

Current Data

New Retail Deliveries YTD (units)	211
Month of Year	5
Average # Retail Units Delivered Per Month	42
Total # Units Currently in Inventory	119
Months Supply "In Units"	2.8
CURRENT Inventory Turn Rate	4.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,724
CURRENT Monthly Gross Profit	\$ 72,753
CURRENT Yearly Front End Gross Profit Total	\$ 873,034

Projection

	8.0
\$	2,000.0
	79
\$	158,667
\$	85,914
\$	1,904,000
\$	1,030,966

Additional Income

				Monthly
				38
Current New Vehicle F&I Average PVR			2133	\$ 81,054
PDI & Accessory Sales PVR	800	X 50% Gross	\$ 400	\$ 15,200
Trade %	80%	# of Trades	30.4	\$ (4,013)

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	6.1	\$	19,456
Average Recon on U/C Trade	1600	X 50% Gross	\$ 800	\$	92,416
Average PUVR Wholesale			\$ (660)	\$	17,024
Average PUVR (Front and Back) on Trades			\$ 3,800	\$	11,400
Hard Pack Per Unit UV			\$ 700	\$	9,348
Hard Pack Per Unit NV			\$ 300	\$	76,000
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	19,456
OEM Incentives Per Unit			\$ 2,000	\$	4,750
Floorplan Assistance Per Unit			\$ 512	\$	85,913.87
Advertising Credits Per Unit			\$ 125	\$	342,091
Total Washout PNVR (Adjusted for %s)			\$ 10,838	\$	428,005
Note: This does not include future Gross Opportunities				\$	859,846



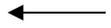
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additonal NV Units	456
NV F&I Increase	\$ 972,648
PDI & Accesory Increase	\$ 182,400
UV Wholesale Increase	\$ (48,154)



UV Recon Increase	\$ 233,472
UV Retail PUVR Increase	\$ 1,108,992
Hard Pack Increase UV	\$ 204,288
Hard Pack Increase NV	\$ 136,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 112,176
OEM Incentives Increase	\$ 912,000
Floorplan Assistance Increase	\$ 233,472
Advertising Credit Increase	\$ 57,000
Front End Variance (from above)	\$ 1,030,966
Additional Income Variance	\$ 4,105,094
Total Variance	\$ 5,136,061
Total Projected Gross Profit	\$ 6,503,040





Projections

Data

Projected New Retail Deliveries YTD (units)	600
Average <u>Front End</u> Gross Profit PNVR	\$ 1,724
Annualized Yearly Front End Gross Profit Total	\$ 1,034,400



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,133	\$ 1,279,800
PDI & Accessory Sales PVR	\$ 800	X 50% Gross	\$ 400	\$ 240,000
Trade %	80%	# of Trades	480.0	480.0
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	96.0	96.0
Average Recon on U/C Trade	\$ 1,600	X 50% Gross	\$ 800	\$ 307,200
Average PUVR Wholesale			\$ (660)	\$ (63,360)
Average PUVR (Front and Back) on Trades			\$ 3,800	\$ 1,459,200
Hard Pack Per Unit UV			\$ 700	\$ 336,000
Hard Pack Per Unit NV			\$ 300	\$ 180,000
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 147,600

OEM Incentives Per Unit	\$ 2,000	\$ 1,200,000
Floorplan Assistance Per Unit	\$ 512	\$ 307,200
Advertising Credits Per Unit	\$ 125	\$ 75,000
Total Washout PNVR	\$ 10,838	\$ 6,503,040
Note: This does not include future Gross Opportunities		

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