

Current Data

New Retail Deliveries YTD (units)	646
Month of Year	7
Average # Retail Units Delivered Per Month	92
Total # Units Currently in Inventory	13
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	85.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,512
CURRENT Monthly Gross Profit	\$ 324,107
CURRENT Yearly Front End Gross Profit Total	\$ 3,889,289

Projection

	65.0
	\$ 3,510.0
	70
	\$ 247,163
	\$ (76,945)
	\$ 2,965,950
	\$ (923,339)

Additional Income

				Monthly
				(22)
Current New Vehicle F&I Average PVR			1449	\$ (31,878)
PDI & Accessory Sales PVR	120	X 50% Gross	\$ 60	\$ (1,320)
Trade %	48%	# of Trades	(10.6)	\$ (444)

UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled	(0.6)	\$	(8,298)
Average Recon on U/C Trade	1672	X 50% Gross	\$ 836	\$	(44,659)
Average PUVR Wholesale			\$ 701	\$	(4,963)
Average PUVR (Front and Back) on Trades			\$ 4,499	\$	-
Hard Pack Per Unit UV			\$ 500	\$	(22,317)
Hard Pack Per Unit NV			\$ -	\$	(13,200)
Doc Fee/ Admin Fee Per Unit			\$ 699	\$	(14,960)
OEM Incentives Per Unit			\$ 600	\$	(3,300)
Floorplan Assistance Per Unit			\$ 680	\$	(76,944.93)
Advertising Credits Per Unit			\$ 150	\$	(145,339)
Total Washout PNVR (Adjusted for %s)			\$ 10,133	\$	(222,284)
Note: This does not include future Gross Opportunities				\$	713,513

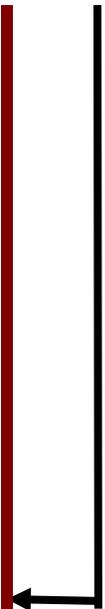


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(264)
NV F&I Increase	\$ (382,536)
PDI & Accesory Increase	\$ (15,840)
UV Wholesale Increase	\$ (5,330)

UV Recon Increase	\$ (99,582)
UV Retail PUVR Increase	\$ (535,906)
Hard Pack Increase UV	\$ (59,558)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (267,799)
OEM Incentives Increase	\$ (158,400)
Floorplan Assistance Increase	\$ (179,520)
Advertising Credit Increase	\$ (39,600)
Front End Variance (from above)	\$ (923,339)
Additional Income Variance	\$ (1,744,071)
Total Variance	\$ (2,667,410)
Total Projected Gross Profit	\$ 6,545,743





Projections

Data

Projected New Retail Deliveries YTD (units)	646
Average <u>Front End</u> Gross Profit PNVR	\$ 3,512
Annualized Yearly Front End Gross Profit Total	\$ 2,268,752



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,449	\$	936,054
PDI & Accessory Sales PVR	\$ 120	X 50% Gross	\$ 60	\$	38,760
Trade %	48%	# of Trades	310.1		310.1
UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled	18.6		18.6
Average Recon on U/C Trade	\$ 1,672	X 50% Gross	\$ 836	\$	243,673
Average PUVR Wholesale			\$ 701	\$	13,042
Average PUVR (Front and Back) on Trades			\$ 4,499	\$	1,311,347
Hard Pack Per Unit UV			\$ 500	\$	155,040
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$	699	\$	655,295
OEM Incentives Per Unit	\$	600	\$	387,600
Floorplan Assistance Per Unit	\$	680	\$	439,280
Advertising Credits Per Unit	\$	150	\$	96,900
Total Washout PNVR	\$	10,133	\$	6,545,743
Note: This does not include future Gross Opportunities				

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