

Current Data

New Retail Deliveries YTD (units)	2,399
Month of Year	9
Average # Retail Units Delivered Per Month	267
Total # Units Currently in Inventory	112
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	28.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,807
CURRENT Monthly Gross Profit	\$ 748,221
CURRENT Yearly Front End Gross Profit Total	\$ 8,978,657

Projection

	8.0
\$	2,500.0
	75
\$	186,667
\$	(561,555)
\$	2,240,000
\$	(6,738,657)

Additional Income

				Monthly
				(192)
Current New Vehicle F&I Average PVR		1368		\$ (262,656)
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ (21,600)
Trade %	49%	# of Trades	(94.1)	\$ (1,411)

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	(14.1)	\$ (43,463)
Average Recon on U/C Trade	1087	X 50% Gross	\$ 544	\$ (300,520)
Average PUVR Wholesale			\$ 100	\$ (43,982)
Average PUVR (Front and Back) on Trades			\$ 3,758	\$ (48,000)
Hard Pack Per Unit UV			\$ 550	\$ (54,938)
Hard Pack Per Unit NV			\$ 250	\$ (56,640)
Doc Fee/ Admin Fee Per Unit			\$ 202	\$ (83,136)
OEM Incentives Per Unit			\$ 295	\$ (122,688)
Floorplan Assistance Per Unit			\$ 433	\$ (561,554.78)
Advertising Credits Per Unit			\$ 639	\$ (1,039,033)
Total Washout PNVR (Adjusted for %s)			\$ 8,259	\$ (1,600,588)
Note: This does not include future Gross Opportunities				\$ 616,676

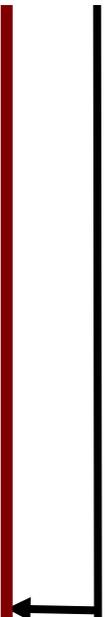


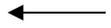
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additional NV Units	(2,304)
NV F&I Increase	\$ (3,151,872)
PDI & Accesory Increase	\$ (259,200)
UV Wholesale Increase	\$ (16,934)

UV Recon Increase	\$ (521,551)
UV Retail PUVR Increase	\$ (3,606,237)
Hard Pack Increase UV	\$ (527,789)
Hard Pack Increase NV	\$ (576,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (659,250)
OEM Incentives Increase	\$ (679,680)
Floorplan Assistance Increase	\$ (997,632)
Advertising Credit Increase	\$ (1,472,256)
Front End Variance (from above)	\$ (6,738,657)
Additional Income Variance	\$ (12,468,402)
Total Variance	\$ (19,207,059)
Total Projected Gross Profit	\$ 7,400,116





Projections

Data

Projected New Retail Deliveries YTD (units)	896
Average <u>Front End</u> Gross Profit PNVR	\$ 2,807
Annualized Yearly Front End Gross Profit Total	\$ 2,515,072



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,368	\$ 1,225,728
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 100,800
Trade %	49%	# of Trades	439.0	439.0
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	65.9	65.9
Average Recon on U/C Trade	\$ 1,087	X 50% Gross	\$ 544	\$ 202,826
Average PUVR Wholesale			\$ 100	\$ 6,586
Average PUVR (Front and Back) on Trades			\$ 3,758	\$ 1,402,425
Hard Pack Per Unit UV			\$ 550	\$ 241,472
Hard Pack Per Unit NV			\$ 250	\$ 224,000
Doc Fee/ Admin Fee Per Unit			\$ 202	\$ 256,375

OEM Incentives Per Unit	\$	295	\$	264,320
Floorplan Assistance Per Unit	\$	433	\$	387,968
Advertising Credits Per Unit	\$	639	\$	572,544
Total Washout PNVR	\$	8,259	\$	7,400,116
Note: This does not include future Gross Opportunities				

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