

Current Data

New Retail Deliveries YTD (units)	387
Month of Year	3
Average # Retail Units Delivered Per Month	129
Total # Units Currently in Inventory	43
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	36.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,967
CURRENT Monthly Gross Profit	\$ 640,743
CURRENT Yearly Front End Gross Profit Total	\$ 7,688,916

Projection

	12.0
\$	3,000.0
	43
\$	129,000
\$	(511,743)
\$	1,548,000
\$	(6,140,916)

Additional Income

				Monthly
				(86)
Current New Vehicle F&I Average PVR			1863	\$ (160,218)
PDI & Accessory Sales PVR	163.84	X 50% Gross	\$ 82	\$ (7,045)
Trade %	26%	# of Trades	(22.4)	\$ (4,846)

UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled	(4.0)	\$	(13,916)
Average Recon on U/C Trade	1518	X 50% Gross	\$ 759	\$	(94,316)
Average PUVR Wholesale			\$ 1,204	\$	(6,967)
Average PUVR (Front and Back) on Trades			\$ 5,144	\$	(32,680)
Hard Pack Per Unit UV			\$ 380	\$	(8,868)
Hard Pack Per Unit NV			\$ 380	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	(17,200)
OEM Incentives Per Unit			\$ -	\$	(43,000)
Floorplan Assistance Per Unit			\$ 200	\$	(511,743.00)
Advertising Credits Per Unit			\$ 500	\$	(389,058)
Total Washout PNVR (Adjusted for %s)			\$ 9,509	\$	(900,801)
Note: This does not include future Gross Opportunities				\$	408,874

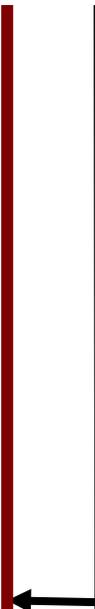


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(1,032)
NV F&I Increase	\$ (1,922,616)
PDI & Accesory Increase	\$ (84,541)
UV Wholesale Increase	\$ (58,150)

UV Recon Increase	\$ (166,997)
UV Retail PUVR Increase	\$ (1,131,795)
Hard Pack Increase UV	\$ (83,609)
Hard Pack Increase NV	\$ (392,160)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (106,422)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (206,400)
Advertising Credit Increase	\$ (516,000)
Front End Variance (from above)	\$ (6,140,916)
Additional Income Variance	\$ (4,668,690)
Total Variance	\$ (10,809,606)
Total Projected Gross Profit	\$ 4,906,494





Projections

Data

Projected New Retail Deliveries YTD (units)	516
Average <u>Front End</u> Gross Profit PNVR	\$ 4,967
Annualized Yearly Front End Gross Profit Total	\$ 2,562,972



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,863	\$ 961,308
PDI & Accessory Sales PVR	\$ 164	X 50% Gross	\$ 82	\$ 42,271
Trade %	26%	# of Trades	134.2	134.2
UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled	24.1	24.1
Average Recon on U/C Trade	\$ 1,518	X 50% Gross	\$ 759	\$ 83,499
Average PUVR Wholesale			\$ 1,204	\$ 29,075
Average PUVR (Front and Back) on Trades			\$ 5,144	\$ 565,898
Hard Pack Per Unit UV			\$ 380	\$ 50,981
Hard Pack Per Unit NV			\$ 380	\$ 196,080

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 53,211
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 200	\$ 103,200
Advertising Credits Per Unit	\$ 500	\$ 258,000
Total Washout PNVR	\$ 9,509	\$ 4,906,494
Note: This does not include future Gross Opportunities		

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