

Current Data

New Retail Deliveries YTD (units)	1,017
Month of Year	10
Average # Retail Units Delivered Per Month	102
Total # Units Currently in Inventory	231
Months Supply "In Units"	2.3
CURRENT Inventory Turn Rate	5.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 64,452
CURRENT Monthly Gross Profit	\$ 6,554,768
CURRENT Yearly Front End Gross Profit Total	\$ 78,657,221

Projection

	6.0
\$	64,452.0
	116
\$	7,444,206
\$	889,438
\$	89,330,472
\$	10,673,251

Additional Income

				Monthly
				14
Current New Vehicle F&I Average PVR		9352		\$ 130,928
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	-897	X 50% Gross	\$(449)	\$ -
Average PUVR Wholesale			\$ 791,109	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 5,811	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ 980
OEM Incentives Per Unit			\$ -	\$ 19,978
Floorplan Assistance Per Unit			\$ 70	\$ 889,437.60
Advertising Credits Per Unit			\$ 1,427	\$ 151,886
Total Washout PNVR (Adjusted for %s)			\$ 75,301	\$ 1,041,324
Note: This does not include future Gross Opportunities				\$ 8,697,266

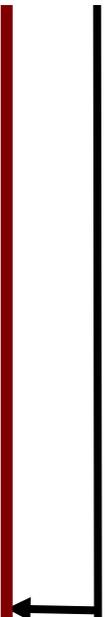


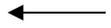
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additional NV Units	168
NV F&I Increase	\$ 1,571,136
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$	-
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	-
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	11,760
Advertising Credit Increase	\$	239,736
Front End Variance (from above)	\$	10,673,251
Additional Income Variance	\$	1,822,632
Total Variance	\$	12,495,883
Total Projected Gross Profit	\$	104,367,186





Projections

Data

Projected New Retail Deliveries YTD (units)	1,386
Average <u>Front End</u> Gross Profit PNVR	\$ 64,452
Annualized Yearly Front End Gross Profit Total	\$ 89,330,472



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 9,352	\$ 12,961,872
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ (897)	X 50% Gross	\$ (449)	\$ -
Average PUVR Wholesale			\$ 791,109	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 5,811	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 70	\$ 97,020
Advertising Credits Per Unit	\$ 1,427	\$ 1,977,822
Total Washout PNVR	\$ 75,301	\$ 104,367,186
Note: This does not include future Gross Opportunities		

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Current Data

New Retail Deliveries YTD (units)	1,017
Month of Year	10
Average # Retail Units Delivered Per Month	102
Total # Units Currently in Inventory	231
Months Supply "In Units"	2.3
CURRENT Inventory Turn Rate	5.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,190
CURRENT Monthly Gross Profit	\$ 324,423
CURRENT Yearly Front End Gross Profit Total	\$ 3,893,076

Projection

	6.0
\$	3,190.0
	116
\$	368,445
\$	44,022
\$	4,421,340
\$	528,264

Additional Income

				Monthly
				14
Current New Vehicle F&I Average PVR		462		\$ 6,468
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	-44.4	X 50% Gross	\$ (22)	\$ -
Average PUVR Wholesale			\$ 39,164	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 288	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ 49
OEM Incentives Per Unit			\$ -	\$ 989
Floorplan Assistance Per Unit			\$ 4	\$ 44,022.00
Advertising Credits Per Unit			\$ 71	\$ 7,506
Total Washout PNVR (Adjusted for %s)			\$ 3,726	\$ 51,528
Note: This does not include future Gross Opportunities				\$ 430,369



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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	168
NV F&I Increase	\$ 77,616
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -



UV Recon Increase	\$	-
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	-
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	588
Advertising Credit Increase	\$	11,868
Front End Variance (from above)	\$	528,264
Additional Income Variance	\$	90,072
Total Variance	\$	618,336
Total Projected Gross Profit	\$	5,164,430





Projections

Data	Projected New Retail Deliveries YTD (units)	1,386
	Average <i>Front End</i> Gross Profit PNVR	\$ 3,190
	Annualized Yearly Front End Gross Profit Total	\$ 4,421,340



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Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$ 462	\$ 640,332
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ (44)	X 50% Gross	\$ (22)	\$ -
Average PUVR Wholesale			\$ 39,164	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 288	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 4	\$ 4,851
Advertising Credits Per Unit	\$ 71	\$ 97,907
Total Washout PNVR	\$ 3,726	\$ 5,164,430
Note: This does not include future Gross Opportunities		

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