

Current Data

New Retail Deliveries YTD (units)	244
Month of Year	4
Average # Retail Units Delivered Per Month	61
Total # Units Currently in Inventory	218
Months Supply "In Units"	3.6
CURRENT Inventory Turn Rate	3.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 361
CURRENT Monthly Gross Profit	\$ 22,021
CURRENT Yearly Front End Gross Profit Total	\$ 264,252



Projection

	9.0
\$	365.0
	164
\$	59,678
\$	37,657
\$	716,130
\$	451,878

Additional Income

				Monthly
				103
Current New Vehicle F&I Average PVR			1450	\$ 149,350
PDI & Accessory Sales PVR	185	X 50% Gross	\$ 93	\$ 9,528
Trade %	40%	# of Trades	41.2	\$ 3,955

UV Immediate Wholesale %	8%	# of Trades Immediate Wholesaled	3.3	\$	10,424
Average Recon on U/C Trade	550	X 50% Gross	\$ 275	\$	142,140
Average PUVR Wholesale			\$ 1,200	\$	11,371
Average PUVR (Front and Back) on Trades			\$ 3,750	\$	30,900
Hard Pack Per Unit UV			\$ 300	\$	98,492
Hard Pack Per Unit NV			\$ 300	\$	24,617
Doc Fee/ Admin Fee Per Unit			\$ 699	\$	51,191
OEM Incentives Per Unit			\$ 239	\$	24,308
Floorplan Assistance Per Unit			\$ 497	\$	37,656.50
Advertising Credits Per Unit			\$ 236	\$	556,275
				\$	593,932
Note: This does not include future Gross Opportunities				\$	615,953

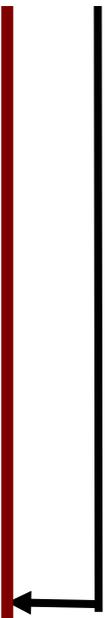
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	1,236
NV F&I Increase	\$ 1,792,200
PDI & Accesory Increase	\$ 114,330
UV Wholesale Increase	\$ 47,462

UV Recon Increase	\$ 125,083
UV Retail PUVR Increase	\$ 1,705,680
Hard Pack Increase UV	\$ 136,454
Hard Pack Increase NV	\$ 370,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 1,181,903
OEM Incentives Increase	\$ 295,404
Floorplan Assistance Increase	\$ 614,292
Advertising Credit Increase	\$ 291,696
Front End Variance (from above)	\$ 451,878
Total Additional Income	\$ 6,675,305
Total Variance	\$ 7,127,183
Total Projected Gross (Variance + Current)	\$ 7,391,435





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CURRENT Inventory Turn Rate	3.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 361
CURRENT Monthly Gross Profit	\$ 22,021
CURRENT Yearly Front End Gross Profit Total	\$ 264,252



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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,450	\$ 353,800
PDI & Accessory Sales PVR	\$ 185	X 50% Gross	\$ 93	\$ 22,570
Trade %	40%	# of Trades	97.6	97.6

UV Immediate Wholesale %	8%	# of Trades Immediate Wholesaled	7.8	7.8
Average Recon on U/C Trade	\$ 550	X 50% Gross	\$ 275	\$ 26,840
Average PUVR Wholesale			\$ 1,200	\$ 9,370
Average PUVR (Front and Back) on Trades			\$ 3,750	\$ 336,720
Hard Pack Per Unit UV			\$ 300	\$ 26,938
Hard Pack Per Unit NV			\$ 300	\$ 73,200
Doc Fee/ Admin Fee Per Unit			\$ 699	\$ 233,321
OEM Incentives Per Unit			\$ 239	\$ 58,316
Floorplan Assistance Per Unit			\$ 497	\$ 121,268
Advertising Credits Per Unit			\$ 236	\$ 57,584
Total Washout PNVR			\$ 6,493	\$ 1,319,926
Note: This does not include future Gross Opportunities				

