

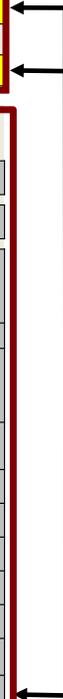


### Current Data

New Retail Deliveries YTD (units)	170
Month of Year	7
Average # Retail Units Delivered Per Month	26
Total # Units Currently in Inventory	21
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	14.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,751
CURRENT Monthly Gross Profit	\$ 97,526
CURRENT Yearly Front End Gross Profit Total	\$ 1,170,312

### Projections

15.4	PROJECTED Inventory Turn Rate
\$ 3,950.0	PROJECTED Average <u>Front End</u> Gross Profit PVR
27	PROJECTED Monthly Units Delivered
\$ 106,453	PROJECTED Monthly Gross Profit
\$ 8,927	PROJECTED Monthly Gross Profit Variance
\$ 1,277,430	PROJECTED Yearly Front End Gross Profit Total
\$ 107,118	PROJECTED Annualized Front End Gross Profit Variance



### Additional Income

Current New Vehicle F&I Average PVR	1127.1
PDI & Accessory Sales PVR	23715 X 50% Gross \$ 11,858
Trade %	52% # of Trades 0.5
UV Immediate Wholesale %	0% # of Trades Immediate Wholesaled -
Average Recon on U/C Trade	1694 X 50% Gross \$ 847
Average PUVR Wholesale	\$ 531
Average PUVR (Front and Back) on Trades	\$ 4,249
Hard Pack Per Unit UV	\$ 950
Hard Pack Per Unit NV	\$ -
Doc Fee/ Admin Fee Per Unit	\$ 175
OEM Incentives Per Unit	\$ 250
Floorplan Assistance Per Unit	\$ 150
Advertising Credits Per Unit	\$ 882
<b>Total Washout PNVR (Adjusted for %s)</b>	<b>\$ 21,403</b>

Monthly	PROJECTED	Yearly
1	Additional NV Units	12
\$ 1,127	NV F&I Increase	\$ 13,525
\$ 11,858	PDI & Accessory Increase	\$ 142,290
\$ -	UV Wholesale Increase	\$ -
\$ 437	UV Recon Increase	\$ 5,245
\$ 2,192	UV Retail PUVR Increase	\$ 26,310
\$ 490	Hard Pack Increase UV	\$ 5,882
\$ -	Hard Pack Increase NV	\$ -
\$ 265	Doc Fee/Admin Fee/ Service Charge Increase	\$ 3,184
\$ 250	OEM Incentives Increase	\$ 3,000
\$ 150	Floorplan Assistance Increase	\$ 1,800
\$ 882	Advertising Credit Increase	\$ 10,584
\$ 8,926.50	Front End Variance (from above)	\$ 107,118
\$ 17,652	Additional Income Variance	\$ 211,820
\$ 26,578	<b>Total Variance</b>	<b>\$ 318,938</b>
\$ 576,801	Total Projected Gross Profit	\$ 6,921,612

Note: This does not include future Gross Opportunities

1127.1



## Projections

### Data

Projected New Retail Deliveries YTD (units)	323
Average <u>Front End</u> Gross Profit PNVR	\$ 3,751
Annualized Yearly Front End Gross Profit Total	\$ 1,213,073



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,127	\$	364,504
PDI & Accessory Sales PVR	\$ 23,715	X 50% Gross	\$ 11,858	\$	3,834,716
Trade %	52%	# of Trades	166.9		166.9
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-		-
Average Recon on U/C Trade	\$ 1,694	X 50% Gross	\$ 847	\$	141,343
Average PUVR Wholesale			\$ 531	\$	-
Average PUVR (Front and Back) on Trades			\$ 4,249	\$	709,049
Hard Pack Per Unit UV			\$ 950	\$	158,531
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$	175	\$	85,798
OEM Incentives Per Unit	\$	250	\$	80,850
Floorplan Assistance Per Unit	\$	150	\$	48,510
Advertising Credits Per Unit	\$	882	\$	285,239
<b>Total Washout PNVR</b>	<b>\$</b>	<b>21,403</b>	<b>\$</b>	<b>6,921,612</b>
<b>Note: This does not include future Gross Opportunities</b>				

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