

Current Data

New Retail Deliveries YTD (units)	450
Month of Year	11
Average # Retail Units Delivered Per Month	41
Total # Units Currently in Inventory	79
Months Supply "In Units"	1.9
CURRENT Inventory Turn Rate	6.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 880
CURRENT Monthly Gross Profit	\$ 36,000
CURRENT Yearly Front End Gross Profit Total	\$ 432,000

Projection

9.0
\$ 7.0
7
\$ 49
\$ (35,951)
\$ 588
\$ (431,412)

Additional Income

				Monthly
				(34)
Current New Vehicle F&I Average PVR		91		\$ (3,094)
PDI & Accessory Sales PVR	129	X 50% Gross	\$ 65	\$ (2,193)
Trade %	50%	# of Trades	(17.0)	\$ (850)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(1.7)	\$ (19,125)
Average Recon on U/C Trade	2500	X 50% Gross	\$ 1,250	\$ (30,600)
Average PUVR Wholesale			\$ 500	\$ (11,475)
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ -
Hard Pack Per Unit UV			\$ 750	\$ (39,391)
Hard Pack Per Unit NV			\$ -	\$ (59,500)
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ (1,292)
OEM Incentives Per Unit			\$ 1,750	\$ (306)
Floorplan Assistance Per Unit			\$ 38	\$ (35,951.00)
Advertising Credits Per Unit			\$ 9	\$ (167,826)
Total Washout PNVR (Adjusted for %s)			\$ 5,854	\$ (203,777)
Note: This does not include future Gross Opportunities				\$ 40,975



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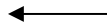
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	

PROJECTED	Yearly
Additonal NV Units	(408)
NV F&I Increase	\$ (37,128)
PDI & Accesory Increase	\$ (26,316)
UV Wholesale Increase	\$ (10,200)



UV Recon Increase	\$ (229,500)
UV Retail PUVR Increase	\$ (367,200)
Hard Pack Increase UV	\$ (137,700)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (472,688)
OEM Incentives Increase	\$ (714,000)
Floorplan Assistance Increase	\$ (15,504)
Advertising Credit Increase	\$ (3,672)
Front End Variance (from above)	\$ (431,412)
Additional Income Variance	\$ (2,013,908)
Total Variance	\$ (2,445,320)
Total Projected Gross Profit	\$ 491,698





Projections

Data	Projected New Retail Deliveries YTD (units)	84
	Average <u>Front End</u> Gross Profit PNVR	\$ 880
	Annualized Yearly Front End Gross Profit Total	\$ 73,920



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Additional Income

				Annualized
Current New Vehicle F&I Average PVR		\$ 91	\$ 7,644	
PDI & Accessory Sales PVR	\$ 129	X 50% Gross	\$ 65	\$ 5,418
Trade %	50%	# of Trades	42.0	42.0
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	4.2	4.2
Average Recon on U/C Trade	\$ 2,500	X 50% Gross	\$ 1,250	\$ 47,250
Average PUVR Wholesale		\$ 500	\$ 2,100	
Average PUVR (Front and Back) on Trades		\$ 2,000	\$ 75,600	
Hard Pack Per Unit UV		\$ 750	\$ 31,500	
Hard Pack Per Unit NV		\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$ 799	\$ 97,318
OEM Incentives Per Unit	\$ 1,750	\$ 147,000
Floorplan Assistance Per Unit	\$ 38	\$ 3,192
Advertising Credits Per Unit	\$ 9	\$ 756
Total Washout PNVR	\$ 5,854	\$ 491,698
Note: This does not include future Gross Opportunities		

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