

Current Data

New Retail Deliveries YTD (units)	864
Month of Year	9
Average # Retail Units Delivered Per Month	96
Total # Units Currently in Inventory	97
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,770
CURRENT Monthly Gross Profit	\$ 169,920
CURRENT Yearly Front End Gross Profit Total	\$ 2,039,040

Projection

	10.0
	\$ 920.0
	81
	\$ 74,367
	\$ (95,553)
	\$ 892,400
	\$ (1,146,640)

Additional Income

				Monthly
				(16)
Current New Vehicle F&I Average PVR			970	\$ (15,520)
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ (800)
Trade %	23%	# of Trades	(3.7)	\$ (1,382)

UV Immediate Wholesale %	47%	# of Trades Immediate Wholesaled	(1.7)	\$ (751)
Average Recon on U/C Trade	770	X 50% Gross	\$ 385	\$ (7,302)
Average PUVR Wholesale			\$ 799	\$ (1,073)
Average PUVR (Front and Back) on Trades			\$ 3,744	\$ -
Hard Pack Per Unit UV			\$ 550	\$ (4,129)
Hard Pack Per Unit NV			\$ -	\$ (14,640)
Doc Fee/ Admin Fee Per Unit			\$ 230	\$ (5,936)
OEM Incentives Per Unit			\$ 915	\$ (3,072)
Floorplan Assistance Per Unit			\$ 371	\$ (95,553.33)
Advertising Credits Per Unit			\$ 192	\$ (54,604)
Total Washout PNVR (Adjusted for %s)			\$ 5,242	\$ (150,158)
Note: This does not include future Gross Opportunities				\$ 423,747

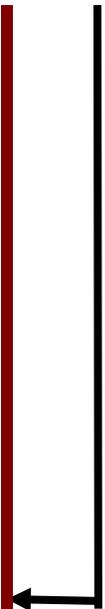


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(192)
NV F&I Increase	\$ (186,240)
PDI & Accesory Increase	\$ (9,600)
UV Wholesale Increase	\$ (16,583)

UV Recon Increase	\$ (9,011)
UV Retail PUVR Increase	\$ (87,628)
Hard Pack Increase UV	\$ (12,873)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (49,543)
OEM Incentives Increase	\$ (175,680)
Floorplan Assistance Increase	\$ (71,232)
Advertising Credit Increase	\$ (36,864)
Front End Variance (from above)	\$ (1,146,640)
Additional Income Variance	\$ (655,254)
Total Variance	\$ (1,801,894)
Total Projected Gross Profit	\$ 5,084,967





Projections

Data

Projected New Retail Deliveries YTD (units)	970
Average <u>Front End</u> Gross Profit PNVR	\$ 1,770
Annualized Yearly Front End Gross Profit Total	\$ 1,716,900



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 970	\$ 940,900
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 48,500
Trade %	23%	# of Trades	223.1	223.1
UV Immediate Wholesale %	47%	# of Trades Immediate Wholesaled	104.9	104.9
Average Recon on U/C Trade	\$ 770	X 50% Gross	\$ 385	\$ 45,524
Average PUVR Wholesale			\$ 799	\$ 83,781
Average PUVR (Front and Back) on Trades			\$ 3,744	\$ 442,702
Hard Pack Per Unit UV			\$ 550	\$ 122,705
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	230	\$	250,296
OEM Incentives Per Unit	\$	915	\$	887,550
Floorplan Assistance Per Unit	\$	371	\$	359,870
Advertising Credits Per Unit	\$	192	\$	186,240
Total Washout PNVR	\$	5,242	\$	5,084,967
Note: This does not include future Gross Opportunities				

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