

Current Data

New Retail Deliveries YTD (units)	472
Month of Year	9
Average # Retail Units Delivered Per Month	52
Total # Units Currently in Inventory	95
Months Supply "In Units"	1.8
CURRENT Inventory Turn Rate	6.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,128
CURRENT Monthly Gross Profit	\$ 111,602
CURRENT Yearly Front End Gross Profit Total	\$ 1,339,221



Projection

	6.0
\$	2,500.0
	48
\$	118,750
\$	7,148
\$	1,425,000
\$	85,779

Additional Income

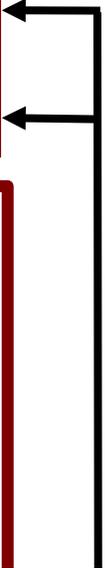
				Monthly
				(5)
Current New Vehicle F&I Average PVR		1261		\$ (6,305)
PDI & Accessory Sales PVR	183	X 50% Gross	\$ 92	\$ (458)
Trade %	60%	# of Trades	(3.0)	\$ -

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	(0.9)	\$ (525)
Average Recon on U/C Trade	500	X 50% Gross	\$ 250	\$ (7,247)
Average PUVR Wholesale				\$ (2,730)
Average PUVR (Front and Back) on Trades			\$ 3,451	\$ (6,500)
Hard Pack Per Unit UV			\$ 1,300	\$ (2,336)
Hard Pack Per Unit NV			\$ 1,300	\$ (3,065)
Doc Fee/ Admin Fee Per Unit			\$ 329	\$ (4,285)
OEM Incentives Per Unit			\$ 613	\$ (3,065)
Floorplan Assistance Per Unit			\$ 857	\$ 7,148.22
Advertising Credits Per Unit			\$ 613	\$ (36,516)
				\$ (29,367)
Note: This does not include future Gross Opportunities				\$ 82,235

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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>
Additonal NV Units	(60)
NV F&I Increase	\$ (75,660)
PDI & Accesory Increase	\$ (5,490)
UV Wholesale Increase	\$ -



UV Recon Increase	\$ (6,300)
UV Retail PUVR Increase	\$ (86,965)
Hard Pack Increase UV	\$ (32,760)
Hard Pack Increase NV	\$ (78,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (28,031)
OEM Incentives Increase	\$ (36,780)
Floorplan Assistance Increase	\$ (51,420)
Advertising Credit Increase	\$ (36,780)
Front End Variance (from above)	\$ 85,779
Total Additional Income	\$ (438,186)
Total Variance	\$ (352,407)
Total Projected Gross (Variance + Current)	\$ 986,814





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,261	\$ 595,192
PDI & Accessory Sales PVR	\$ 183	X 50% Gross	\$ 92	\$ 43,188
Trade %	60%	# of Trades	283.2	283.2

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	85.0	85.0
Average Recon on U/C Trade	\$ 500	X 50% Gross	\$ 250	\$ 70,800
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,451	\$ 684,126
Hard Pack Per Unit UV			\$ 1,300	\$ 257,712
Hard Pack Per Unit NV			\$ 1,300	\$ 613,600
Doc Fee/ Admin Fee Per Unit			\$ 329	\$ 220,509
OEM Incentives Per Unit			\$ 613	\$ 289,336
Floorplan Assistance Per Unit			\$ 857	\$ 404,504
Advertising Credits Per Unit			\$ 613	\$ 289,336
Total Washout PNVR			\$ 10,185	\$ 3,468,303
Note: This does not include future Gross Opportunities				

