

Current Data

New Retail Deliveries YTD (units)	687
Month of Year	12
Average # Retail Units Delivered Per Month	57
Total # Units Currently in Inventory	161
Months Supply "In Units"	2.8
CURRENT Inventory Turn Rate	4.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,054
CURRENT Monthly Gross Profit	\$ 117,592
CURRENT Yearly Front End Gross Profit Total	\$ 1,411,098



Projection

	5.0
\$	2,054.0
	67
\$	137,789
\$	20,198
\$	1,653,470
\$	242,372

Additional Income

				Monthly
				10
Current New Vehicle F&I Average PVR			1331	\$ 13,310
PDI & Accessory Sales PVR	230	X 50% Gross	\$ 115	\$ 1,150
Trade %	40%	# of Trades	4.0	\$ 300

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.6	\$	1,360
Average Recon on U/C Trade	800	X 50% Gross	\$ 400	\$	7,096
Average PUVR Wholesale			\$ 500	\$	2,550
Average PUVR (Front and Back) on Trades			\$ 2,087	\$	1,500
Hard Pack Per Unit UV			\$ 750	\$	4,060
Hard Pack Per Unit NV			\$ 150	\$	10,000
Doc Fee/ Admin Fee Per Unit			\$ 303	\$	7,210
OEM Incentives Per Unit			\$ 1,000	\$	2,120
Floorplan Assistance Per Unit			\$ 721	\$	20,197.67
Advertising Credits Per Unit			\$ 212	\$	50,656
				\$	70,854
Note: This does not include future Gross Opportunities				\$	188,445

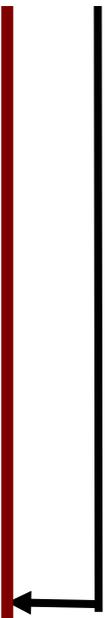
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	120
NV F&I Increase	\$ 159,720
PDI & Accesory Increase	\$ 13,800
UV Wholesale Increase	\$ 3,600

UV Recon Increase	\$ 16,320
UV Retail PUVR Increase	\$ 85,150
Hard Pack Increase UV	\$ 30,600
Hard Pack Increase NV	\$ 18,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 48,722
OEM Incentives Increase	\$ 120,000
Floorplan Assistance Increase	\$ 86,520
Advertising Credit Increase	\$ 25,440
Front End Variance (from above)	\$ 242,372
Total Additional Income	\$ 607,872
Total Variance	\$ 850,244
Total Projected Gross (Variance + Current)	\$ 2,261,342





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,331	\$ 914,397
PDI & Accessory Sales PVR	\$ 230	X 50% Gross	\$ 115	\$ 79,005
Trade %	40%	# of Trades	274.8	274.8

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	41.2	41.2
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ 109,920
Average PUVR Wholesale			\$ 500	\$ 20,610
Average PUVR (Front and Back) on Trades			\$ 2,087	\$ 487,481
Hard Pack Per Unit UV			\$ 750	\$ 175,185
Hard Pack Per Unit NV			\$ 150	\$ 103,050
Doc Fee/ Admin Fee Per Unit			\$ 303	\$ 278,936
OEM Incentives Per Unit			\$ 1,000	\$ 687,000
Floorplan Assistance Per Unit			\$ 721	\$ 495,327
Advertising Credits Per Unit			\$ 212	\$ 145,644
Total Washout PNVR			\$ 7,144	\$ 3,496,555
Note: This does not include future Gross Opportunities				

