

Current Data

New Retail Deliveries YTD (units)	21
Month of Year	1
Average # Retail Units Delivered Per Month	25
Total # Units Currently in Inventory	31
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,167
CURRENT Monthly Gross Profit	\$ 29,175
CURRENT Yearly Front End Gross Profit Total	\$ 350,100

Projection

	8.0
	\$ 1,200.0
	21
	\$ 24,800
	\$ (4,375)
	\$ 297,600
	\$ (52,500)

Additional Income

				Monthly
				(5)
Current New Vehicle F&I Average PVR		959		\$ (4,795)
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ (1,250)
Trade %	50%	# of Trades	(2.5)	\$ -

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(1.3)	\$ (599)
Average Recon on U/C Trade	958	X 50% Gross	\$ 479	\$ (2,658)
Average PUVR Wholesale			\$ -	\$ (1,156)
Average PUVR (Front and Back) on Trades			\$ 2,126	\$ (1,250)
Hard Pack Per Unit UV			\$ 925	\$ (2,900)
Hard Pack Per Unit NV			\$ 250	\$ (1,000)
Doc Fee/ Admin Fee Per Unit			\$ 464	\$ (2,500)
OEM Incentives Per Unit			\$ 200	\$ (1,000)
Floorplan Assistance Per Unit			\$ 500	\$ (4,375.00)
Advertising Credits Per Unit			\$ 200	\$ (19,108)
Total Washout PNVR (Adjusted for %s)			\$ 5,220	\$ (23,483)
Note: This does not include future Gross Opportunities				\$ 107,875



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>
Additional NV Units	(60)
NV F&I Increase	\$ (57,540)
PDI & Accesory Increase	\$ (15,000)
UV Wholesale Increase	\$ -

UV Recon Increase	\$ (7,185)
UV Retail PUVR Increase	\$ (31,890)
Hard Pack Increase UV	\$ (13,875)
Hard Pack Increase NV	\$ (15,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (34,800)
OEM Incentives Increase	\$ (12,000)
Floorplan Assistance Increase	\$ (30,000)
Advertising Credit Increase	\$ (12,000)
Front End Variance (from above)	\$ (52,500)
Additional Income Variance	\$ (229,290)
Total Variance	\$ (281,790)
Total Projected Gross Profit	\$ 1,294,498





Projections

Data

Projected New Retail Deliveries YTD (units)	248
Average <u>Front End</u> Gross Profit PNVR	\$ 1,167
Annualized Yearly Front End Gross Profit Total	\$ 289,416



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 959	\$ 237,832
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 62,000
Trade %	50%	# of Trades	124.0	124.0
UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	62.0	62.0
Average Recon on U/C Trade	\$ 958	X 50% Gross	\$ 479	\$ 29,698
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,126	\$ 131,812
Hard Pack Per Unit UV			\$ 925	\$ 114,700
Hard Pack Per Unit NV			\$ 250	\$ 62,000
Doc Fee/ Admin Fee Per Unit			\$ 464	\$ 143,840

OEM Incentives Per Unit	\$	200	\$	49,600
Floorplan Assistance Per Unit	\$	500	\$	124,000
Advertising Credits Per Unit	\$	200	\$	49,600
Total Washout PNVR	\$	5,220	\$	1,294,498
Note: This does not include future Gross Opportunities				

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