

Current Data

New Retail Deliveries YTD (units)	695
Month of Year	12
Average # Retail Units Delivered Per Month	58
Total # Units Currently in Inventory	12
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	57.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,850
CURRENT Monthly Gross Profit	\$ 222,979
CURRENT Yearly Front End Gross Profit Total	\$ 2,675,750



Projection

	75.0
\$	4,500.0
	75
\$	337,500
\$	114,521
\$	4,050,000
\$	1,374,250

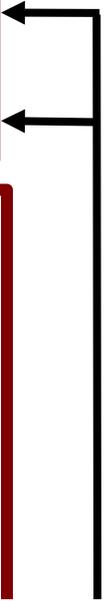
Additional Income

				Monthly
				18
Current New Vehicle F&I Average PVR			1950	\$ 35,100
PDI & Accessory Sales PVR	175	X 50% Gross	\$ 88	\$ 1,575
Trade %	68%	# of Trades	12.2	\$ 7,053

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	3.1	\$	9,180
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$	32,910
Average PUVR Wholesale			\$ 2,305	\$	2,479
Average PUVR (Front and Back) on Trades			\$ 3,585	\$	1,170
Hard Pack Per Unit UV			\$ 270	\$	8,127
Hard Pack Per Unit NV			\$ 65	\$	9,000
Doc Fee/ Admin Fee Per Unit			\$ 299	\$	-
OEM Incentives Per Unit			\$ 500	\$	4,500
Floorplan Assistance Per Unit				\$	114,520.83
Advertising Credits Per Unit			\$ 250	\$	111,094
				\$	225,615
Note: This does not include future Gross Opportunities				\$	448,594

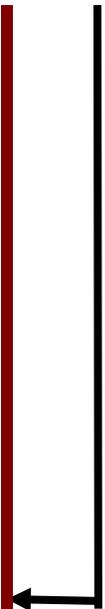
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	216
NV F&I Increase	\$ 421,200
PDI & Accesory Increase	\$ 18,900
UV Wholesale Increase	\$ 84,640

UV Recon Increase	\$ 110,160
UV Retail PUVR Increase	\$ 394,924
Hard Pack Increase UV	\$ 29,743
Hard Pack Increase NV	\$ 14,040
Doc Fee/Admin Fee/ Service Charge Increase	\$ 97,522
OEM Incentives Increase	\$ 108,000
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 54,000
Front End Variance (from above)	\$ 1,374,250
Total Additional Income	\$ 1,333,128
Total Variance	\$ 2,707,378
Total Projected Gross (Variance + Current)	\$ 5,383,128





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,950	\$ 1,355,250
PDI & Accessory Sales PVR	\$ 175	X 50% Gross	\$ 88	\$ 60,813
Trade %	68%	# of Trades	472.6	472.6

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	118.2	118.2
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$ 472,600
Average PUVR Wholesale			\$ 2,305	\$ 272,336
Average PUVR (Front and Back) on Trades			\$ 3,585	\$ 1,270,703
Hard Pack Per Unit UV			\$ 270	\$ 95,702
Hard Pack Per Unit NV			\$ 65	\$ 45,175
Doc Fee/ Admin Fee Per Unit			\$ 299	\$ 313,786
OEM Incentives Per Unit			\$ 500	\$ 347,500
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 250	\$ 173,750
Total Washout PNVR			\$ 10,192	\$ 4,407,614
Note: This does not include future Gross Opportunities				

