

Current Data

New Retail Deliveries YTD (units)	4,329
Month of Year	12
Average # Retail Units Delivered Per Month	361
Total # Units Currently in Inventory	53
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	81.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,042
CURRENT Monthly Gross Profit	\$ 736,652
CURRENT Yearly Front End Gross Profit Total	\$ 8,839,818



Projection

	87.0
\$	2,042.0
	384
\$	784,639
\$	47,987
\$	9,415,662
\$	575,844

Additional Income

				Monthly
				24
Current New Vehicle F&I Average PVR		1160		\$ 27,840
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	75%	# of Trades	18.0	\$ 3,060

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	4.5	\$	3,038
Average Recon on U/C Trade	450	X 50% Gross	\$ 225	\$	57,065
Average PUVR Wholesale			\$ 680	\$	6,075
Average PUVR (Front and Back) on Trades			\$ 4,227	\$	8,400
Hard Pack Per Unit UV			\$ 450	\$	48,713
Hard Pack Per Unit NV			\$ 350	\$	32,856
Doc Fee/ Admin Fee Per Unit			\$ 1,299	\$	6,457
OEM Incentives Per Unit			\$ 1,369	\$	3,761
Floorplan Assistance Per Unit			\$ 269	\$	47,987.00
Advertising Credits Per Unit			\$ 157	\$	197,264
				\$	245,251
Note: This does not include future Gross Opportunities				\$	981,902

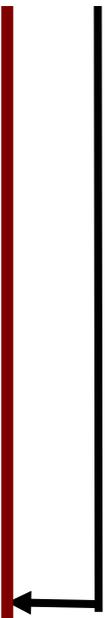
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	288
NV F&I Increase	\$ 334,080
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 36,720

UV Recon Increase	\$ 36,450
UV Retail PUVR Increase	\$ 684,774
Hard Pack Increase UV	\$ 72,900
Hard Pack Increase NV	\$ 100,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 584,550
OEM Incentives Increase	\$ 394,272
Floorplan Assistance Increase	\$ 77,486
Advertising Credit Increase	\$ 45,135
Front End Variance (from above)	\$ 575,844
Total Additional Income	\$ 2,367,168
Total Variance	\$ 2,943,012
Total Projected Gross (Variance + Current)	\$ 11,782,830





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,160	\$ 5,021,640
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	75%	# of Trades	3,246.8	3,246.8

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	811.7	811.7
Average Recon on U/C Trade	\$ 450	X 50% Gross	\$ 225	\$ 730,519
Average PUVR Wholesale			\$ 680	\$ 551,948
Average PUVR (Front and Back) on Trades			\$ 4,227	\$ 10,293,009
Hard Pack Per Unit UV			\$ 450	\$ 1,095,778
Hard Pack Per Unit NV			\$ 350	\$ 1,515,150
Doc Fee/ Admin Fee Per Unit			\$ 1,299	\$ 8,786,517
OEM Incentives Per Unit			\$ 1,369	\$ 5,926,401
Floorplan Assistance Per Unit			\$ 269	\$ 1,164,717
Advertising Credits Per Unit			\$ 157	\$ 678,441
Total Washout PNVR			\$ 10,304	\$ 35,764,120
Note: This does not include future Gross Opportunities				

