

Current Data

New Retail Deliveries YTD (units)	871
Month of Year	5
Average # Retail Units Delivered Per Month	174
Total # Units Currently in Inventory	214
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 380,424
CURRENT Monthly Gross Profit	\$ 66,269,861
CURRENT Yearly Front End Gross Profit Total	\$ 795,238,330

Projection

	11.0
\$	402.0
	196
\$	78,859
\$	(66,191,002)
\$	946,308
\$	(794,292,022)

Additional Income

				Monthly
				22
Current New Vehicle F&I Average PVR			1420	\$ 31,240
PDI & Accessory Sales PVR	218	X 50% Gross	\$ 109	\$ 2,398
Trade %	40%	# of Trades	8.8	\$ 87

UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	2.1	\$	6,688
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$	17,389
Average PUVR Wholesale			\$ 41	\$	6,347
Average PUVR (Front and Back) on Trades			\$ 2,600	\$	20,768
Hard Pack Per Unit UV			\$ 949	\$	2,438
Hard Pack Per Unit NV			\$ 944	\$	1,210
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	6,864
OEM Incentives Per Unit			\$ 55	\$	2,992
Floorplan Assistance Per Unit			\$ 312	\$	(66,191,001.80)
Advertising Credits Per Unit			\$ 136	\$	98,421
Total Washout PNVR (Adjusted for %s)			\$ 380,840	\$	(66,092,581)
Note: This does not include future Gross Opportunities				\$	74,708,029

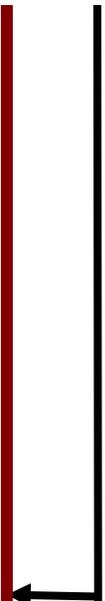


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	264
NV F&I Increase	\$ 374,880
PDI & Accesory Increase	\$ 28,776
UV Wholesale Increase	\$ 1,039

UV Recon Increase	\$ 80,256
UV Retail PUVR Increase	\$ 208,666
Hard Pack Increase UV	\$ 76,163
Hard Pack Increase NV	\$ 249,216
Doc Fee/Admin Fee/ Service Charge Increase	\$ 29,262
OEM Incentives Increase	\$ 14,520
Floorplan Assistance Increase	\$ 82,368
Advertising Credit Increase	\$ 35,904
Front End Variance (from above)	\$ (794,292,022)
Additional Income Variance	\$ 1,181,049
Total Variance	\$ (793,110,972)
Total Projected Gross Profit	\$ 896,496,350





Projections

Data

Projected New Retail Deliveries YTD (units)	2,354
Average <u>Front End</u> Gross Profit PNVR	\$ 380,424
Annualized Yearly Front End Gross Profit Total	\$ 895,518,096



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,420	\$ 1,530
PDI & Accessory Sales PVR	\$ 218	X 50% Gross	\$ 109	\$ 256,586
Trade %	40%	# of Trades	941.6	941.6
UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	226.0	226.0
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$ 715,616
Average PUVR Wholesale			\$ 41	\$ 41
Average PUVR (Front and Back) on Trades			\$ 2,600	\$ 2,000
Hard Pack Per Unit UV			\$ 949	\$ 949
Hard Pack Per Unit NV			\$ 944	\$ 944
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 85

OEM Incentives Per Unit	\$	55	\$	55
Floorplan Assistance Per Unit	\$	312	\$	312
Advertising Credits Per Unit	\$	136	\$	136
Total Washout PNVR	\$	380,840	\$	896,496,350
Note: This does not include future Gross Opportunities				

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