

Current Data

New Retail Deliveries YTD (units)	791
Month of Year	6
Average # Retail Units Delivered Per Month	132
Total # Units Currently in Inventory	405
Months Supply "In Units"	3.1
CURRENT Inventory Turn Rate	3.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,594
CURRENT Monthly Gross Profit	\$ 341,976
CURRENT Yearly Front End Gross Profit Total	\$ 4,103,708

Projection

	3.9
\$	2,594.0
	132
\$	341,435
\$	(540)
\$	4,097,223
\$	(6,485)

Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR		1585		\$ (1,585)
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ (113)
Trade %	40%	# of Trades	(0.4)	\$ (1)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(0.0)	\$ (306)
Average Recon on U/C Trade	1700	X 50% Gross	\$ 850	\$ (1,106)
Average PUVR Wholesale			\$ 32	\$ (180)
Average PUVR (Front and Back) on Trades			\$ 3,072	\$ (200)
Hard Pack Per Unit UV			\$ 500	\$ (951)
Hard Pack Per Unit NV			\$ 200	\$ (1,041)
Doc Fee/ Admin Fee Per Unit			\$ 699	\$ (849)
OEM Incentives Per Unit			\$ 1,041	\$ (544)
Floorplan Assistance Per Unit			\$ 849	\$ (540.42)
Advertising Credits Per Unit			\$ 544	\$ (6,876)
Total Washout PNVR (Adjusted for %s)			\$ 9,490	\$ (7,416)
Note: This does not include future Gross Opportunities				\$ 1,249,079

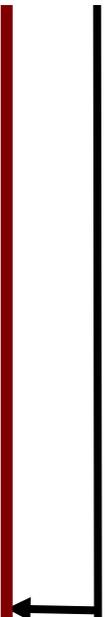


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additonal NV Units	(12)
NV F&I Increase	\$ (19,020)
PDI & Accesory Increase	\$ (1,350)
UV Wholesale Increase	\$ (15)



UV Recon Increase	\$ (3,672)
UV Retail PUVR Increase	\$ (13,271)
Hard Pack Increase UV	\$ (2,160)
Hard Pack Increase NV	\$ (2,400)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (11,408)
OEM Incentives Increase	\$ (12,492)
Floorplan Assistance Increase	\$ (10,192)
Advertising Credit Increase	\$ (6,528)
Front End Variance (from above)	\$ (6,485)
Additional Income Variance	\$ (82,508)
Total Variance	\$ (88,993)
Total Projected Gross Profit	\$ 14,988,950





Projections

Data	Projected New Retail Deliveries YTD (units)	1,580
	Average <i>Front End</i> Gross Profit PNVR	\$ 2,594
	Annualized Yearly Front End Gross Profit Total	\$ 4,097,223



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$	1,585	\$ 2,503,508
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$	113	\$ 177,694
Trade %	40%	# of Trades		631.8	631.8
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled		63.2	63.2
Average Recon on U/C Trade	\$ 1,700	X 50% Gross	\$	850	\$ 483,327
Average PUVR Wholesale			\$	32	\$ 2,022
Average PUVR (Front and Back) on Trades			\$	3,072	\$ 1,746,801
Hard Pack Per Unit UV			\$	500	\$ 315,900
Hard Pack Per Unit NV			\$	200	\$ 315,900
Doc Fee/ Admin Fee Per Unit			\$	699	\$ 1,501,536

OEM Incentives Per Unit	\$ 1,041	\$ 1,644,260
Floorplan Assistance Per Unit	\$ 849	\$ 1,341,533
Advertising Credits Per Unit	\$ 544	\$ 859,248
Total Washout PNVR	\$ 9,490	\$ 14,988,950
Note: This does not include future Gross Opportunities		

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