

Current Data

New Retail Deliveries YTD (units)	97
Month of Year	3
Average # Retail Units Delivered Per Month	32
Total # Units Currently in Inventory	32
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ (1,468)
CURRENT Monthly Gross Profit	\$ (47,465)
CURRENT Yearly Front End Gross Profit Total	\$ (569,584)

Projection

12.1
\$ (1,468.0)
32
\$ (47,367)
\$ 98
\$ (568,410)
\$ 1,174

Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR		1388		\$ (1,388)
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	40%	# of Trades	(0.4)	\$ (10)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(0.0)	\$ (339)
Average Recon on U/C Trade	1886	X 50% Gross	\$ 943	\$ (243)
Average PUVR Wholesale			\$ 250	\$ (288)
Average PUVR (Front and Back) on Trades			\$ 675	\$ (1,050)
Hard Pack Per Unit UV			\$ 800	\$ (272)
Hard Pack Per Unit NV			\$ 1,050	\$ (750)
Doc Fee/ Admin Fee Per Unit			\$ 200	\$ (500)
OEM Incentives Per Unit			\$ 750	\$ (375)
Floorplan Assistance Per Unit			\$ 500	\$ 97.87
Advertising Credits Per Unit			\$ 375	\$ (5,215)
Total Washout PNVR (Adjusted for %s)			\$ 3,779	\$ (5,118)
Note: This does not include future Gross Opportunities				\$ 121,951



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	\$ (16,656)
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ (120)

UV Recon Increase	\$	(4,074)
UV Retail PUVR Increase	\$	(2,916)
Hard Pack Increase UV	\$	(3,456)
Hard Pack Increase NV	\$	(12,600)
Doc Fee/Admin Fee/ Service Charge Increase	\$	(3,264)
OEM Incentives Increase	\$	(9,000)
Floorplan Assistance Increase	\$	(6,000)
Advertising Credit Increase	\$	(4,500)
Front End Variance (from above)	\$	1,174
Additional Income Variance	\$	(62,586)
Total Variance	\$	(61,411)
Total Projected Gross Profit	\$	1,463,415





Projections

Data

Projected New Retail Deliveries YTD (units)	387
Average <u>Front End</u> Gross Profit PNVR	\$ (1,468)
Annualized Yearly Front End Gross Profit Total	\$ (568,410)



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,388	\$ 537,434
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	40%	# of Trades	154.9	154.9
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	15.5	15.5
Average Recon on U/C Trade	\$ 1,886	X 50% Gross	\$ 943	\$ 131,447
Average PUVR Wholesale			\$ 250	\$ 3,872
Average PUVR (Front and Back) on Trades			\$ 675	\$ 94,090
Hard Pack Per Unit UV			\$ 800	\$ 123,904
Hard Pack Per Unit NV			\$ 1,050	\$ 406,560
Doc Fee/ Admin Fee Per Unit			\$ 200	\$ 105,318

OEM Incentives Per Unit	\$	750	\$	290,400
Floorplan Assistance Per Unit	\$	500	\$	193,600
Advertising Credits Per Unit	\$	375	\$	145,200
Total Washout PNVR	\$	3,779	\$	1,463,415
Note: This does not include future Gross Opportunities				

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