

Current Data

New Retail Deliveries YTD (units)	702
Month of Year	4
Average # Retail Units Delivered Per Month	176
Total # Units Currently in Inventory	285
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	7.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,808
CURRENT Monthly Gross Profit	\$ 668,304
CURRENT Yearly Front End Gross Profit Total	\$ 8,019,648

Projection

	2.4
\$	1,670.0
	57
\$	95,587
\$	(572,717)
\$	1,147,040
\$	(6,872,609)

Additional Income

				Monthly
				(119)
Current New Vehicle F&I Average PVR		1963		\$ (233,597)
PDI & Accessory Sales PVR	193425	X 50% Gross	\$ 96,713	\$ (11,508,788)
Trade %	35%	# of Trades	(41.7)	\$ -

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(4.2)	\$ (18,049)
Average Recon on U/C Trade	963	X 50% Gross	\$ 482	\$ (142,630)
Average PUVR Wholesale			\$ -	\$ (38,984)
Average PUVR (Front and Back) on Trades			\$ 3,805	\$ (44,030)
Hard Pack Per Unit UV			\$ 1,040	\$ (31,297)
Hard Pack Per Unit NV			\$ 370	\$ (83,300)
Doc Fee/ Admin Fee Per Unit			\$ 200	\$ (35,581)
OEM Incentives Per Unit			\$ 700	\$ -
Floorplan Assistance Per Unit			\$ 299	\$ (572,717.38)
Advertising Credits Per Unit				\$ (12,136,256)
Total Washout PNVR (Adjusted for %s)			\$ 105,830	\$ (12,708,974)
Note: This does not include future Gross Opportunities				\$ 6,057,430



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	(1,428)
NV F&I Increase	\$ (2,803,164)
PDI & Accesory Increase	\$ (138,105,450)
UV Wholesale Increase	\$ -

UV Recon Increase	\$ (216,588)
UV Retail PUVR Increase	\$ (1,711,565)
Hard Pack Increase UV	\$ (467,813)
Hard Pack Increase NV	\$ (528,360)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (375,564)
OEM Incentives Increase	\$ (999,600)
Floorplan Assistance Increase	\$ (426,972)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (6,872,609)
Additional Income Variance	\$ (145,635,076)
Total Variance	\$ (152,507,685)
Total Projected Gross Profit	\$ 72,689,162





Projections

Data	Projected New Retail Deliveries YTD (units)	687
	Average <u>Front End</u> Gross Profit PNVR	\$ 3,808
	Annualized Yearly Front End Gross Profit Total	\$ 2,615,525



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,963	\$ 1,348,287
PDI & Accessory Sales PVR	\$ 193,425	X 50% Gross	\$ 96,713	\$ 66,426,981
Trade %	35%	# of Trades	240.4	240.4
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	24.0	24.0
Average Recon on U/C Trade	\$ 963	X 50% Gross	\$ 482	\$ 104,176
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,805	\$ 823,241
Hard Pack Per Unit UV			\$ 1,040	\$ 250,013
Hard Pack Per Unit NV			\$ 370	\$ 254,135
Doc Fee/ Admin Fee Per Unit			\$ 200	\$ 180,642

OEM Incentives Per Unit	\$ 700	\$ 480,795
Floorplan Assistance Per Unit	\$ 299	\$ 205,368
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 105,830	\$ 72,689,162
Note: This does not include future Gross Opportunities		

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