

Current Data

New Retail Deliveries YTD (units)	385
Month of Year	APRIL
Average # Retail Units Delivered Per Month	97
Total # Units Currently in Inventory	142
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	8.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 638
CURRENT Monthly Gross Profit	\$ 61,886
CURRENT Yearly Front End Gross Profit Total	\$ 742,632

Projection

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\$	2,200.0
	130
\$	286,367
\$	224,481
\$	3,436,400
\$	2,693,768

Additional Income

				Monthly
				34
Current New Vehicle F&I Average PVR			1289	\$ 43,826
PDI & Accessory Sales PVR	799	X 50% Gross	\$ 400	\$ 13,583
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	800	X 50% Gross	\$ 400	\$ -
Average PUVR Wholesale			\$ 527	\$ -
Average PUVR (Front and Back) on Trades			\$ 1,034	\$ -
Hard Pack Per Unit UV			\$ 815	\$ 16,966
Hard Pack Per Unit NV			\$ -	\$ 13,600
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ 23,120
OEM Incentives Per Unit			\$ 400	\$ -
Floorplan Assistance Per Unit			\$ 680	\$ 224,480.67
Advertising Credits Per Unit				\$ 111,095
Total Washout PNVR (Adjusted for %s)			\$ 3,910	\$ 335,576
Note: This does not include future Gross Opportunities				\$ 508,966

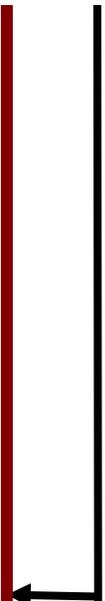


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	408
NV F&I Increase	\$ 525,912
PDI & Accesory Increase	\$ 162,996
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 203,592
OEM Incentives Increase	\$ 163,200
Floorplan Assistance Increase	\$ 277,440
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 2,693,768
Additional Income Variance	\$ 1,333,140
Total Variance	\$ 4,026,908
Total Projected Gross Profit	\$ 1,505,394





Projections

Data

Projected New Retail Deliveries YTD (units)	385
Average <u>Front End</u> Gross Profit PNVR	\$ 638
Annualized Yearly Front End Gross Profit Total	\$ 245,630



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,289	\$ 496,265
PDI & Accessory Sales PVR	\$ 799	X 50% Gross	\$ 400	\$ 153,808
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ -
Average PUVR Wholesale			\$ 527	\$ 527
Average PUVR (Front and Back) on Trades			\$ 1,034	\$ 1,034
Hard Pack Per Unit UV			\$ 815	\$ 215
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ 192,115

OEM Incentives Per Unit	\$ 400	\$ 154,000
Floorplan Assistance Per Unit	\$ 680	\$ 261,800
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 3,910	\$ 1,505,394
Note: This does not include future Gross Opportunities		

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