$ 2,090
Trade %	36%	# of Trades	7.9	\$ 4,053

UV Immediate Wholesale %	48%	# of Trades Immediate Wholesaled	3.8	\$	1,396
Average Recon on U/C Trade	678	X 50% Gross	\$ 339	\$	9,864
Average PUVR Wholesale			\$ 1,066	\$	824
Average PUVR (Front and Back) on Trades			\$ 2,395	\$	-
Hard Pack Per Unit UV			\$ 200	\$	6,503
Hard Pack Per Unit NV			\$ -	\$	36,520
Doc Fee/ Admin Fee Per Unit			\$ 249	\$	17,600
OEM Incentives Per Unit			\$ 1,660	\$	15,400
Floorplan Assistance Per Unit			\$ 800	\$	25,140.00
Advertising Credits Per Unit			\$ 700	\$	111,365
				\$	136,505
Note: This does not include future Gross Opportunities				\$	198,130

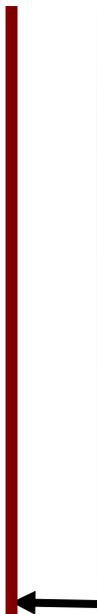
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	264
NV F&I Increase	\$ 205,392
PDI & Accesory Increase	\$ 25,080
UV Wholesale Increase	\$ 48,630

UV Recon Increase	\$	16,754
UV Retail PUVR Increase	\$	118,363
Hard Pack Increase UV	\$	9,884
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	78,042
OEM Incentives Increase	\$	438,240
Floorplan Assistance Increase	\$	211,200
Advertising Credit Increase	\$	184,800
Front End Variance (from above)	\$	301,680
Total Additional Income	\$	1,336,384
Total Variance	\$	1,638,064
Total Projected Gross (Variance + Current)	\$	2,377,564





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 778	\$ 389,000
PDI & Accessory Sales PVR	\$ 190	X 50% Gross	\$ 95	\$ 47,500
Trade %	36%	# of Trades	180.0	180.0

UV Immediate Wholesale %	48%	# of Trades Immediate Wholesaled	86.4	86.4
Average Recon on U/C Trade	\$ 678	X 50% Gross	\$ 339	\$ 61,020
Average PUVR Wholesale			\$ 1,066	\$ 92,102
Average PUVR (Front and Back) on Trades			\$ 2,395	\$ 224,172
Hard Pack Per Unit UV			\$ 200	\$ 18,720
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 249	\$ 147,806
OEM Incentives Per Unit			\$ 1,660	\$ 830,000
Floorplan Assistance Per Unit			\$ 800	\$ 400,000
Advertising Credits Per Unit			\$ 700	\$ 350,000
Total Washout PNVR			\$ 6,600	\$ 2,560,321
Note: This does not include future Gross Opportunities				

