

Current Data

New Retail Deliveries YTD (units)	1,216
Month of Year	7
Average # Retail Units Delivered Per Month	174
Total # Units Currently in Inventory	379
Months Supply "In Units"	2.2
CURRENT Inventory Turn Rate	5.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ (1,024)
CURRENT Monthly Gross Profit	\$ (177,859)
CURRENT Yearly Front End Gross Profit Total	\$ (2,134,309)

Projection

	8.0
	\$ (1,200.0)
	253
	\$ (303,200)
	\$ (125,341)
	\$ (3,638,400)
	\$ (1,504,091)

Additional Income

				Monthly
				79
Current New Vehicle F&I Average PVR			1872.24	\$ 147,907
PDI & Accessory Sales PVR	115	X 50% Gross	\$ 58	\$ 4,543
Trade %	55%	# of Trades	43.5	\$ 221

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	2.2	\$	34,054
Average Recon on U/C Trade	1650	X 50% Gross	\$ 825	\$	115,577
Average PUVR Wholesale			\$ 102	\$	15,479
Average PUVR (Front and Back) on Trades			\$ 2,800	\$	29,625
Hard Pack Per Unit UV			\$ 375	\$	27,062
Hard Pack Per Unit NV			\$ 375	\$	119,764
Doc Fee/ Admin Fee Per Unit			\$ 225	\$	-
OEM Incentives Per Unit			\$ 1,516	\$	16,590
Floorplan Assistance Per Unit			\$ -	\$	(125,340.89)
Advertising Credits Per Unit			\$ 210	\$	510,822
Total Washout PNVR (Adjusted for %s)			\$ 5,453	\$	385,481
Note: This does not include future Gross Opportunities				\$	1,377,679



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	948
NV F&I Increase	\$ 1,774,884
PDI & Accesory Increase	\$ 54,510
UV Wholesale Increase	\$ 2,654

UV Recon Increase	\$ 408,647
UV Retail PUVR Increase	\$ 1,386,924
Hard Pack Increase UV	\$ 185,749
Hard Pack Increase NV	\$ 355,500
Doc Fee/Admin Fee/ Service Charge Increase	\$ 324,749
OEM Incentives Increase	\$ 1,437,168
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 199,080
Front End Variance (from above)	\$ (1,504,091)
Additional Income Variance	\$ 6,129,864
Total Variance	\$ 4,625,774
Total Projected Gross Profit	\$ 16,532,144





Projections

Data

Projected New Retail Deliveries YTD (units)	3,032
Average <u>Front End</u> Gross Profit PNVR	\$ (1,024)
Annualized Yearly Front End Gross Profit Total	\$ (3,104,344)



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,872	\$ 5,676,632
PDI & Accessory Sales PVR	\$ 115	X 50% Gross	\$ 58	\$ 174,340
Trade %	55%	# of Trades	1,667.6	1,667.6
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	83.4	83.4
Average Recon on U/C Trade	\$ 1,650	X 50% Gross	\$ 825	\$ 1,306,982
Average PUVR Wholesale			\$ 102	\$ 8,487
Average PUVR (Front and Back) on Trades			\$ 2,800	\$ 4,435,816
Hard Pack Per Unit UV			\$ 375	\$ 625,350
Hard Pack Per Unit NV			\$ 375	\$ 1,137,000

Doc Fee/ Admin Fee Per Unit	\$ 225	\$ 1,038,650
OEM Incentives Per Unit	\$ 1,516	\$ 4,596,512
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 210	\$ 636,720
Total Washout PNVR	\$ 5,453	\$ 16,532,144
Note: This does not include future Gross Opportunities		

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