

Current Data

New Retail Deliveries YTD (units)	873
Month of Year	10
Average # Retail Units Delivered Per Month	87
Total # Units Currently in Inventory	219
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,025
CURRENT Monthly Gross Profit	\$ 264,084
CURRENT Yearly Front End Gross Profit Total	\$ 3,169,011



Projection

	6.0
\$	2,750.0
	110
\$	301,125
\$	37,041
\$	3,613,500
\$	444,489

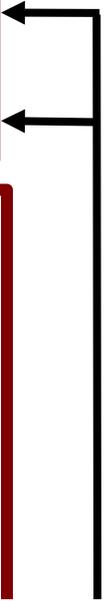
Additional Income

				Monthly
				23
Current New Vehicle F&I Average PVR			1053	\$ 24,219
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	60%	# of Trades	13.8	\$ 6,894

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	5.5	\$	5,697
Average Recon on U/C Trade	1376	X 50% Gross	\$ 688	\$	24,840
Average PUVR Wholesale			\$ 1,249	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,000	\$	-
Hard Pack Per Unit UV			\$ -	\$	6,225
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 199	\$	12,098
OEM Incentives Per Unit			\$ -	\$	4,393
Floorplan Assistance Per Unit			\$ 526	\$	37,040.75
Advertising Credits Per Unit			\$ 191	\$	84,366
				\$	121,407
Note: This does not include future Gross Opportunities				\$	385,491

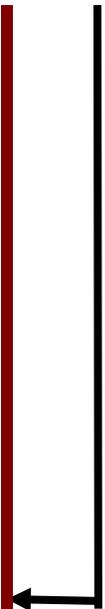
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	276
NV F&I Increase	\$ 290,628
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 82,734

UV Recon Increase	\$ 68,360
UV Retail PUVR Increase	\$ 298,080
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 74,697
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 145,176
Advertising Credit Increase	\$ 52,716
Front End Variance (from above)	\$ 444,489
Total Additional Income	\$ 1,012,390
Total Variance	\$ 1,456,879
Total Projected Gross (Variance + Current)	\$ 4,625,890





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,053	\$ 919,269
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	60%	# of Trades	523.8	523.8

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	209.5	209.5
Average Recon on U/C Trade	\$ 1,376	X 50% Gross	\$ 688	\$ 360,374
Average PUVR Wholesale			\$ 1,249	\$ 261,690
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 942,840
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 199	\$ 236,269
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 526	\$ 459,198
Advertising Credits Per Unit			\$ 191	\$ 166,743
Total Washout PNVR			\$ 7,463	\$ 3,346,384
Note: This does not include future Gross Opportunities				

