

Current Data

New Retail Deliveries YTD (units)	537
Month of Year	9
Average # Retail Units Delivered Per Month	60
Total # Units Currently in Inventory	137
Months Supply "In Units"	2.3
CURRENT Inventory Turn Rate	5.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 480,927
CURRENT Monthly Gross Profit	\$ 28,695,311
CURRENT Yearly Front End Gross Profit Total	\$ 344,343,732

Projection

	5.2
\$	480,927.0
	59
\$	28,551,033
\$	(144,278)
\$	342,612,395
\$	(1,731,337)

Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR			1525	\$ (1,525)
PDI & Accessory Sales PVR	261	X 50% Gross	\$ 131	\$ (131)
Trade %	51%	# of Trades	(0.5)	\$ (171)

UV Immediate Wholesale %	19%	# of Trades Immediate Wholesaled	(0.1)	\$ (325)
Average Recon on U/C Trade	1582	X 50% Gross	\$ 791	\$ (570)
Average PUVR Wholesale			\$ 1,772	\$ (329)
Average PUVR (Front and Back) on Trades			\$ 1,386	\$ (1,399)
Hard Pack Per Unit UV			\$ 800	\$ (600)
Hard Pack Per Unit NV			\$ 1,399	\$ (66)
Doc Fee/ Admin Fee Per Unit			\$ 425	\$ (234)
OEM Incentives Per Unit			\$ 66	\$ (396)
Floorplan Assistance Per Unit			\$ 234	\$ (144,278.10)
Advertising Credits Per Unit			\$ 396	\$ (5,746)
Total Washout PNVR (Adjusted for %s)			\$ 486,751	\$ (150,024)
Note: This does not include future Gross Opportunities				\$ 28,896,761

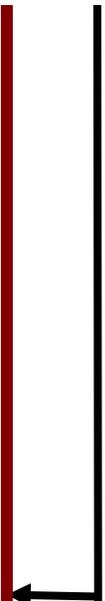


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(12)
NV F&I Increase	\$ (18,300)
PDI & Accesory Increase	\$ (1,566)
UV Wholesale Increase	\$ (2,052)

UV Recon Increase	\$ (3,906)
UV Retail PUVR Increase	\$ (6,844)
Hard Pack Increase UV	\$ (3,950)
Hard Pack Increase NV	\$ (16,788)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (7,199)
OEM Incentives Increase	\$ (792)
Floorplan Assistance Increase	\$ (2,808)
Advertising Credit Increase	\$ (4,752)
Front End Variance (from above)	\$ (1,731,337)
Additional Income Variance	\$ (68,957)
Total Variance	\$ (1,800,294)
Total Projected Gross Profit	\$ 346,761,131





Projections

Data	Projected New Retail Deliveries YTD (units)	712
	Average <u>Front End</u> Gross Profit PNVR	\$ 480,927
	Annualized Yearly Front End Gross Profit Total	\$ 342,612,395



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,525	\$ 1,086,410	
PDI & Accessory Sales PVR	\$ 261	X 50% Gross	\$ 131	\$ 92,968	
Trade %	51%	# of Trades	361.9	361.9	
UV Immediate Wholesale %	19%	# of Trades Immediate Wholesaled	68.8	68.8	
Average Recon on U/C Trade	\$ 1,582	X 50% Gross	\$ 791	\$ 231,872	
Average PUVR Wholesale			\$ 1,772	\$ 121,844	
Average PUVR (Front and Back) on Trades			\$ 1,386	\$ 406,290	
Hard Pack Per Unit UV			\$ 800	\$ 289,519	
Hard Pack Per Unit NV			\$ 1,399	\$ 996,648	
Doc Fee/ Admin Fee Per Unit			\$ 425	\$ 427,354	

OEM Incentives Per Unit	\$ 66	\$ 47,018
Floorplan Assistance Per Unit	\$ 234	\$ 166,702
Advertising Credits Per Unit	\$ 396	\$ 282,110
Total Washout PNVR	\$ 486,751	\$ 346,761,131
Note: This does not include future Gross Opportunities		

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