

Current Data

New Retail Deliveries YTD (units)	79
Month of Year	11
Average # Retail Units Delivered Per Month	7
Total # Units Currently in Inventory	11
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	7.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 29,458
CURRENT Monthly Gross Profit	\$ 211,562
CURRENT Yearly Front End Gross Profit Total	\$ 2,538,744



Projection

	12.0
\$	2,550.0
	11
\$	28,050
\$	(183,512)
\$	336,600
\$	(2,202,144)

Additional Income

				Monthly
				4
Current New Vehicle F&I Average PVR			2454	\$ 9,816
PDI & Accessory Sales PVR	210	X 50% Gross	\$ 105	\$ 420
Trade %	48%	# of Trades	1.9	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ 2,400
Average Recon on U/C Trade	2500	X 50% Gross	\$ 1,250	\$ 22,358
Average PUVR Wholesale			\$ -	\$ 960
Average PUVR (Front and Back) on Trades			\$ 11,645	\$ 2,000
Hard Pack Per Unit UV			\$ 500	\$ 3,546
Hard Pack Per Unit NV			\$ 500	\$ 0
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ -
OEM Incentives Per Unit			6%	\$ 8,000
Floorplan Assistance Per Unit			\$ -	\$ (183,512.00)
Advertising Credits Per Unit			\$ 2,000	\$ 49,501
				\$ (134,011)
Note: This does not include future Gross Opportunities				\$ 77,551

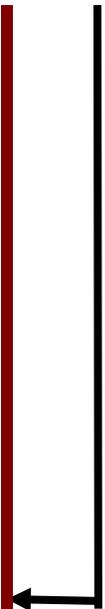
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	48
NV F&I Increase	\$ 117,792
PDI & Accesory Increase	\$ 5,040
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 28,800
UV Retail PUVR Increase	\$ 268,301
Hard Pack Increase UV	\$ 11,520
Hard Pack Increase NV	\$ 24,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 42,553
OEM Incentives Increase	\$ 3
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 96,000
Front End Variance (from above)	\$ (2,202,144)
Total Additional Income	\$ 594,009
Total Variance	\$ (1,608,135)
Total Projected Gross (Variance + Current)	\$ 930,609





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,454	\$ 193,866
PDI & Accessory Sales PVR	\$ 210	X 50% Gross	\$ 105	\$ 8,295
Trade %	48%	# of Trades	37.9	37.9

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 2,500	X 50% Gross	\$ 1,250	\$ 47,400
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 11,645	\$ 441,578
Hard Pack Per Unit UV			\$ 500	\$ 18,960
Hard Pack Per Unit NV			\$ 500	\$ 39,500
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ 70,035
OEM Incentives Per Unit			\$ 0	\$ 5
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 2,000	\$ 158,000
Total Washout PNVR			\$ 44,511	\$ 977,639
Note: This does not include future Gross Opportunities				

