

Current Data

New Retail Deliveries YTD (units)	515
Month of Year	12
Average # Retail Units Delivered Per Month	43
Total # Units Currently in Inventory	108
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ -
CURRENT Monthly Gross Profit	\$ -
CURRENT Yearly Front End Gross Profit Total	\$ -



Projection

	6.5
\$	-
	59
\$	-
\$	-
\$	-
\$	-

Additional Income

				<u>Monthly</u>
				16
Current New Vehicle F&I Average PVR			1300	\$ 20,800
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 1,800
Trade %	53%	# of Trades	8.5	\$ -

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	4.2	\$	5,872
Average Recon on U/C Trade	2770	X 50% Gross	\$ 1,385	\$	6,360
Average PUVR Wholesale			\$ -	\$	-
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	5,200
Hard Pack Per Unit UV			\$ -	\$	9,108
Hard Pack Per Unit NV			\$ 325	\$	63,408
Doc Fee/ Admin Fee Per Unit			\$ 450	\$	-
OEM Incentives Per Unit			\$ 3,963	\$	-
Floorplan Assistance Per Unit			\$ -	\$	-
Advertising Credits Per Unit			\$ -	\$	112,548
				\$	112,548
Note: This does not include future Gross Opportunities				\$	112,548

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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>
Additional NV Units	192
NV F&I Increase	\$ 249,600
PDI & Accesory Increase	\$ 21,600
UV Wholesale Increase	\$ -



UV Recon Increase	\$	70,469
UV Retail PUVR Increase	\$	76,320
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	62,400
Doc Fee/Admin Fee/ Service Charge Increase	\$	109,296
OEM Incentives Increase	\$	760,896
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	-
Total Additional Income	\$	1,350,581
Total Variance	\$	1,350,581
Total Projected Gross (Variance + Current)	\$	1,350,581



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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,300	\$ 669,500
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 57,938
Trade %	53%	# of Trades	273.0	273.0

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	136.5	136.5
Average Recon on U/C Trade	\$ 2,770	X 50% Gross	\$ 1,385	\$ 378,036
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 204,713
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ 325	\$ 167,375
Doc Fee/ Admin Fee Per Unit			\$ 450	\$ 293,164
OEM Incentives Per Unit			\$ 3,963	\$ 2,040,945
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
Total Washout PNVR			\$ 7,401	\$ 3,811,670
Note: This does not include future Gross Opportunities				