

Current Data

New Retail Deliveries YTD (units)	1,306
Month of Year	8
Average # Retail Units Delivered Per Month	163
Total # Units Currently in Inventory	373
Months Supply "In Units"	2.3
CURRENT Inventory Turn Rate	5.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,954
CURRENT Monthly Gross Profit	\$ 807,502
CURRENT Yearly Front End Gross Profit Total	\$ 9,690,024

Projection

	5.0
\$	3,800.0
	155
\$	590,583
\$	(216,919)
\$	7,087,000
\$	(2,603,024)

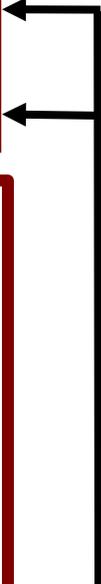
Additional Income

				Monthly
				(8)
Current New Vehicle F&I Average PVR		1495		\$ (11,960)
PDI & Accessory Sales PVR	1500	X 50% Gross	\$ 750	\$ (6,000)
Trade %	60%	# of Trades	(4.8)	\$ (13,717)

UV Immediate Wholesale %	13%	# of Trades Immediate Wholesaled	(0.6)	\$ (2,307)
Average Recon on U/C Trade	1105	X 50% Gross	\$ 553	\$ (4,176)
Average PUVR Wholesale			\$ 21,983	\$ (835)
Average PUVR (Front and Back) on Trades			\$ 1,000	\$ -
Hard Pack Per Unit UV			\$ 200	\$ (9,473)
Hard Pack Per Unit NV			\$ -	\$ (1,008,560)
Doc Fee/ Admin Fee Per Unit			\$ 778	\$ (3,200)
OEM Incentives Per Unit			\$ 126,070	\$ (4,000)
Floorplan Assistance Per Unit			\$ 400	\$ (216,918.67)
Advertising Credits Per Unit			\$ 500	\$ (1,064,229)
Total Washout PNVR (Adjusted for %s)			\$ 137,998	\$ (1,281,147)
Note: This does not include future Gross Opportunities				\$ 21,447,219



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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>
Additional NV Units	(96)
NV F&I Increase	\$ (143,520)
PDI & Accesory Increase	\$ (72,000)
UV Wholesale Increase	\$ (164,609)

UV Recon Increase	\$ (27,687)
UV Retail PUVR Increase	\$ (50,112)
Hard Pack Increase UV	\$ (10,022)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (113,675)
OEM Incentives Increase	\$ (12,102,720)
Floorplan Assistance Increase	\$ (38,400)
Advertising Credit Increase	\$ (48,000)
Front End Variance (from above)	\$ (2,603,024)
Additional Income Variance	\$ (12,770,745)
Total Variance	\$ (15,373,769)
Total Projected Gross Profit	\$ 257,366,634





Projections

Data

Projected New Retail Deliveries YTD (units)	1,865
Average <u>Front End</u> Gross Profit PNVR	\$ 4,954
Annualized Yearly Front End Gross Profit Total	\$ 9,239,210



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,495	\$ 2,788,175
PDI & Accessory Sales PVR	\$ 1,500	X 50% Gross	\$ 750	\$ 1,398,750
Trade %	60%	# of Trades	1,119.0	1,119.0
UV Immediate Wholesale %	13%	# of Trades Immediate Wholesaled	145.5	145.5
Average Recon on U/C Trade	\$ 1,105	X 50% Gross	\$ 553	\$ 537,875
Average PUVR Wholesale			\$ 21,983	\$ 3,197,867
Average PUVR (Front and Back) on Trades			\$ 1,000	\$ 973,530
Hard Pack Per Unit UV			\$ 200	\$ 223,800
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 778	\$ 2,208,376

OEM Incentives Per Unit	\$	126,070	\$	235,120,550
Floorplan Assistance Per Unit	\$	400	\$	746,000
Advertising Credits Per Unit	\$	500	\$	932,500
Total Washout PNVR	\$	137,998	\$	257,366,634
Note: This does not include future Gross Opportunities				

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