

Current Data

New Retail Deliveries YTD (units)	1,231
Month of Year	5
Average # Retail Units Delivered Per Month	246
Total # Units Currently in Inventory	355
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,612
CURRENT Monthly Gross Profit	\$ 396,874
CURRENT Yearly Front End Gross Profit Total	\$ 4,762,493

Projection

	8.5
\$	1,700.0
	251
\$	427,479
\$	30,605
\$	5,129,750
\$	367,257

Additional Income

				Monthly
				6
Current New Vehicle F&I Average PVR			876	\$ 5,256
PDI & Accessory Sales PVR	219.63	X 50% Gross	\$ 110	\$ 659
Trade %	44%	# of Trades	2.6	\$ -

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	0.8	\$	1,977
Average Recon on U/C Trade	2140	X 50% Gross	\$ 1,070	\$	1,660
Average PUVR Wholesale				\$	1,294
Average PUVR (Front and Back) on Trades			\$ 898	\$	1,800
Hard Pack Per Unit UV			\$ 700	\$	1,962
Hard Pack Per Unit NV			\$ 300	\$	3,600
Doc Fee/ Admin Fee Per Unit			\$ 250	\$	4,500
OEM Incentives Per Unit			\$ 600	\$	1,794
Floorplan Assistance Per Unit			\$ 750	\$	30,604.77
Advertising Credits Per Unit			\$ 299	\$	24,501
Total Washout PNVR (Adjusted for %s)			\$ 5,788	\$	55,106
Note: This does not include future Gross Opportunities				\$	1,455,431

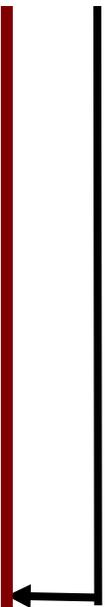


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	72
NV F&I Increase	\$ 63,072
PDI & Accesory Increase	\$ 7,907
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 23,728
UV Retail PUVR Increase	\$ 19,914
Hard Pack Increase UV	\$ 15,523
Hard Pack Increase NV	\$ 21,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 23,544
OEM Incentives Increase	\$ 43,200
Floorplan Assistance Increase	\$ 54,000
Advertising Credit Increase	\$ 21,528
Front End Variance (from above)	\$ 367,257
Additional Income Variance	\$ 294,016
Total Variance	\$ 661,273
Total Projected Gross Profit	\$ 17,465,166





Projections

Data	Projected New Retail Deliveries YTD (units)	3,018
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,612
	Annualized Yearly Front End Gross Profit Total	\$ 4,864,210



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 876	\$	2,643,330
PDI & Accessory Sales PVR	\$ 220	X 50% Gross	\$ 110	\$	331,367
Trade %	44%	# of Trades	1,327.7		1,327.7
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	398.3		398.3
Average Recon on U/C Trade	\$ 2,140	X 50% Gross	\$ 1,070	\$	994,447
Average PUVR Wholesale			\$ -	\$	-
Average PUVR (Front and Back) on Trades			\$ 898	\$	834,592
Hard Pack Per Unit UV			\$ 700	\$	929,390
Hard Pack Per Unit NV			\$ 300	\$	905,250
Doc Fee/ Admin Fee Per Unit			\$ 250	\$	986,723

OEM Incentives Per Unit	\$	600	\$	1,810,500
Floorplan Assistance Per Unit	\$	750	\$	2,263,125
Advertising Credits Per Unit	\$	299	\$	902,233
Total Washout PNVR	\$	5,788	\$	17,465,166
Note: This does not include future Gross Opportunities				

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