

Current Data

New Retail Deliveries YTD (units)	350
Month of Year	3
Average # Retail Units Delivered Per Month	117
Total # Units Currently in Inventory	84
Months Supply "In Units"	0.7
CURRENT Inventory Turn Rate	16.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 6,231
CURRENT Monthly Gross Profit	\$ 726,950
CURRENT Yearly Front End Gross Profit Total	\$ 8,723,400

Projection

16.7
\$ 6,231.0
117
\$ 728,404
\$ 1,454
\$ 8,740,847
\$ 17,447

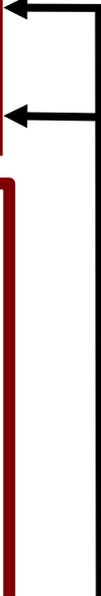
Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1236	\$ 1,236
PDI & Accessory Sales PVR	288	X 50% Gross	\$ 144	\$ 144
Trade %	65%	# of Trades	0.7	\$ 341

UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	0.2	\$	613
Average Recon on U/C Trade	2900	X 50% Gross	\$ 1,450	\$	634
Average PUVR Wholesale			\$ 1,500	\$	202
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	478
Hard Pack Per Unit UV			\$ 478	\$	1,135
Hard Pack Per Unit NV			\$ 478	\$	350
Doc Fee/ Admin Fee Per Unit			\$ 798	\$	5
OEM Incentives Per Unit			\$ 350	\$	435
Floorplan Assistance Per Unit			\$ 5	\$	1,453.90
Advertising Credits Per Unit			\$ 435	\$	5,573
Total Washout PNVR (Adjusted for %s)			\$ 11,912	\$	7,027
Note: This does not include future Gross Opportunities				\$	1,392,569

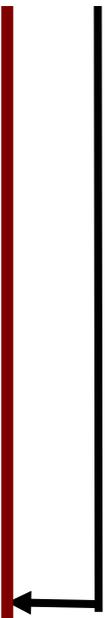


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	12
NV F&I Increase	\$ 14,832
PDI & Accesory Increase	\$ 1,728
UV Wholesale Increase	\$ 4,095

UV Recon Increase	\$	7,352
UV Retail PUVR Increase	\$	7,605
Hard Pack Increase UV	\$	2,423
Hard Pack Increase NV	\$	5,736
Doc Fee/Admin Fee/ Service Charge Increase	\$	13,622
OEM Incentives Increase	\$	4,200
Floorplan Assistance Increase	\$	60
Advertising Credit Increase	\$	5,220
Front End Variance (from above)	\$	17,447
Additional Income Variance	\$	66,873
Total Variance	\$	84,320
Total Projected Gross Profit	\$	16,710,827





Projections

Data

Projected New Retail Deliveries YTD (units)	1,403
Average <u>Front End</u> Gross Profit PNVR	\$ 6,231
Annualized Yearly Front End Gross Profit Total	\$ 8,740,847



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,236	\$	1,733,861
PDI & Accessory Sales PVR	\$ 288	X 50% Gross	\$ 144	\$	202,003
Trade %	65%	# of Trades	911.8		911.8
UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	319.1		319.1
Average Recon on U/C Trade	\$ 2,900	X 50% Gross	\$ 1,450	\$	859,390
Average PUVR Wholesale			\$ 1,500	\$	478,706
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	889,025
Hard Pack Per Unit UV			\$ 478	\$	435,850
Hard Pack Per Unit NV			\$ 478	\$	670,538

Doc Fee/ Admin Fee Per Unit	\$ 798	\$ 1,592,395
OEM Incentives Per Unit	\$ 350	\$ 490,980
Floorplan Assistance Per Unit	\$ 5	\$ 7,014
Advertising Credits Per Unit	\$ 435	\$ 610,218
Total Washout PNVR	\$ 11,912	\$ 16,710,827
Note: This does not include future Gross Opportunities		

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