

Current Data

New Retail Deliveries YTD (units)	1,007
Month of Year	10
Average # Retail Units Delivered Per Month	101
Total # Units Currently in Inventory	150
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	8.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,689
CURRENT Monthly Gross Profit	\$ 371,482
CURRENT Yearly Front End Gross Profit Total	\$ 4,457,788

Projection

	12.0
\$	3,500.0
	150
\$	525,000
\$	153,518
\$	6,300,000
\$	1,842,212

Additional Income

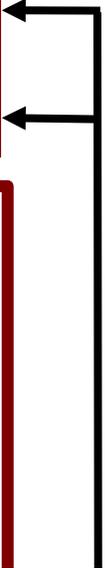
				Monthly
				50
Current New Vehicle F&I Average PVR			1411	\$ 70,550
PDI & Accessory Sales PVR	1000	X 50% Gross	\$ 500	\$ 25,000
Trade %	47%	# of Trades	23.5	\$ 2,237

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	4.7	\$	11,374
Average Recon on U/C Trade	1210	X 50% Gross	\$ 605	\$	68,733
Average PUVR Wholesale			\$ 476	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,656	\$	15,000
Hard Pack Per Unit UV				\$	20,571
Hard Pack Per Unit NV			\$ 300	\$	27,125
Doc Fee/ Admin Fee Per Unit			\$ 299	\$	18,000
OEM Incentives Per Unit			\$ 543	\$	8,400
Floorplan Assistance Per Unit			\$ 360	\$	153,517.70
Advertising Credits Per Unit			\$ 168	\$	266,990
Total Washout PNVR (Adjusted for %s)			\$ 9,029	\$	420,508
Note: This does not include future Gross Opportunities					\$ 1,354,321

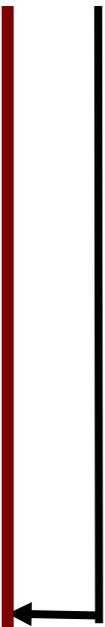


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additonal NV Units	600
NV F&I Increase	\$ 846,600
PDI & Accesory Increase	\$ 300,000
UV Wholesale Increase	\$ 26,846



UV Recon Increase	\$ 136,488
UV Retail PUVR Increase	\$ 824,794
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ 180,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 246,854
OEM Incentives Increase	\$ 325,500
Floorplan Assistance Increase	\$ 216,000
Advertising Credit Increase	\$ 100,800
Front End Variance (from above)	\$ 1,842,212
Additional Income Variance	\$ 3,203,882
Total Variance	\$ 5,046,095
Total Projected Gross Profit	\$ 16,251,847





Projections

Data

Projected New Retail Deliveries YTD (units)	1,800
Average <u>Front End</u> Gross Profit PNVR	\$ 3,689
Annualized Yearly Front End Gross Profit Total	\$ 6,640,200



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,411	\$ 2,539,800
PDI & Accessory Sales PVR	\$ 1,000	X 50% Gross	\$ 500	\$ 900,000
Trade %	47%	# of Trades	846.0	846.0
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	169.2	169.2
Average Recon on U/C Trade	\$ 1,210	X 50% Gross	\$ 605	\$ 409,464
Average PUVR Wholesale			\$ 476	\$ 80,539
Average PUVR (Front and Back) on Trades			\$ 3,656	\$ 2,474,381
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ 300	\$ 540,000
Doc Fee/ Admin Fee Per Unit			\$ 299	\$ 740,563

OEM Incentives Per Unit	\$	543	\$	976,500
Floorplan Assistance Per Unit	\$	360	\$	648,000
Advertising Credits Per Unit	\$	168	\$	302,400
Total Washout PNVR	\$	9,029	\$	16,251,847
Note: This does not include future Gross Opportunities				

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