

Current Data

New Retail Deliveries YTD (units)	117
Month of Year	6
Average # Retail Units Delivered Per Month	20
Total # Units Currently in Inventory	90
Months Supply "In Units"	4.6
CURRENT Inventory Turn Rate	2.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,300
CURRENT Monthly Gross Profit	\$ 25,350
CURRENT Yearly Front End Gross Profit Total	\$ 304,200

Projection

	4.0
\$	1,000.0
	30
\$	30,000
\$	4,650
\$	360,000
\$	55,800

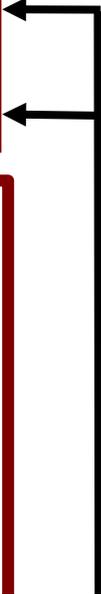
Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			1386	\$ 15,246
PDI & Accessory Sales PVR	285	X 50% Gross	\$ 143	\$ 1,568
Trade %	50%	# of Trades	5.5	\$ (56)

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.8	\$	2,983
Average Recon on U/C Trade	1276	X 50% Gross	\$ 638	\$	15,194
Average PUVR Wholesale			\$ (68)	\$	1,870
Average PUVR (Front and Back) on Trades			\$ 3,250	\$	1,100
Hard Pack Per Unit UV			\$ 400	\$	10,957
Hard Pack Per Unit NV			\$ 100	\$	8,250
Doc Fee/ Admin Fee Per Unit			\$ 699	\$	5,500
OEM Incentives Per Unit			\$ 750	\$	2,035
Floorplan Assistance Per Unit			\$ 500	\$	4,650.00
Advertising Credits Per Unit			\$ 185	\$	64,646
Total Washout PNVR (Adjusted for %s)			\$ 7,207	\$	69,296
Note: This does not include future Gross Opportunities				\$	216,206



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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	132
NV F&I Increase	\$ 182,952
PDI & Accesory Increase	\$ 18,810
UV Wholesale Increase	\$ (673)

UV Recon Increase	\$ 35,792
UV Retail PUVR Increase	\$ 182,325
Hard Pack Increase UV	\$ 22,440
Hard Pack Increase NV	\$ 13,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 131,482
OEM Incentives Increase	\$ 99,000
Floorplan Assistance Increase	\$ 66,000
Advertising Credit Increase	\$ 24,420
Front End Variance (from above)	\$ 55,800
Additional Income Variance	\$ 775,748
Total Variance	\$ 831,548
Total Projected Gross Profit	\$ 2,594,475





Projections

Data

Projected New Retail Deliveries YTD (units)		360
Average <u>Front End</u> Gross Profit PNVR	\$	1,300
Annualized Yearly Front End Gross Profit Total	\$	468,000



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Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$	1,386	\$	498,960	
PDI & Accessory Sales PVR	\$	285	X 50% Gross	\$	143	\$	51,300
Trade %		50%	# of Trades		180.0		180.0
UV Immediate Wholesale %		15%	# of Trades Immediate Wholesaled		27.0		27.0
Average Recon on U/C Trade	\$	1,276	X 50% Gross	\$	638	\$	97,614
Average PUVR Wholesale			\$	(68)	\$	(1,836)	
Average PUVR (Front and Back) on Trades			\$	3,250	\$	497,250	
Hard Pack Per Unit UV			\$	400	\$	72,000	
Hard Pack Per Unit NV			\$	100	\$	36,000	

Doc Fee/ Admin Fee Per Unit	\$ 699	\$ 358,587
OEM Incentives Per Unit	\$ 750	\$ 270,000
Floorplan Assistance Per Unit	\$ 500	\$ 180,000
Advertising Credits Per Unit	\$ 185	\$ 66,600
Total Washout PNVR	\$ 7,207	\$ 2,594,475
Note: This does not include future Gross Opportunities		

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