

Current Data

New Retail Deliveries YTD (units)	160
Month of Year	3
Average # Retail Units Delivered Per Month	53
Total # Units Currently in Inventory	84
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	7.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,108
CURRENT Monthly Gross Profit	\$ 219,093
CURRENT Yearly Front End Gross Profit Total	\$ 2,629,120

Projection

12.0
\$ 4,400.0
84
\$ 369,600
\$ 150,507
\$ 4,435,200
\$ 1,806,080

Additional Income

				Monthly
				31
Current New Vehicle F&I Average PVR			1535	\$ 47,585
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	57%	# of Trades	17.7	\$ 9,972

UV Immediate Wholesale %	29%	# of Trades Immediate Wholesaled	5.1	\$	9,064
Average Recon on U/C Trade	1445	X 50% Gross	\$ 723	\$	52,955
Average PUVR Wholesale			\$ 1,946	\$	10,037
Average PUVR (Front and Back) on Trades			\$ 4,221	\$	9,300
Hard Pack Per Unit UV			\$ 800	\$	21,729
Hard Pack Per Unit NV			\$ 300	\$	6,386
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	1,550
OEM Incentives Per Unit			\$ 206	\$	7,161
Floorplan Assistance Per Unit			\$ 50	\$	150,506.67
Advertising Credits Per Unit			\$ 231	\$	175,739
Total Washout PNVR (Adjusted for %s)			\$ 9,909	\$	326,246
Note: This does not include future Gross Opportunities				\$	832,377

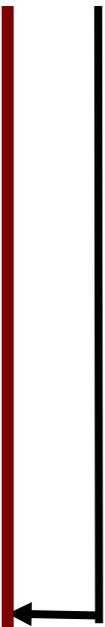


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	372
NV F&I Increase	\$ 571,020
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 119,663

UV Recon Increase	\$ 108,771
UV Retail PUVR Increase	\$ 635,465
Hard Pack Increase UV	\$ 120,439
Hard Pack Increase NV	\$ 111,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 260,752
OEM Incentives Increase	\$ 76,632
Floorplan Assistance Increase	\$ 18,600
Advertising Credit Increase	\$ 85,932
Front End Variance (from above)	\$ 1,806,080
Additional Income Variance	\$ 2,108,873
Total Variance	\$ 3,914,953
Total Projected Gross Profit	\$ 9,988,528





Projections

Data	Projected New Retail Deliveries YTD (units)	1,008
	Average <u>Front End</u> Gross Profit PNVR	\$ 4,108
	Annualized Yearly Front End Gross Profit Total	\$ 4,140,864



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Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,535	\$ 1,547,280
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	57%	# of Trades	574.6	574.6
UV Immediate Wholesale %	29%	# of Trades Immediate Wholesaled	166.6	166.6
Average Recon on U/C Trade	\$ 1,445	X 50% Gross	\$ 723	\$ 294,735
Average PUVR Wholesale			\$ 1,946	\$ 324,247
Average PUVR (Front and Back) on Trades			\$ 4,221	\$ 1,721,905
Hard Pack Per Unit UV			\$ 800	\$ 459,648
Hard Pack Per Unit NV			\$ 300	\$ 302,400
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ 706,553

OEM Incentives Per Unit	\$	206	\$	207,648
Floorplan Assistance Per Unit	\$	50	\$	50,400
Advertising Credits Per Unit	\$	231	\$	232,848
Total Washout PNVR	\$	9,909	\$	9,988,528
Note: This does not include future Gross Opportunities				

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