

Current Data

New Retail Deliveries YTD (units)	339
Month of Year	11
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	36
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	10.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,687
CURRENT Monthly Gross Profit	\$ 113,627
CURRENT Yearly Front End Gross Profit Total	\$ 1,363,520



Projection

	18.0
\$	3,600.0
	54
\$	194,400
\$	80,773
\$	2,332,800
\$	969,280

Additional Income

				Monthly
				24
Current New Vehicle F&I Average PVR			848	\$ 20,352
PDI & Accessory Sales PVR	220	X 50% Gross	\$ 110	\$ 2,640
Trade %	70%	# of Trades	16.8	\$ 605

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	1.7	\$	2,079
Average Recon on U/C Trade	275	X 50% Gross	\$ 138	\$	10,206
Average PUVR Wholesale			\$ 360	\$	1,512
Average PUVR (Front and Back) on Trades			\$ 675	\$	7,200
Hard Pack Per Unit UV			\$ 100	\$	7,785
Hard Pack Per Unit NV			\$ 300	\$	3,096
Doc Fee/ Admin Fee Per Unit			\$ 199	\$	10,224
OEM Incentives Per Unit			\$ 129	\$	13,200
Floorplan Assistance Per Unit			\$ 426	\$	80,773.36
Advertising Credits Per Unit			\$ 550	\$	78,899
				\$	159,672
Note: This does not include future Gross Opportunities				\$	273,299

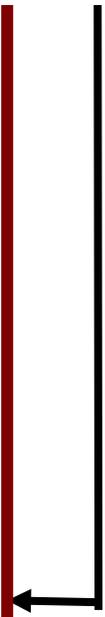
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	288
NV F&I Increase	\$ 244,224
PDI & Accesory Increase	\$ 31,680
UV Wholesale Increase	\$ 7,258

UV Recon Increase	\$ 24,948
UV Retail PUVR Increase	\$ 122,472
Hard Pack Increase UV	\$ 18,144
Hard Pack Increase NV	\$ 86,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 93,419
OEM Incentives Increase	\$ 37,152
Floorplan Assistance Increase	\$ 122,688
Advertising Credit Increase	\$ 158,400
Front End Variance (from above)	\$ 969,280
Total Additional Income	\$ 946,784
Total Variance	\$ 1,916,065
Total Projected Gross (Variance + Current)	\$ 3,279,584





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 848	\$ 287,472
PDI & Accessory Sales PVR	\$ 220	X 50% Gross	\$ 110	\$ 37,290
Trade %	70%	# of Trades	237.3	237.3

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	23.7	23.7
Average Recon on U/C Trade	\$ 275	X 50% Gross	\$ 138	\$ 32,629
Average PUVR Wholesale			\$ 360	\$ 8,543
Average PUVR (Front and Back) on Trades			\$ 675	\$ 144,160
Hard Pack Per Unit UV			\$ 100	\$ 21,357
Hard Pack Per Unit NV			\$ 300	\$ 101,700
Doc Fee/ Admin Fee Per Unit			\$ 199	\$ 109,961
OEM Incentives Per Unit			\$ 129	\$ 43,731
Floorplan Assistance Per Unit			\$ 426	\$ 144,414
Advertising Credits Per Unit			\$ 550	\$ 186,450
Total Washout PNVR			\$ 7,319	\$ 1,117,707
Note: This does not include future Gross Opportunities				

