

Current Data

New Retail Deliveries YTD (units)	185
Month of Year	4
Average # Retail Units Delivered Per Month	46
Total # Units Currently in Inventory	79
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,651
CURRENT Monthly Gross Profit	\$ 76,359
CURRENT Yearly Front End Gross Profit Total	\$ 916,305

Projection

	12.0
	\$ 1,000.0
	79
	\$ 79,000
	\$ 2,641
	\$ 948,000
	\$ 31,695

Additional Income

				Monthly
				33
Current New Vehicle F&I Average PVR			2598	\$ 85,734
PDI & Accessory Sales PVR	269.11	X 50% Gross	\$ 135	\$ 4,440
Trade %	47%	# of Trades	15.6	\$ 2,174

UV Immediate Wholesale %	26%	# of Trades Immediate Wholesaled	4.1	\$	16,440
Average Recon on U/C Trade	2856	X 50% Gross	\$ 1,428	\$	71,953
Average PUVR Wholesale			\$ 526	\$	8,634
Average PUVR (Front and Back) on Trades			\$ 6,250	\$	24,750
Hard Pack Per Unit UV			\$ 750	\$	22,167
Hard Pack Per Unit NV			\$ 750	\$	8,242
Doc Fee/ Admin Fee Per Unit			\$ 498	\$	18,565
OEM Incentives Per Unit			\$ 250	\$	8,580
Floorplan Assistance Per Unit			\$ 563	\$	2,641.25
Advertising Credits Per Unit			\$ 260	\$	271,680
Total Washout PNVR (Adjusted for %s)			\$ 9,978	\$	274,321
Note: This does not include future Gross Opportunities				\$	788,229

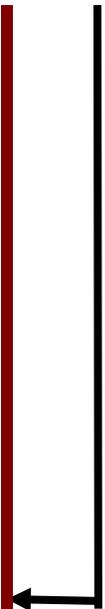


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	396
NV F&I Increase	\$ 1,028,808
PDI & Accesory Increase	\$ 53,284
UV Wholesale Increase	\$ 26,086

UV Recon Increase	\$ 197,278
UV Retail PUVR Increase	\$ 863,438
Hard Pack Increase UV	\$ 103,613
Hard Pack Increase NV	\$ 297,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 266,007
OEM Incentives Increase	\$ 98,901
Floorplan Assistance Increase	\$ 222,786
Advertising Credit Increase	\$ 102,960
Front End Variance (from above)	\$ 31,695
Additional Income Variance	\$ 3,260,161
Total Variance	\$ 3,291,856
Total Projected Gross Profit	\$ 9,458,747





Projections

Data

Projected New Retail Deliveries YTD (units)	948
Average <u>Front End</u> Gross Profit PNVR	\$ 1,651
Annualized Yearly Front End Gross Profit Total	\$ 1,565,148



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 2,598	\$	2,462,904
PDI & Accessory Sales PVR	\$ 269	X 50% Gross	\$ 135	\$	127,558
Trade %	47%	# of Trades	449.4		449.4
UV Immediate Wholesale %	26%	# of Trades Immediate Wholesaled	118.6		118.6
Average Recon on U/C Trade	\$ 2,856	X 50% Gross	\$ 1,428	\$	472,273
Average PUVR Wholesale			\$ 526	\$	62,449
Average PUVR (Front and Back) on Trades			\$ 6,250	\$	2,067,019
Hard Pack Per Unit UV			\$ 750	\$	337,014
Hard Pack Per Unit NV			\$ 750	\$	711,000

Doc Fee/ Admin Fee Per Unit	\$	498	\$	636,804
OEM Incentives Per Unit	\$	250	\$	236,763
Floorplan Assistance Per Unit	\$	563	\$	533,335
Advertising Credits Per Unit	\$	260	\$	246,480
Total Washout PNVR	\$	9,978	\$	9,458,747
Note: This does not include future Gross Opportunities				

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