

Current Data

New Retail Deliveries YTD (units)	196
Month of Year	5
Average # Retail Units Delivered Per Month	39
Total # Units Currently in Inventory	186
Months Supply "In Units"	4.7
CURRENT Inventory Turn Rate	2.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 349,938
CURRENT Monthly Gross Profit	\$ 13,717,570
CURRENT Yearly Front End Gross Profit Total	\$ 164,610,835

Projection

	-
\$	-
\$	-

Additional Income

				Monthly
				(40)
Current New Vehicle F&I Average PVR		1680		\$ (67,200)
PDI & Accessory Sales PVR	136.5	X 50% Gross	\$ 68	\$ (2,730)
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade		X 50% Gross	\$ -	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV			\$ 1,000	\$ (10,000)
Hard Pack Per Unit NV				\$ -
Doc Fee/ Admin Fee Per Unit			\$ 250	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				
Advertising Credits Per Unit				\$ (79,930)
Total Washout PNV (Adjusted for %s)			#DIV/0!	#VALUE!
Note: This does not include future Gross Opportunities				#DIV/0!



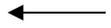
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	

PROJECTED	<u>Yearly</u>
Additional NV Units	(480)
NV F&I Increase	\$ (806,400)
PDI & Accesory Increase	\$ (32,760)
UV Wholesale Increase	\$ -



UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (120,000)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	
Additional Income Variance	\$ (959,160)
Total Variance	#VALUE!
Total Projected Gross Profit	\$ -





Projections

Data

Projected New Retail Deliveries YTD (units)		0
Average <u>Front End</u> Gross Profit PNVR	\$	349,938
Annualized Yearly Front End Gross Profit Total	\$	-



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Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$	1,680	\$	-	
PDI & Accessory Sales PVR	\$	137	X 50% Gross	\$	68	\$	-
Trade %		0%	# of Trades		-		-
UV Immediate Wholesale %		0%	# of Trades Immediate Wholesaled		-		-
Average Recon on U/C Trade	\$	-	X 50% Gross	\$	-	\$	-
Average PUVR Wholesale			\$	-	\$	-	
Average PUVR (Front and Back) on Trades			\$	-	\$	-	
Hard Pack Per Unit UV			\$	1,000	\$	-	
Hard Pack Per Unit NV			\$	-	\$	-	
Doc Fee/ Admin Fee Per Unit			\$	250	\$	-	

OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	-	\$	-
Advertising Credits Per Unit	\$	-	\$	-
Total Washout PNVR		#DIV/0!	\$	-
Note: This does not include future Gross Opportunities				

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