

Current Data

New Retail Deliveries YTD (units)	33
Month of Year	7
Average # Retail Units Delivered Per Month	5
Total # Units Currently in Inventory	17
Months Supply "In Units"	3.6
CURRENT Inventory Turn Rate	3.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ (3,030)
CURRENT Monthly Gross Profit	\$ (14,284)
CURRENT Yearly Front End Gross Profit Total	\$ (171,411)

Projection

	3.3
\$	500.0
	5
\$	2,338
\$	16,622
\$	28,050
\$	199,461

Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR			1516	\$ (1,516)
PDI & Accessory Sales PVR	215	X 50% Gross	\$ 108	\$ (108)
Trade %	15%	# of Trades	(0.2)	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ (75)
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$ (300)
Average PUVR Wholesale			\$ 2,500	\$ (248)
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ (1,650)
Hard Pack Per Unit UV			\$ 1,650	\$ (98)
Hard Pack Per Unit NV			\$ 1,650	\$ (2,500)
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ -
OEM Incentives Per Unit			\$ 2,500	\$ (2,700)
Floorplan Assistance Per Unit			\$ -	\$ 16,621.79
Advertising Credits Per Unit			\$ 2,700	\$ (9,194)
Total Washout PNVR (Adjusted for %s)			\$ 6,164	\$ 7,428
Note: This does not include future Gross Opportunities				\$ 28,816



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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	\$ (18,192)
PDI & Accesory Increase	\$ (1,290)
UV Wholesale Increase	\$ -

UV Recon Increase	\$ (900)
UV Retail PUVR Increase	\$ (3,600)
Hard Pack Increase UV	\$ (2,970)
Hard Pack Increase NV	\$ (19,800)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (1,173)
OEM Incentives Increase	\$ (30,000)
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ (32,400)
Front End Variance (from above)	\$ 199,461
Additional Income Variance	\$ (110,325)
Total Variance	\$ 89,136
Total Projected Gross Profit	\$ 345,786





Projections

Data

Projected New Retail Deliveries YTD (units)	56
Average <u>Front End</u> Gross Profit PNVR	\$ (3,030)
Annualized Yearly Front End Gross Profit Total	\$ (169,983)



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Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 1,516	\$ 85,048
PDI & Accessory Sales PVR	\$ 215	X 50% Gross	\$ 108	\$ 6,031
Trade %	15%	# of Trades	8.4	8.4
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 4,208
Average PUVR Wholesale			\$ 2,500	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ 16,830
Hard Pack Per Unit UV			\$ 1,650	\$ 13,885
Hard Pack Per Unit NV			\$ 1,650	\$ 92,565
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 5,484

OEM Incentives Per Unit	\$	2,500	\$	140,250
Floorplan Assistance Per Unit	\$	-	\$	-
Advertising Credits Per Unit	\$	2,700	\$	151,470
Total Washout PNVR	\$	6,164	\$	345,786
Note: This does not include future Gross Opportunities				

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