

Current Data

New Retail Deliveries YTD (units)	823
Month of Year	10
Average # Retail Units Delivered Per Month	82
Total # Units Currently in Inventory	348
Months Supply "In Units"	4.2
CURRENT Inventory Turn Rate	2.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,565
CURRENT Monthly Gross Profit	\$ 128,800
CURRENT Yearly Front End Gross Profit Total	\$ 1,545,594



Projection

	5.0
\$	1,350.0
	145
\$	195,750
\$	66,951
\$	2,349,000
\$	803,406

Additional Income

				Monthly
				63
Current New Vehicle F&I Average PVR		836	\$ 52,668	
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	0	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV				\$ 9,702
Hard Pack Per Unit NV				\$ 40,930
Doc Fee/ Admin Fee Per Unit			\$ 154	\$ 40,530
OEM Incentives Per Unit			\$ 650	\$ 10,687
Floorplan Assistance Per Unit			\$ 643	\$ 66,950.50
Advertising Credits Per Unit			\$ 170	\$ 154,517
				\$ 221,467
Note: This does not include future Gross Opportunities				\$ 350,267

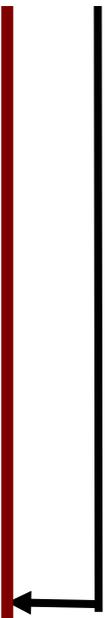
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ns	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	756
NV F&I Increase	\$ 632,016
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 116,424
OEM Incentives Increase	\$ 491,158
Floorplan Assistance Increase	\$ 486,365
Advertising Credit Increase	\$ 128,240
Front End Variance (from above)	\$ 803,406
Total Additional Income	\$ 1,854,203
Total Variance	\$ 2,657,609
Total Projected Gross (Variance + Current)	\$ 4,203,203





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CURRENT Yearly Front End Gross Profit Total	\$ 1,545,594



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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 836	\$ 688,028
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	\$ -	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 154	\$ 126,742
OEM Incentives Per Unit			\$ 650	\$ 534,687
Floorplan Assistance Per Unit			\$ 643	\$ 529,469
Advertising Credits Per Unit			\$ 170	\$ 139,605
Total Washout PNVR			\$ 4,331	\$ 2,018,531
Note: This does not include future Gross Opportunities				

