

Current Data

New Retail Deliveries YTD (units)	199
Month of Year	3
Average # Retail Units Delivered Per Month	66
Total # Units Currently in Inventory	7
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	113.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,607
CURRENT Monthly Gross Profit	\$ 172,931
CURRENT Yearly Front End Gross Profit Total	\$ 2,075,172

Projection

	100.0
\$	2,500.0
	58
\$	145,833
\$	(27,098)
\$	1,750,000
\$	(325,172)

Additional Income

				Monthly
				(8)
Current New Vehicle F&I Average PVR			1945	\$ (15,560)
PDI & Accessory Sales PVR	250	X 50% Gross	\$ 125	\$ (1,000)
Trade %	54%	# of Trades	(4.3)	\$ (1,296)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(2.2)	\$	(2,970)
Average Recon on U/C Trade	2750	X 50% Gross	\$ 1,375	\$	(6,480)
Average PUVR Wholesale			\$ 600	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,000	\$	-
Hard Pack Per Unit UV				\$	(4,267)
Hard Pack Per Unit NV				\$	(32,000)
Doc Fee/ Admin Fee Per Unit			\$ 420	\$	-
OEM Incentives Per Unit			\$ 4,000	\$	(1,480)
Floorplan Assistance Per Unit				\$	(27,097.67)
Advertising Credits Per Unit			\$ 185	\$	(65,053)
Total Washout PNVR (Adjusted for %s)			\$ 10,739	\$	(92,151)
Note: This does not include future Gross Opportunities				\$	626,421

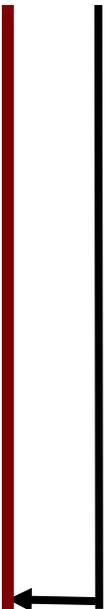


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(96)
NV F&I Increase	\$ (186,720)
PDI & Accesory Increase	\$ (12,000)
UV Wholesale Increase	\$ (15,552)

UV Recon Increase	\$ (35,640)
UV Retail PUVR Increase	\$ (77,760)
Hard Pack Increase UV	\$ -
5	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (51,206)
OEM Incentives Increase	\$ (384,000)
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ (17,760)
Front End Variance (from above)	\$ (325,172)
Additional Income Variance	\$ (780,638)
Total Variance	\$ (1,105,810)
Total Projected Gross Profit	\$ 7,517,055





Projections

Data

Projected New Retail Deliveries YTD (units)	700
Average <u>Front End</u> Gross Profit PNVR	\$ 2,607
Annualized Yearly Front End Gross Profit Total	\$ 1,824,900



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 1,945	\$ 1,361,500
PDI & Accessory Sales PVR	\$ 250	X 50% Gross	\$ 125	\$ 87,500
Trade %	54%	# of Trades	378.0	378.0
UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	189.0	189.0
Average Recon on U/C Trade	\$ 2,750	X 50% Gross	\$ 1,375	\$ 259,875
Average PUVR Wholesale			\$ 600	\$ 113,400
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 567,000
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 420	\$ 373,380
OEM Incentives Per Unit	\$ 4,000	\$ 2,800,000
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 185	\$ 129,500
Total Washout PNVR	\$ 10,739	\$ 7,517,055
Note: This does not include future Gross Opportunities		

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