

Current Data

New Retail Deliveries YTD (units)	72
Month of Year	3
Average # Retail Units Delivered Per Month	24
Total # Units Currently in Inventory	47
Months Supply "In Units"	2.0
CURRENT Inventory Turn Rate	6.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,190
CURRENT Monthly Gross Profit	\$ 52,560
CURRENT Yearly Front End Gross Profit Total	\$ 630,720



Projection

	8.0
\$	2,190.0
	31
\$	68,620
\$	16,060
\$	823,440
\$	192,720

Additional Income

				Monthly
				8
Current New Vehicle F&I Average PVR			2316	\$ 18,528
PDI & Accessory Sales PVR	900	X 50% Gross	\$ 450	\$ 3,600
Trade %	64%	# of Trades	5.1	\$ 170

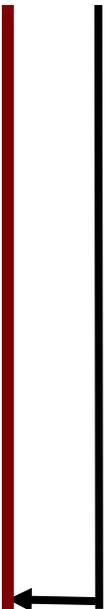
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.3	\$	3,787
Average Recon on U/C Trade	1557	X 50% Gross	\$ 779	\$	14,986
Average PUVR Wholesale			\$ 663	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,081	\$	-
Hard Pack Per Unit UV				\$	9,635
Hard Pack Per Unit NV				\$	44,664
Doc Fee/ Admin Fee Per Unit			\$ 749	\$	6,407
OEM Incentives Per Unit			\$ 5,583	\$	5,696
Floorplan Assistance Per Unit			\$ 801	\$	16,060.00
Advertising Credits Per Unit			\$ 712	\$	107,472
				\$	123,532
Note: This does not include future Gross Opportunities				\$	176,092

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ns	
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	96
NV F&I Increase	\$ 222,336
PDI & Accesory Increase	\$ 43,200
UV Wholesale Increase	\$ 2,037

UV Recon Increase	\$ 45,439
UV Retail PUVR Increase	\$ 179,832
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 115,622
OEM Incentives Increase	\$ 535,968
Floorplan Assistance Increase	\$ 76,886
Advertising Credit Increase	\$ 68,346
Front End Variance (from above)	\$ 192,720
Total Additional Income	\$ 1,289,666
Total Variance	\$ 1,482,386
Total Projected Gross (Variance + Current)	\$ 2,113,106





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,316	\$ 166,752
PDI & Accessory Sales PVR	\$ 900	X 50% Gross	\$ 450	\$ 32,400
Trade %	64%	# of Trades	46.1	46.1

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	2.3	2.3
Average Recon on U/C Trade	\$ 1,557	X 50% Gross	\$ 779	\$ 35,873
Average PUVR Wholesale			\$ 663	\$ 1,528
Average PUVR (Front and Back) on Trades			\$ 3,081	\$ 134,874
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 749	\$ 86,716
OEM Incentives Per Unit			\$ 5,583	\$ 401,976
Floorplan Assistance Per Unit			\$ 801	\$ 57,665
Advertising Credits Per Unit			\$ 712	\$ 51,260
Total Washout PNVR			\$ 22,219	\$ 969,043
Note: This does not include future Gross Opportunities				

