

Current Data

New Retail Deliveries YTD (units)	336
Month of Year	6
Average # Retail Units Delivered Per Month	56
Total # Units Currently in Inventory	20
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	33.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,171
CURRENT Monthly Gross Profit	\$ 177,576
CURRENT Yearly Front End Gross Profit Total	\$ 2,130,912

Projection

	15.0
\$	3,132.0
	25
\$	78,300
\$	(99,276)
\$	939,600
\$	(1,191,312)

Additional Income

				Monthly
				(31)
Current New Vehicle F&I Average PVR			2405	\$ (74,555)
PDI & Accessory Sales PVR	287.09	X 50% Gross	\$ 144	\$ (4,450)
Trade %	58%	# of Trades	(18.0)	\$ (2,816)

UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled	(3.2)	\$	(22)
Average Recon on U/C Trade	3	X 50% Gross	\$ 2	\$	(67,953)
Average PUVR Wholesale			\$ 870	\$	(6,119)
Average PUVR (Front and Back) on Trades			\$ 4,609	\$	(12,865)
Hard Pack Per Unit UV			\$ 415	\$	(22,643)
Hard Pack Per Unit NV			\$ 415	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 495	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	(99,276.00)
Advertising Credits Per Unit			\$ -	\$	(191,423)
Total Washout PNVR (Adjusted for %s)			\$ 9,389	\$	(290,699)
Note: This does not include future Gross Opportunities				\$	234,731



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	(372)
NV F&I Increase	\$ (894,660)
PDI & Accesory Increase	\$ (53,399)
UV Wholesale Increase	\$ (33,788)

UV Recon Increase	\$ (265)
UV Retail PUVR Increase	\$ (815,439)
Hard Pack Increase UV	\$ (73,423)
Hard Pack Increase NV	\$ (154,380)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (271,717)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (1,191,312)
Additional Income Variance	\$ (2,297,071)
Total Variance	\$ (3,488,383)
Total Projected Gross Profit	\$ 2,816,775





Projections

Data

Projected New Retail Deliveries YTD (units)	300
Average <u>Front End</u> Gross Profit PNVR	\$ 3,171
Annualized Yearly Front End Gross Profit Total	\$ 951,300



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,405	\$ 721,500
PDI & Accessory Sales PVR	\$ 287	X 50% Gross	\$ 144	\$ 43,063
Trade %	58%	# of Trades	174.0	174.0
UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled	31.3	31.3
Average Recon on U/C Trade	\$ 3	X 50% Gross	\$ 2	\$ 214
Average PUVR Wholesale			\$ 870	\$ 27,248
Average PUVR (Front and Back) on Trades			\$ 4,609	\$ 657,612
Hard Pack Per Unit UV			\$ 415	\$ 72,210
Hard Pack Per Unit NV			\$ 415	\$ 124,500
Doc Fee/ Admin Fee Per Unit			\$ 495	\$ 219,127

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 9,389	\$ 2,816,775
Note: This does not include future Gross Opportunities		

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