

Current Data

New Retail Deliveries YTD (units)	731
Month of Year	10
Average # Retail Units Delivered Per Month	73
Total # Units Currently in Inventory	132
Months Supply "In Units"	1.8
CURRENT Inventory Turn Rate	6.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,225
CURRENT Monthly Gross Profit	\$ 162,648
CURRENT Yearly Front End Gross Profit Total	\$ 1,951,770

Projection

	10.0
	\$ 1,600.0
	110
	\$ 176,000
	\$ 13,353
	\$ 2,112,000
	\$ 160,230

Additional Income

				Monthly
				37
Current New Vehicle F&I Average PVR			1681	\$ 62,197
PDI & Accessory Sales PVR	350	X 50% Gross	\$ 175	\$ 6,475
Trade %	36%	# of Trades	13.3	\$ 9,776

UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	4.7	\$	6,506
Average Recon on U/C Trade	1503	X 50% Gross	\$ 752	\$	26,035
Average PUVR Wholesale			\$ 2,097	\$	4,329
Average PUVR (Front and Back) on Trades			\$ 3,007	\$	-
Hard Pack Per Unit UV			\$ 500	\$	11,415
Hard Pack Per Unit NV			\$ -	\$	12,617
Doc Fee/ Admin Fee Per Unit			\$ 250	\$	24,087
OEM Incentives Per Unit			\$ 341	\$	15,466
Floorplan Assistance Per Unit			\$ 651	\$	13,352.50
Advertising Credits Per Unit			\$ 418	\$	178,903
Total Washout PNVR (Adjusted for %s)			\$ 7,123	\$	192,255
Note: This does not include future Gross Opportunities				\$	783,553

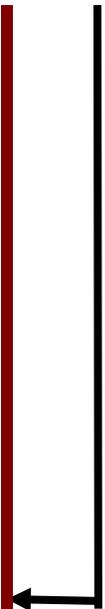


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	444
NV F&I Increase	\$ 746,364
PDI & Accesory Increase	\$ 77,700
UV Wholesale Increase	\$ 117,315

UV Recon Increase	\$ 78,078
UV Retail PUVR Increase	\$ 312,415
Hard Pack Increase UV	\$ 51,948
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 136,974
OEM Incentives Increase	\$ 151,404
Floorplan Assistance Increase	\$ 289,044
Advertising Credit Increase	\$ 185,592
Front End Variance (from above)	\$ 160,230
Additional Income Variance	\$ 2,146,834
Total Variance	\$ 2,307,064
Total Projected Gross Profit	\$ 9,402,639





Projections

Data

Projected New Retail Deliveries YTD (units)	1,320
Average <u>Front End</u> Gross Profit PNVR	\$ 2,225
Annualized Yearly Front End Gross Profit Total	\$ 2,937,000



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,681	\$ 2,218,920	
PDI & Accessory Sales PVR	\$ 350	X 50% Gross	\$ 175	\$ 231,000	
Trade %	36%	# of Trades	475.2	475.2	
UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	166.3	166.3	
Average Recon on U/C Trade	\$ 1,503	X 50% Gross	\$ 752	\$ 232,123	
Average PUVR Wholesale			\$ 2,097	\$ 348,773	
Average PUVR (Front and Back) on Trades			\$ 3,007	\$ 928,802	
Hard Pack Per Unit UV			\$ 500	\$ 237,600	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$	250	\$	407,220
OEM Incentives Per Unit	\$	341	\$	450,120
Floorplan Assistance Per Unit	\$	651	\$	859,320
Advertising Credits Per Unit	\$	418	\$	551,760
Total Washout PNVR	\$	7,123	\$	9,402,639
Note: This does not include future Gross Opportunities				

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