

Current Data

New Retail Deliveries YTD (units)	179
Month of Year	3
Average # Retail Units Delivered Per Month	60
Total # Units Currently in Inventory	113
Months Supply "In Units"	1.9
CURRENT Inventory Turn Rate	6.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,693
CURRENT Monthly Gross Profit	\$ 101,016
CURRENT Yearly Front End Gross Profit Total	\$ 1,212,188



Projection

	8.0
\$	1,300.0
	75
\$	97,933
\$	(3,082)
\$	1,175,200
\$	(36,988)

Additional Income

				Monthly
				16
Current New Vehicle F&I Average PVR			1181	\$ 18,896
PDI & Accessory Sales PVR	7312	X 50% Gross	\$ 3,656	\$ 58,496
Trade %	47%	# of Trades	7.5	\$ 130

UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.1	\$	5,074
Average Recon on U/C Trade	1363	X 50% Gross	\$ 682	\$	20,845
Average PUVR Wholesale			\$ 1,731	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,800	\$	-
Hard Pack Per Unit UV			\$ -	\$	3,517
Hard Pack Per Unit NV			\$ -	\$	2,176
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	6,808
OEM Incentives Per Unit			\$ 136	\$	896
Floorplan Assistance Per Unit			\$ 426	\$	(3,082.33)
Advertising Credits Per Unit			\$ 56	\$	116,838
				\$	113,756
Note: This does not include future Gross Opportunities				\$	214,771

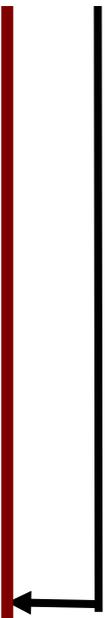
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	192
NV F&I Increase	\$ 226,752
PDI & Accesory Increase	\$ 701,952
UV Wholesale Increase	\$ 1,562

UV Recon Increase	\$ 60,884
UV Retail PUVR Increase	\$ 250,145
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 42,201
OEM Incentives Increase	\$ 26,112
Floorplan Assistance Increase	\$ 81,696
Advertising Credit Increase	\$ 10,752
Front End Variance (from above)	\$ (36,988)
Total Additional Income	\$ 1,402,056
Total Variance	\$ 1,365,068
Total Projected Gross (Variance + Current)	\$ 2,577,256





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,181	\$ 211,399
PDI & Accessory Sales PVR	\$ 7,312	X 50% Gross	\$ 3,656	\$ 654,424
Trade %	47%	# of Trades	84.1	84.1

UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.8	0.8
Average Recon on U/C Trade	\$ 1,363	X 50% Gross	\$ 682	\$ 57,335
Average PUVR Wholesale			\$ 1,731	\$ 1,456
Average PUVR (Front and Back) on Trades			\$ 2,800	\$ 233,208
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 39,343
OEM Incentives Per Unit			\$ 136	\$ 24,344
Floorplan Assistance Per Unit			\$ 426	\$ 76,165
Advertising Credits Per Unit			\$ 56	\$ 10,024
Total Washout PNVR			\$ 14,078	\$ 1,307,698
Note: This does not include future Gross Opportunities				

