

Current Data

New Retail Deliveries YTD (units)	884
Month of Year	8
Average # Retail Units Delivered Per Month	111
Total # Units Currently in Inventory	137
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,802
CURRENT Monthly Gross Profit	\$ 309,621
CURRENT Yearly Front End Gross Profit Total	\$ 3,715,452

Projection

	9.7
\$	2,802.0
	111
\$	310,298
\$	677
\$	3,723,578
\$	8,126

Additional Income

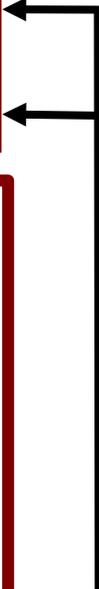
				Monthly
				1
Current New Vehicle F&I Average PVR			1268	\$ 1,268
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	65%	# of Trades	0.7	\$ 103

UV Immediate Wholesale %	60%	# of Trades Immediate Wholesaled	0.4	\$	213
Average Recon on U/C Trade	1636	X 50% Gross	\$ 818	\$	1,000
Average PUVR Wholesale			\$ 265	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,846	\$	-
Hard Pack Per Unit UV			\$ -	\$	221
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 175	\$	2,262
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ 2,262	\$	677.15
Advertising Credits Per Unit				\$	5,066
Total Washout PNVR (Adjusted for %s)			\$ 7,868	\$	5,744
Note: This does not include future Gross Opportunities				\$	871,370



ns	
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	12
NV F&I Increase	\$ 15,216
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 1,240



UV Recon Increase	\$ 2,552
UV Retail PUVR Increase	\$ 12,000
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 2,646
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 27,144
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 8,126
Additional Income Variance	\$ 60,798
Total Variance	\$ 68,924
Total Projected Gross Profit	\$ 10,456,436





Projections

Data

Projected New Retail Deliveries YTD (units)	1,329
Average <u>Front End</u> Gross Profit PNVR	\$ 2,802
Annualized Yearly Front End Gross Profit Total	\$ 3,723,578



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,268	\$ 1,685,045
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	65%	# of Trades	863.8	863.8
UV Immediate Wholesale %	60%	# of Trades Immediate Wholesaled	518.3	518.3
Average Recon on U/C Trade	\$ 1,636	X 50% Gross	\$ 818	\$ 282,630
Average PUVR Wholesale			\$ 265	\$ 137,342
Average PUVR (Front and Back) on Trades			\$ 3,846	\$ 1,328,847
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 175	\$ 293,022
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 2,262	\$ 3,005,972
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 7,868	\$ 10,456,436
Note: This does not include future Gross Opportunities		

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