

Current Data

New Retail Deliveries YTD (units)	445
Month of Year	12
Average # Retail Units Delivered Per Month	37
Total # Units Currently in Inventory	114
Months Supply "In Units"	3.1
CURRENT Inventory Turn Rate	3.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ (388)
CURRENT Monthly Gross Profit	\$ (14,388)
CURRENT Yearly Front End Gross Profit Total	\$ (172,660)



Projection

	7.0
\$	500.0
	67
\$	33,250
\$	47,638
\$	399,000
\$	571,660

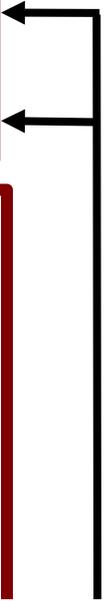
Additional Income

				Monthly
				30
Current New Vehicle F&I Average PVR			1368	\$ 41,040
PDI & Accessory Sales PVR	280	X 50% Gross	\$ 140	\$ 4,200
Trade %	20%	# of Trades	6.0	\$ 2,250

UV Immediate Wholesale %	75%	# of Trades Immediate Wholesaled	4.5	\$	600
Average Recon on U/C Trade	800	X 50% Gross	\$ 400	\$	1,050
Average PUVR Wholesale			\$ 500	\$	750
Average PUVR (Front and Back) on Trades			\$ 700	\$	7,500
Hard Pack Per Unit UV			\$ 500	\$	13,388
Hard Pack Per Unit NV			\$ 250	\$	49,200
Doc Fee/ Admin Fee Per Unit			\$ 425	\$	-
OEM Incentives Per Unit			\$ 1,640	\$	9,000
Floorplan Assistance Per Unit			\$ -	\$	47,638.33
Advertising Credits Per Unit			\$ 300	\$	128,978
				\$	176,616
Note: This does not include future Gross Opportunities				\$	162,228

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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	360
NV F&I Increase	\$ 492,480
PDI & Accesory Increase	\$ 50,400
UV Wholesale Increase	\$ 27,000

UV Recon Increase	\$ 7,200
UV Retail PUVR Increase	\$ 12,600
Hard Pack Increase UV	\$ 9,000
Hard Pack Increase NV	\$ 90,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 160,650
OEM Incentives Increase	\$ 590,400
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 108,000
Front End Variance (from above)	\$ 571,660
Total Additional Income	\$ 1,547,730
Total Variance	\$ 2,119,390
Total Projected Gross (Variance + Current)	\$ 1,946,730





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,368	\$ 608,760
PDI & Accessory Sales PVR	\$ 280	X 50% Gross	\$ 140	\$ 62,300
Trade %	20%	# of Trades	89.0	89.0

UV Immediate Wholesale %	75%	# of Trades Immediate Wholesaled	66.8	66.8
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ 35,600
Average PUVR Wholesale			\$ 500	\$ 33,375
Average PUVR (Front and Back) on Trades			\$ 700	\$ 15,575
Hard Pack Per Unit UV			\$ 500	\$ 11,125
Hard Pack Per Unit NV			\$ 250	\$ 111,250
Doc Fee/ Admin Fee Per Unit			\$ 425	\$ 198,581
OEM Incentives Per Unit			\$ 1,640	\$ 729,800
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 300	\$ 133,500
Total Washout PNVR			\$ 3,971	\$ 1,939,866
Note: This does not include future Gross Opportunities				

