

Current Data

New Retail Deliveries YTD (units)	613
Month of Year	6
Average # Retail Units Delivered Per Month	102
Total # Units Currently in Inventory	6
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	204.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 5,994
CURRENT Monthly Gross Profit	\$ 612,387
CURRENT Yearly Front End Gross Profit Total	\$ 7,348,644

Projection

	30.0
\$	4,000.0
	15
\$	60,000
\$	(552,387)
\$	720,000
\$	(6,628,644)

Additional Income

				Monthly
				(88)
Current New Vehicle F&I Average PVR			1507	\$ (132,616)
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ (4,400)
Trade %	38%	# of Trades	(33.4)	\$ 6,738

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	(8.4)	\$	(10,722)
Average Recon on U/C Trade	855	X 50% Gross	\$ 428	\$	(120,635)
			\$ (806)	\$	(38,247)
Average PUVR (Front and Back) on Trades			\$ 4,810	\$	-
Hard Pack Per Unit UV			\$ 1,525	\$	(56,540)
Hard Pack Per Unit NV			\$ -	\$	(62,216)
Doc Fee/ Admin Fee Per Unit			\$ 500	\$	(19,026,392)
OEM Incentives Per Unit			\$ 707	\$	-
Floorplan Assistance Per Unit			\$ 216,209	\$	(552,387.00)
Advertising Credits Per Unit			\$ -	\$	(19,445,029)
Total Washout PNVR (Adjusted for %s)			\$ 227,105	\$	(19,997,416)
Note: This does not include future Gross Opportunities				\$	3,406,577

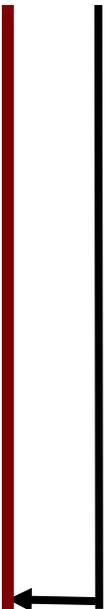


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(1,056)
NV F&I Increase	\$ (1,591,392)
PDI & Accesory Increase	\$ (52,800)
UV Wholesale Increase	\$ 80,858

UV Recon Increase	\$ (128,660)
UV Retail PUVR Increase	\$ (1,447,618)
Hard Pack Increase UV	\$ (458,964)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (678,480)
OEM Incentives Increase	\$ (746,592)
Floorplan Assistance Increase	\$ (228,316,704)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (6,628,644)
Additional Income Variance	\$ (233,340,352)
Total Variance	\$ (239,968,996)
Total Projected Gross Profit	\$ 40,878,921





Projections

Data

Projected New Retail Deliveries YTD (units)	180
Average <u>Front End</u> Gross Profit PNVR	\$ 5,994
Annualized Yearly Front End Gross Profit Total	\$ 1,078,920



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 1,507	\$ 271,260
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 9,000
Trade %	38%	# of Trades	68.4	68.4
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	17.1	17.1
Average Recon on U/C Trade	\$ 855	X 50% Gross	\$ 428	\$ 21,931
Average PUVR Wholesale			\$ (806)	\$ (13,783)
Average PUVR (Front and Back) on Trades			\$ 4,810	\$ 246,753
Hard Pack Per Unit UV			\$ 1,525	\$ 104,310
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 500	\$ 115,650
OEM Incentives Per Unit	\$ 707	\$ 127,260
Floorplan Assistance Per Unit	\$ 216,209	\$ 38,917,620
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 227,105	\$ 40,878,921
Note: This does not include future Gross Opportunities		

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