

Current Data

New Retail Deliveries YTD (units)	174
Month of Year	2
Average # Retail Units Delivered Per Month	87
Total # Units Currently in Inventory	163
Months Supply "In Units"	1.9
CURRENT Inventory Turn Rate	6.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,817
CURRENT Monthly Gross Profit	\$ 419,079
CURRENT Yearly Front End Gross Profit Total	\$ 5,028,948

Projection

	7.2
\$	5,817.0
	98
\$	568,903
\$	149,824
\$	6,826,831
\$	1,797,883

Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			1953	\$ 21,483
PDI & Accessory Sales PVR	1024	X 50% Gross	\$ 512	\$ 5,632
Trade %	41%	# of Trades	4.5	\$ 79

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.2	\$	6,427
Average Recon on U/C Trade	3000	X 50% Gross	\$ 1,500	\$	16,315
Average PUVR Wholesale			\$ 350	\$	6,410
Average PUVR (Front and Back) on Trades			\$ 3,808	\$	3,300
Hard Pack Per Unit UV			\$ 1,496	\$	7,627
Hard Pack Per Unit NV			\$ 300	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	4,521
OEM Incentives Per Unit			\$ -	\$	1,892
Floorplan Assistance Per Unit			\$ 411	\$	149,823.60
Advertising Credits Per Unit			\$ 172	\$	73,686
Total Washout PNVR (Adjusted for %s)			\$ 5,921	\$	223,509
Note: This does not include future Gross Opportunities				\$	579,065

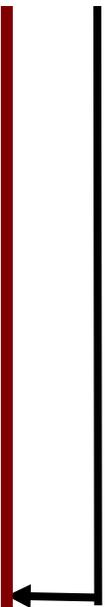


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	132
NV F&I Increase	\$ 257,796
PDI & Accesory Increase	\$ 67,584
UV Wholesale Increase	\$ 947

UV Recon Increase	\$ 77,121
UV Retail PUVR Increase	\$ 195,785
Hard Pack Increase UV	\$ 76,915
Hard Pack Increase NV	\$ 39,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 91,524
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 54,252
Advertising Credit Increase	\$ 22,704
Front End Variance (from above)	\$ 1,797,883
Additional Income Variance	\$ 884,228
Total Variance	\$ 2,682,111
Total Projected Gross Profit	\$ 6,948,779





Projections

Data	Projected New Retail Deliveries YTD (units)	1,174
	Average <u>Front End</u> Gross Profit PNVR	\$ 4,817
	Annualized Yearly Front End Gross Profit Total	\$ 5,653,231



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$	1,953	\$ 1,953
PDI & Accessory Sales PVR	\$ 1,024	X 50% Gross	\$	512	\$ 600,883
Trade %	41%	# of Trades		481.2	481.2
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled		24.1	24.1
Average Recon on U/C Trade	\$ 3,000	X 50% Gross	\$	1,500	\$ 685,676
Average PUVR Wholesale			\$	350	\$ 350
Average PUVR (Front and Back) on Trades			\$	3,808	\$ 3,808
Hard Pack Per Unit UV			\$	1,496	\$ 1,496
Hard Pack Per Unit NV			\$	300	\$ 300
Doc Fee/ Admin Fee Per Unit			\$	499	\$ 499

OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	411	\$	411
Advertising Credits Per Unit	\$	172	\$	172
Total Washout PNVR	\$	5,921	\$	6,948,779
Note: This does not include future Gross Opportunities				

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