

Current Data

New Retail Deliveries YTD (units)	525
Month of Year	7
Average # Retail Units Delivered Per Month	75
Total # Units Currently in Inventory	70
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	12.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,612
CURRENT Monthly Gross Profit	\$ 345,900
CURRENT Yearly Front End Gross Profit Total	\$ 4,150,800

Projection

	16.0
\$	3,500.0
	93
\$	326,667
\$	(19,233)
\$	3,920,000
\$	(230,800)

Additional Income

				Monthly
				19
Current New Vehicle F&I Average PVR			2487	\$ 47,253
PDI & Accessory Sales PVR	200	X 50% Gross	\$ 100	\$ 1,900
Trade %	30%	# of Trades	5.7	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ 4,275
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$ 28,135
Average PUVR Wholesale			\$ 491	\$ 8,550
Average PUVR (Front and Back) on Trades			\$ 4,936	\$ 19,000
Hard Pack Per Unit UV			\$ 1,500	\$ 4,323
Hard Pack Per Unit NV			\$ 1,000	\$ 11,400
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ (13,604)
OEM Incentives Per Unit			\$ 600	\$ (2,451)
Floorplan Assistance Per Unit			\$ (716)	\$ (19,233.33)
Advertising Credits Per Unit			\$ (129)	\$ 108,781
Total Washout PNVR (Adjusted for %s)			\$ 10,337	\$ 89,547
Note: This does not include future Gross Opportunities				\$ 964,815

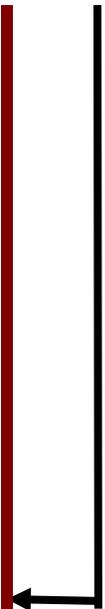


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	228
NV F&I Increase	\$ 567,036
PDI & Accesory Increase	\$ 22,800
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 51,300
UV Retail PUVR Increase	\$ 337,622
Hard Pack Increase UV	\$ 102,600
Hard Pack Increase NV	\$ 228,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 51,870
OEM Incentives Increase	\$ 136,800
Floorplan Assistance Increase	\$ (163,248)
Advertising Credit Increase	\$ (29,412)
Front End Variance (from above)	\$ (230,800)
Additional Income Variance	\$ 1,305,368
Total Variance	\$ 1,074,568
Total Projected Gross Profit	\$ 11,577,776





Projections

Data

Projected New Retail Deliveries YTD (units)	1,120
Average <u>Front End</u> Gross Profit PNVR	\$ 4,612
Annualized Yearly Front End Gross Profit Total	\$ 5,165,440



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 2,487	\$ 2,785,440	
PDI & Accessory Sales PVR	\$ 200	X 50% Gross	\$ 100	\$ 112,000	
Trade %	30%	# of Trades	336.0	336.0	
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-	
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 252,000	
Average PUVR Wholesale			\$ 491	\$ -	
Average PUVR (Front and Back) on Trades			\$ 4,936	\$ 1,658,496	
Hard Pack Per Unit UV			\$ 1,500	\$ 504,000	
Hard Pack Per Unit NV			\$ 1,000	\$ 1,120,000	

Doc Fee/ Admin Fee Per Unit	\$ 175	\$ 254,800
OEM Incentives Per Unit	\$ 600	\$ 672,000
Floorplan Assistance Per Unit	\$ (716)	\$ (801,920)
Advertising Credits Per Unit	\$ (129)	\$ (144,480)
Total Washout PNVR	\$ 10,337	\$ 11,577,776
Note: This does not include future Gross Opportunities		

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