

Current Data

New Retail Deliveries YTD (units)	323
Month of Year	7
Average # Retail Units Delivered Per Month	46
Total # Units Currently in Inventory	105
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	5.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,323
CURRENT Monthly Gross Profit	\$ 153,333
CURRENT Yearly Front End Gross Profit Total	\$ 1,839,993

Projection

	45.0
\$	2,800.0
	394
\$	1,102,500
\$	949,167
\$	13,230,000
\$	11,390,007

Additional Income

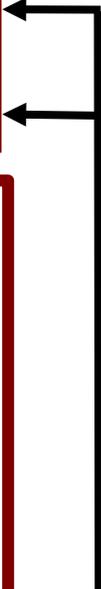
				Monthly
				348
Current New Vehicle F&I Average PVR			865	\$ 301,020
PDI & Accessory Sales PVR	550	X 50% Gross	\$ 275	\$ 95,700
Trade %	35%	# of Trades	113.0	\$ 18,848

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	22.6	\$ 36,160
Average Recon on U/C Trade	800	X 50% Gross	\$ 400	\$ 234,950
Average PUVR Wholesale			\$ 834	\$ 17,628
Average PUVR (Front and Back) on Trades			\$ 2,599	\$ 267,264
Hard Pack Per Unit UV			\$ 195	\$ 394,122
Hard Pack Per Unit NV			\$ 768	\$ 382,800
Doc Fee/ Admin Fee Per Unit			\$ 899	\$ 34,800
OEM Incentives Per Unit			\$ 1,100	\$ 34,800
Floorplan Assistance Per Unit			\$ 100	\$ 949,167.29
Advertising Credits Per Unit			\$ 100	\$ 1,818,092
Total Washout PNVR (Adjusted for %s)			\$ 8,648	\$ 2,767,259
				\$ 3,405,178



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	4,176
NV F&I Increase	\$ 3,612,240
PDI & Accesory Increase	\$ 1,148,400
UV Wholesale Increase	\$ 226,181



UV Recon Increase	\$ 433,920
UV Retail PUVR Increase	\$ 2,819,395
Hard Pack Increase UV	\$ 211,536
Hard Pack Increase NV	\$ 3,207,168
Doc Fee/Admin Fee/ Service Charge Increase	\$ 4,729,459
OEM Incentives Increase	\$ 4,593,600
Floorplan Assistance Increase	\$ 417,600
Advertising Credit Increase	\$ 417,600
Front End Variance (from above)	\$ 11,390,007
Additional Income Variance	\$ 21,817,099
Total Variance	\$ 33,207,107
Total Projected Gross Profit	\$ 40,862,131





Projections

Data

Projected New Retail Deliveries YTD (units)	4,725
Average <u>Front End</u> Gross Profit PNVR	\$ 3,323
Annualized Yearly Front End Gross Profit Total	\$ 15,701,175



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 865	\$ 4,087,125
PDI & Accessory Sales PVR	\$ 550	X 50% Gross	\$ 275	\$ 1,299,375
Trade %	35%	# of Trades	1,653.8	1,653.8
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	330.8	330.8
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ 529,200
Average PUVR Wholesale			\$ 834	\$ 275,846
Average PUVR (Front and Back) on Trades			\$ 2,599	\$ 3,438,477
Hard Pack Per Unit UV			\$ 195	\$ 322,481
Hard Pack Per Unit NV			\$ 768	\$ 3,628,800

Doc Fee/ Admin Fee Per Unit	\$	899	\$	5,437,152
OEM Incentives Per Unit	\$	1,100	\$	5,197,500
Floorplan Assistance Per Unit	\$	100	\$	472,500
Advertising Credits Per Unit	\$	100	\$	472,500
Total Washout PNVR	\$	8,648	\$	40,862,131
Note: This does not include future Gross Opportunities				

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