

Current Data

New Retail Deliveries YTD (units)	416
Month of Year	9
Average # Retail Units Delivered Per Month	46
Total # Units Currently in Inventory	39
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	14.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 13,504
CURRENT Monthly Gross Profit	\$ 624,185
CURRENT Yearly Front End Gross Profit Total	\$ 7,490,219

Projection

	15.0
\$	13,504.0
	49
\$	658,320
\$	34,135
\$	7,899,840
\$	409,621

Additional Income

				Monthly
				3
Current New Vehicle F&I Average PVR			3452	\$ 10,356
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	37%	# of Trades	1.1	\$ 3,823

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	0.3	\$	760
Average Recon on U/C Trade	1957	X 50% Gross	\$ 979	\$	5,372
Average PUVR Wholesale			\$ 11,481	\$	311
Average PUVR (Front and Back) on Trades			\$ 6,914	\$	1,200
Hard Pack Per Unit UV			\$ 400	\$	3,758
Hard Pack Per Unit NV			\$ 400	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 995	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	34,135.11
Advertising Credits Per Unit			\$ -	\$	25,581
Total Washout PNVR (Adjusted for %s)			\$ 22,075	\$	59,716
Note: This does not include future Gross Opportunities				\$	1,076,169

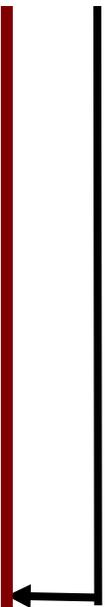


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	36
NV F&I Increase	\$ 124,272
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 45,878

UV Recon Increase	\$ 9,124
UV Retail PUVR Increase	\$ 64,466
Hard Pack Increase UV	\$ 3,730
Hard Pack Increase NV	\$ 14,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 45,097
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 409,621
Additional Income Variance	\$ 306,967
Total Variance	\$ 716,588
Total Projected Gross Profit	\$ 12,914,023





Projections

Data

Projected New Retail Deliveries YTD (units)	585
Average <u>Front End</u> Gross Profit PNVR	\$ 13,504
Annualized Yearly Front End Gross Profit Total	\$ 7,899,840



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 3,452	\$ 2,019,420
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	37%	# of Trades	216.5	216.5
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	64.9	64.9
Average Recon on U/C Trade	\$ 1,957	X 50% Gross	\$ 979	\$ 148,257
Average PUVR Wholesale			\$ 11,481	\$ 745,519
Average PUVR (Front and Back) on Trades			\$ 6,914	\$ 1,047,575
Hard Pack Per Unit UV			\$ 400	\$ 86,580
Hard Pack Per Unit NV			\$ 400	\$ 234,000
Doc Fee/ Admin Fee Per Unit			\$ 995	\$ 732,832

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 22,075	\$ 12,914,023
Note: This does not include future Gross Opportunities		

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