

Current Data

New Retail Deliveries YTD (units)	453
Month of Year	3
Average # Retail Units Delivered Per Month	151
Total # Units Currently in Inventory	15
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	120.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,891
CURRENT Monthly Gross Profit	\$ 587,541
CURRENT Yearly Front End Gross Profit Total	\$ 7,050,492

Projection

	155.0
	\$ 2,500.0
	194
	\$ 484,375
	\$ (103,166)
	\$ 5,812,500
	\$ (1,237,992)

Additional Income

				Monthly
				43
Current New Vehicle F&I Average PVR			1174	\$ 50,482
PDI & Accessory Sales PVR	400	X 50% Gross	\$ 200	\$ 8,600
Trade %	12%	# of Trades	5.2	\$ 505

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.5	\$	2,747
Average Recon on U/C Trade	1183	X 50% Gross	\$ 592	\$	23,527
Average PUVR Wholesale			\$ 978	\$	2,995
Average PUVR (Front and Back) on Trades			\$ 5,066	\$	-
Hard Pack Per Unit UV			\$ 645	\$	23,822
Hard Pack Per Unit NV			\$ -	\$	28,466
Doc Fee/ Admin Fee Per Unit			\$ 500	\$	16,211
OEM Incentives Per Unit			\$ 662	\$	-
Floorplan Assistance Per Unit			\$ 377	\$	(103,166.00)
Advertising Credits Per Unit			\$ -	\$	157,354
Total Washout PNVR (Adjusted for %s)			\$ 7,558	\$	54,188
Note: This does not include future Gross Opportunities				\$	1,464,391



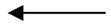
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	516
NV F&I Increase	\$ 605,784
PDI & Accesory Increase	\$ 103,200
UV Wholesale Increase	\$ 6,056

UV Recon Increase	\$ 32,963
UV Retail PUVR Increase	\$ 282,318
Hard Pack Increase UV	\$ 35,945
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 285,864
OEM Incentives Increase	\$ 341,592
Floorplan Assistance Increase	\$ 194,532
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (1,237,992)
Additional Income Variance	\$ 1,888,253
Total Variance	\$ 650,261
Total Projected Gross Profit	\$ 17,572,689





Projections

Data

Projected New Retail Deliveries YTD (units)	2,325
Average <u>Front End</u> Gross Profit PNVR	\$ 3,891
Annualized Yearly Front End Gross Profit Total	\$ 9,046,575



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,174	\$ 2,729,550
PDI & Accessory Sales PVR	\$ 400	X 50% Gross	\$ 200	\$ 465,000
Trade %	12%	# of Trades	279.0	279.0
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	27.9	27.9
Average Recon on U/C Trade	\$ 1,183	X 50% Gross	\$ 592	\$ 148,526
Average PUVR Wholesale			\$ 978	\$ 27,286
Average PUVR (Front and Back) on Trades			\$ 5,066	\$ 1,272,073
Hard Pack Per Unit UV			\$ 645	\$ 179,955
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	500	\$	1,288,050
OEM Incentives Per Unit	\$	662	\$	1,539,150
Floorplan Assistance Per Unit	\$	377	\$	876,525
Advertising Credits Per Unit	\$	-	\$	-
Total Washout PNVR	\$	7,558	\$	17,572,689
Note: This does not include future Gross Opportunities				

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