

Current Data

New Retail Deliveries YTD (units)	261
Month of Year	5
Average # Retail Units Delivered Per Month	52
Total # Units Currently in Inventory	46
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	13.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 6,905
CURRENT Monthly Gross Profit	\$ 360,441
CURRENT Yearly Front End Gross Profit Total	\$ 4,325,292

Projection

8.8
\$ 6,905.0
34
\$ 232,135
\$ (128,306)
\$ 2,785,615
\$ (1,539,677)

Additional Income

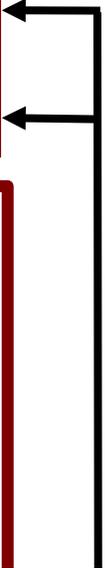
				Monthly
				(19)
Current New Vehicle F&I Average PVR		1883		\$ (35,777)
PDI & Accessory Sales PVR	45572	X 50% Gross	\$ 22,786	\$ (432,934)
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %	15.38%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	2220.76335877863	X 50% Gross	\$ 1,110	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV				\$ -
Hard Pack Per Unit NV				\$ -
Doc Fee/ Admin Fee Per Unit				\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ (128,306.41)
Advertising Credits Per Unit				\$ (468,711)
Total Washout PNVR (Adjusted for %s)			\$ 31,574	\$ (597,017)
Note: This does not include future Gross Opportunities				\$ 1,061,465



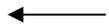
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additonal NV Units	(228)
NV F&I Increase	\$ (429,324)
PDI & Accesory Increase	\$ (5,195,208)
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	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (1,539,677)
Additional Income Variance	\$ (5,624,532)
Total Variance	\$ (7,164,209)
Total Projected Gross Profit	\$ 12,737,583





Projections

Data

Projected New Retail Deliveries YTD (units)	403
Average <u>Front End</u> Gross Profit PNVR	\$ 6,905
Annualized Yearly Front End Gross Profit Total	\$ 2,785,615



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 1,883	\$ 759,640
PDI & Accessory Sales PVR	\$ 45,572	X 50% Gross	\$ 22,786	\$ 9,192,328
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 2,221	X 50% Gross	\$ 1,110	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 31,574	\$ 12,737,583
Note: This does not include future Gross Opportunities		

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