

Current Data

New Retail Deliveries YTD (units)	168
Month of Year	3
Average # Retail Units Delivered Per Month	56
Total # Units Currently in Inventory	10
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	67.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,887
CURRENT Monthly Gross Profit	\$ 161,672
CURRENT Yearly Front End Gross Profit Total	\$ 1,940,064

Projection

45.0
\$ 2,800.0
38
\$ 105,000
\$ (56,672)
\$ 1,260,000
\$ (680,064)

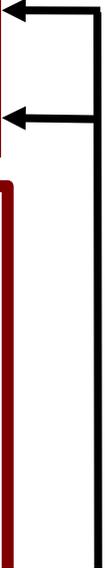
Additional Income

				Monthly
				(19)
Current New Vehicle F&I Average PVR		1226		\$ (23,294)
PDI & Accessory Sales PVR	150	X 50% Gross	\$ 75	\$ (1,425)
Trade %	30%	# of Trades	(5.7)	\$ (835)

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	(0.9)	\$ (3,735)
Average Recon on U/C Trade	1542	X 50% Gross	\$ 771	\$ (21,715)
Average PUVR Wholesale			\$ 977	\$ (1,938)
Average PUVR (Front and Back) on Trades			\$ 4,482	\$ -
Hard Pack Per Unit UV			\$ 400	\$ (4,173)
Hard Pack Per Unit NV			\$ -	\$ (4,750)
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ (2,755)
OEM Incentives Per Unit			\$ 250	\$ (4,826)
Floorplan Assistance Per Unit			\$ 145	\$ (56,672.00)
Advertising Credits Per Unit			\$ 254	\$ (69,447)
Total Washout PNVR (Adjusted for %s)			\$ 6,560	\$ (126,119)
Note: This does not include future Gross Opportunities				\$ 246,004

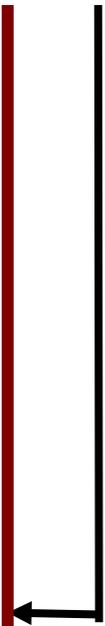


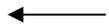
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(228)
NV F&I Increase	\$ (279,528)
PDI & Accesory Increase	\$ (17,100)
UV Wholesale Increase	\$ (10,024)

UV Recon Increase	\$ (44,826)
UV Retail PUVR Increase	\$ (260,583)
Hard Pack Increase UV	\$ (23,256)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (50,075)
OEM Incentives Increase	\$ (57,000)
Floorplan Assistance Increase	\$ (33,060)
Advertising Credit Increase	\$ (57,912)
Front End Variance (from above)	\$ (680,064)
Additional Income Variance	\$ (833,364)
Total Variance	\$ (1,513,428)
Total Projected Gross Profit	\$ 2,952,047





Projections

Data

Projected New Retail Deliveries YTD (units)	450
Average <u>Front End</u> Gross Profit PNVR	\$ 2,887
Annualized Yearly Front End Gross Profit Total	\$ 1,299,150



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,226	\$ 551,700
PDI & Accessory Sales PVR	\$ 150	X 50% Gross	\$ 75	\$ 33,750
Trade %	30%	# of Trades	135.0	135.0
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	20.3	20.3
Average Recon on U/C Trade	\$ 1,542	X 50% Gross	\$ 771	\$ 88,472
Average PUVR Wholesale			\$ 977	\$ 19,784
Average PUVR (Front and Back) on Trades			\$ 4,482	\$ 514,310
Hard Pack Per Unit UV			\$ 400	\$ 54,000
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ 98,831

OEM Incentives Per Unit	\$	250	\$	112,500
Floorplan Assistance Per Unit	\$	145	\$	65,250
Advertising Credits Per Unit	\$	254	\$	114,300
Total Washout PNVR	\$	6,560	\$	2,952,047
Note: This does not include future Gross Opportunities				

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