

Current Data

New Retail Deliveries YTD (units)	1,024
Month of Year	5
Average # Retail Units Delivered Per Month	205
Total # Units Currently in Inventory	63
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	39.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,467
CURRENT Monthly Gross Profit	\$ 914,842
CURRENT Yearly Front End Gross Profit Total	\$ 10,978,099

Projection

	41.0
\$	4,500.0
	215
\$	968,625
\$	53,783
\$	11,623,500
\$	645,401

Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			1318	\$ 14,498
PDI & Accessory Sales PVR	150	X 50% Gross	\$ 75	\$ 825
Trade %	34%	# of Trades	3.7	\$ 474

UV Immediate Wholesale %	3%	# of Trades Immediate Wholesaled	0.1	\$	2,902
Average Recon on U/C Trade	1600	X 50% Gross	\$ 800	\$	10,713
Average PUVR Wholesale			\$ 4,228	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,953	\$	-
Hard Pack Per Unit UV			\$ -	\$	1,243
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	53,783.40
Advertising Credits Per Unit			\$ -	\$	30,656
Total Washout PNVR (Adjusted for %s)			\$ 7,254	\$	84,439
Note: This does not include future Gross Opportunities				\$	1,561,402



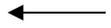
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additional NV Units	132
NV F&I Increase	\$ 173,976
PDI & Accesory Increase	\$ 9,900
UV Wholesale Increase	\$ 5,693

UV Recon Increase	\$ 34,827
UV Retail PUVR Increase	\$ 128,555
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 14,920
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 645,401
Additional Income Variance	\$ 367,871
Total Variance	\$ 1,013,271
Total Projected Gross Profit	\$ 18,736,819





Projections

Data	Projected New Retail Deliveries YTD (units)	2,583
	Average <i>Front End</i> Gross Profit PNVR	\$ 4,467
	Annualized Yearly Front End Gross Profit Total	\$ 11,538,261



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,318	\$ 3,404,394	
PDI & Accessory Sales PVR	\$ 150	X 50% Gross	\$ 75	\$ 193,725	
Trade %	34%	# of Trades	878.2	878.2	
UV Immediate Wholesale %	3%	# of Trades Immediate Wholesaled	26.3	26.3	
Average Recon on U/C Trade	\$ 1,600	X 50% Gross	\$ 800	\$ 681,499	
Average PUVR Wholesale			\$ 4,228	\$ 111,393	
Average PUVR (Front and Back) on Trades			\$ 2,953	\$ 2,515,582	
Hard Pack Per Unit UV			\$ -	\$ -	
Hard Pack Per Unit NV			\$ -	\$ -	
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 291,964	

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 7,254	\$ 18,736,819
Note: This does not include future Gross Opportunities		

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