

Current Data

New Retail Deliveries YTD (units)	1,447
Month of Year	6
Average # Retail Units Delivered Per Month	241
Total # Units Currently in Inventory	226
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	12.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 5,515
CURRENT Monthly Gross Profit	\$ 1,330,034
CURRENT Yearly Front End Gross Profit Total	\$ 15,960,410

Projection

	13.0
\$	5,515.0
	245
\$	1,350,256
\$	20,222
\$	16,203,070
\$	242,660

Additional Income

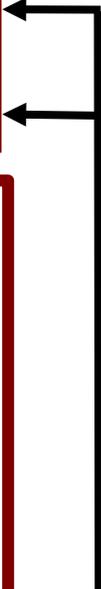
				Monthly
				4
Current New Vehicle F&I Average PVR		1523		\$ 6,092
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	50%	# of Trades	2.0	\$ -

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.1	\$	950
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$	7,600
Average PUVR Wholesale			\$ -	\$	-
Average PUVR (Front and Back) on Trades			\$ 4,000	\$	-
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ -	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	20,221.67
Advertising Credits Per Unit			\$ -	\$	14,642
Total Washout PNVR (Adjusted for %s)			\$ 9,176	\$	34,864
Note: This does not include future Gross Opportunities				\$	2,246,468



ns	
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	48
NV F&I Increase	\$ 73,104
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -



UV Recon Increase	\$ 11,400
UV Retail PUVR Increase	\$ 91,200
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 242,660
Additional Income Variance	\$ 175,704
Total Variance	\$ 418,364
Total Projected Gross Profit	\$ 26,957,619





Projections

Data

Projected New Retail Deliveries YTD (units)	2,938
Average <u>Front End</u> Gross Profit PNVR	\$ 5,515
Annualized Yearly Front End Gross Profit Total	\$ 16,203,070



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,523	\$ 4,474,574
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	50%	# of Trades	1,469.0	1,469.0
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	73.5	73.5
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 697,775
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 4,000	\$ 5,582,200
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ -	\$ -
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 9,176	\$ 26,957,619
Note: This does not include future Gross Opportunities		

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