

Current Data

New Retail Deliveries YTD (units)	415
Month of Year	12
Average # Retail Units Delivered Per Month	35
Total # Units Currently in Inventory	2
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	207.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,000
CURRENT Monthly Gross Profit	\$ 103,750
CURRENT Yearly Front End Gross Profit Total	\$ 1,245,000

Projection

	200.0
\$	3,000.0
	33
\$	100,000
\$	(3,750)
\$	1,200,000
\$	(45,000)

Additional Income

				Monthly
				(2)
Current New Vehicle F&I Average PVR			2200	\$ (4,400)
PDI & Accessory Sales PVR	425	X 50% Gross	\$ 213	\$ (425)
Trade %	55%	# of Trades	(1.1)	\$ (62)

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	(0.2)	\$	(594)
Average Recon on U/C Trade	1350	X 50% Gross	\$ 675	\$	(2,402)
Average PUVR Wholesale			\$ 283	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,730	\$	-
Hard Pack Per Unit UV			\$ -	\$	(979)
Hard Pack Per Unit NV			\$ -	\$	(1,000)
Doc Fee/ Admin Fee Per Unit			\$ 340	\$	(1,548)
OEM Incentives Per Unit			\$ 500	\$	(0)
Floorplan Assistance Per Unit			\$ 774	\$	(3,750.00)
Advertising Credits Per Unit			1%	\$	(11,411)
Total Washout PNVR (Adjusted for %s)			\$ 8,705	\$	(15,161)
Note: This does not include future Gross Opportunities				\$	290,181

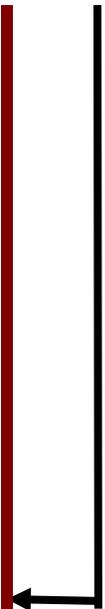


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(24)
NV F&I Increase	\$ (52,800)
PDI & Accesory Increase	\$ (5,100)
UV Wholesale Increase	\$ (747)

UV Recon Increase	\$ (7,128)
UV Retail PUVR Increase	\$ (28,829)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (11,750)
OEM Incentives Increase	\$ (12,000)
Floorplan Assistance Increase	\$ (18,576)
Advertising Credit Increase	\$ (0)
Front End Variance (from above)	\$ (45,000)
Additional Income Variance	\$ (136,931)
Total Variance	\$ (181,931)
Total Projected Gross Profit	\$ 3,482,176





Projections

Data

Projected New Retail Deliveries YTD (units)	400
Average <u>Front End</u> Gross Profit PNVR	\$ 3,000
Annualized Yearly Front End Gross Profit Total	\$ 1,200,000



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 2,200	\$ 880,000	
PDI & Accessory Sales PVR	\$ 425	X 50% Gross	\$ 213	\$ 85,000	
Trade %	55%	# of Trades	220.0	220.0	
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	44.0	44.0	
Average Recon on U/C Trade	\$ 1,350	X 50% Gross	\$ 675	\$ 118,800	
Average PUVR Wholesale			\$ 283	\$ 12,452	
Average PUVR (Front and Back) on Trades			\$ 2,730	\$ 480,480	
Hard Pack Per Unit UV			\$ -	\$ -	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$	340	\$	195,840
OEM Incentives Per Unit	\$	500	\$	200,000
Floorplan Assistance Per Unit	\$	774	\$	309,600
Advertising Credits Per Unit	\$	0	\$	4
Total Washout PNVR	\$	8,705	\$	3,482,176
Note: This does not include future Gross Opportunities				

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