

Current Data

New Retail Deliveries YTD (units)	320
Month of Year	2
Average # Retail Units Delivered Per Month	160
Total # Units Currently in Inventory	189
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	10.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,300
CURRENT Monthly Gross Profit	\$ 528,000
CURRENT Yearly Front End Gross Profit Total	\$ 6,336,000

Projection

10.0
\$ 3,200.0
158
\$ 504,000
\$ (24,000)
\$ 6,048,000
\$ (288,000)

Additional Income

				Monthly
				(3)
Current New Vehicle F&I Average PVR			2200	\$ (6,600)
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	59%	# of Trades	(1.8)	\$ (1,133)

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	(0.7)	\$ (1,062)
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$ (4,567)
Average PUVR Wholesale			\$ 1,600	\$ -
Average PUVR (Front and Back) on Trades			\$ 4,300	\$ -
Hard Pack Per Unit UV			\$ -	\$ (4,042)
Hard Pack Per Unit NV			\$ -	\$ (450)
Doc Fee/ Admin Fee Per Unit			\$ 995	\$ (450)
OEM Incentives Per Unit			\$ 150	\$ -
Floorplan Assistance Per Unit			\$ 150	\$ (24,000.00)
Advertising Credits Per Unit			\$ -	\$ (18,303)
Total Washout PNVR (Adjusted for %s)			\$ 3,659	\$ (42,303)
Note: This does not include future Gross Opportunities				\$ 576,288



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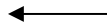
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	

PROJECTED	Yearly
Additonal NV Units	(36)
NV F&I Increase	\$ (79,200)
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ (13,594)



UV Recon Increase	\$ (12,744)
UV Retail PUVR Increase	\$ (54,799)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (48,500)
OEM Incentives Increase	\$ (5,400)
Floorplan Assistance Increase	\$ (5,400)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (288,000)
Additional Income Variance	\$ (219,637)
Total Variance	\$ (507,637)
Total Projected Gross Profit	\$ 6,915,455





Projections

Data	Projected New Retail Deliveries YTD (units)	1,890
	Average <u>Front End</u> Gross Profit PNVR	\$ 3,300
	Annualized Yearly Front End Gross Profit Total	\$ 6,237,000



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,200	\$	2,200
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$	-
Trade %	59%	# of Trades	1,115.1		1,115.1
UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	446.0		446.0
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$	669,060
Average PUVR Wholesale			\$ 1,600	\$	1,600
Average PUVR (Front and Back) on Trades			\$ 4,300	\$	4,300
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$	995	\$	995
OEM Incentives Per Unit	\$	150	\$	150
Floorplan Assistance Per Unit	\$	150	\$	150
Advertising Credits Per Unit	\$	-	\$	-
Total Washout PNVR	\$	3,659	\$	6,915,455
Note: This does not include future Gross Opportunities				

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