

Current Data

New Retail Deliveries YTD (units)	588
Month of Year	8
Average # Retail Units Delivered Per Month	74
Total # Units Currently in Inventory	43
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	20.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,418
CURRENT Monthly Gross Profit	\$ 104,223
CURRENT Yearly Front End Gross Profit Total	\$ 1,250,676

Projection

12.0
\$ 1,200.0
43
\$ 51,600
\$ (52,623)
\$ 619,200
\$ (631,476)

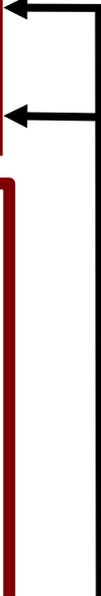
Additional Income

				Monthly
				(31)
Current New Vehicle F&I Average PVR		2103	\$ (65,193)	
PDI & Accessory Sales PVR	150	X 50% Gross	\$ 75	\$ (2,325)
Trade %	30%	# of Trades	(9.3)	\$ (421)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	(0.5)	\$ (4,859)
Average Recon on U/C Trade	1100	X 50% Gross	\$ 550	\$ (22,149)
Average PUVR Wholesale			\$ 905	\$ (3,534)
Average PUVR (Front and Back) on Trades			\$ 2,507	\$ (12,400)
Hard Pack Per Unit UV			\$ 400	\$ (27,845)
Hard Pack Per Unit NV			\$ 400	\$ (56,854)
Doc Fee/ Admin Fee Per Unit			\$ 699	\$ (21,917)
OEM Incentives Per Unit			\$ 1,834	\$ (16,678)
Floorplan Assistance Per Unit			\$ 707	\$ (52,623.00)
Advertising Credits Per Unit			\$ 538	\$ (234,175)
Total Washout PNVR (Adjusted for %s)			\$ 8,978	\$ (286,798)
Note: This does not include future Gross Opportunities				\$ 386,056



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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	\$ (782,316)
PDI & Accesory Increase	\$ (27,900)
UV Wholesale Increase	\$ (5,050)

UV Recon Increase	\$ (58,311)
UV Retail PUVR Increase	\$ (265,792)
Hard Pack Increase UV	\$ (42,408)
Hard Pack Increase NV	\$ (148,800)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (334,136)
OEM Incentives Increase	\$ (682,248)
Floorplan Assistance Increase	\$ (263,004)
Advertising Credit Increase	\$ (200,136)
Front End Variance (from above)	\$ (631,476)
Additional Income Variance	\$ (2,810,101)
Total Variance	\$ (3,441,577)
Total Projected Gross Profit	\$ 4,632,666





Projections

Data

Projected New Retail Deliveries YTD (units)	516
Average <u>Front End</u> Gross Profit PNVR	\$ 1,418
Annualized Yearly Front End Gross Profit Total	\$ 731,688



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 2,103	\$ 1,085,148	
PDI & Accessory Sales PVR	\$ 150	X 50% Gross	\$ 75	\$ 38,700	
Trade %	30%	# of Trades	154.8	154.8	
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	7.7	7.7	
Average Recon on U/C Trade	\$ 1,100	X 50% Gross	\$ 550	\$ 80,883	
Average PUVR Wholesale			\$ 905	\$ 7,005	
Average PUVR (Front and Back) on Trades			\$ 2,507	\$ 368,679	
Hard Pack Per Unit UV			\$ 400	\$ 61,920	
Hard Pack Per Unit NV			\$ 400	\$ 206,400	

Doc Fee/ Admin Fee Per Unit	\$	699	\$	463,479
OEM Incentives Per Unit	\$	1,834	\$	946,344
Floorplan Assistance Per Unit	\$	707	\$	364,812
Advertising Credits Per Unit	\$	538	\$	277,608
Total Washout PNVR	\$	8,978	\$	4,632,666
Note: This does not include future Gross Opportunities				

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