

Current Data

New Retail Deliveries YTD (units)	83
Month of Year	2
Average # Retail Units Delivered Per Month	42
Total # Units Currently in Inventory	82
Months Supply "In Units"	2.0
CURRENT Inventory Turn Rate	6.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 30
CURRENT Monthly Gross Profit	\$ 1,245
CURRENT Yearly Front End Gross Profit Total	\$ 14,940



Projection

	7.0
\$	165.0
	48
\$	7,893
\$	6,648
\$	94,710
\$	79,770

Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR			432	\$ 3,024
PDI & Accessory Sales PVR	79.6	X 50% Gross	\$ 40	\$ 279
Trade %	40%	# of Trades	2.8	\$ 237

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	0.8	\$	1,329
Average Recon on U/C Trade	1356	X 50% Gross	\$ 678	\$	1,417
Average PUVR Wholesale			\$ 282	\$	1,490
Average PUVR (Front and Back) on Trades			\$ 723	\$	5,320
Hard Pack Per Unit UV			\$ 760	\$	4,919
Hard Pack Per Unit NV			\$ 760	\$	7,000
Doc Fee/ Admin Fee Per Unit			\$ 549	\$	3,045
OEM Incentives Per Unit			\$ 1,000	\$	1,750
Floorplan Assistance Per Unit			\$ 435	\$	6,647.50
Advertising Credits Per Unit			\$ 250	\$	29,809
				\$	36,457
Note: This does not include future Gross Opportunities				\$	37,702

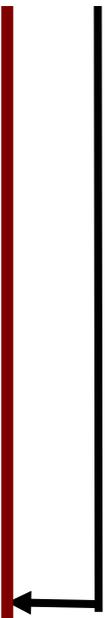
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	84
NV F&I Increase	\$ 36,288
PDI & Accesory Increase	\$ 3,343
UV Wholesale Increase	\$ 2,843

UV Recon Increase	\$	15,947
UV Retail PUVR Increase	\$	17,007
Hard Pack Increase UV	\$	17,875
Hard Pack Increase NV	\$	63,840
Doc Fee/Admin Fee/ Service Charge Increase	\$	59,028
OEM Incentives Increase	\$	84,000
Floorplan Assistance Increase	\$	36,540
Advertising Credit Increase	\$	21,000
Front End Variance (from above)	\$	79,770
Total Additional Income	\$	357,711
Total Variance	\$	437,481
Total Projected Gross (Variance + Current)	\$	452,421





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 432	\$ 35,856
PDI & Accessory Sales PVR	\$ 80	X 50% Gross	\$ 40	\$ 3,303
Trade %	40%	# of Trades	33.2	33.2

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	10.0	10.0
Average Recon on U/C Trade	\$ 1,356	X 50% Gross	\$ 678	\$ 22,510
Average PUVR Wholesale			\$ 282	\$ 2,809
Average PUVR (Front and Back) on Trades			\$ 723	\$ 16,805
Hard Pack Per Unit UV			\$ 760	\$ 17,662
Hard Pack Per Unit NV			\$ 760	\$ 63,080
Doc Fee/ Admin Fee Per Unit			\$ 549	\$ 58,326
OEM Incentives Per Unit			\$ 1,000	\$ 83,000
Floorplan Assistance Per Unit			\$ 435	\$ 36,105
Advertising Credits Per Unit			\$ 250	\$ 20,750
Total Washout PNVR			\$ 4,520	\$ 360,205
Note: This does not include future Gross Opportunities				

