

Current Data

New Retail Deliveries YTD (units)	721
Month of Year	10
Average # Retail Units Delivered Per Month	72
Total # Units Currently in Inventory	198
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,880
CURRENT Monthly Gross Profit	\$ 135,548
CURRENT Yearly Front End Gross Profit Total	\$ 1,626,576

Projection

	6.0
\$	2,200.0
	99
\$	217,800
\$	82,252
\$	2,613,600
\$	987,024

Additional Income

				Monthly
				27
Current New Vehicle F&I Average PVR			1695	\$ 45,765
PDI & Accessory Sales PVR	138	X 50% Gross	\$ 69	\$ 1,863
Trade %	10%	# of Trades	2.7	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ 2,419
Average Recon on U/C Trade	1792	X 50% Gross	\$ 896	\$ -
Average PUVR Wholesale			\$ 138	\$ 2,295
Average PUVR (Front and Back) on Trades				\$ 2,700
Hard Pack Per Unit UV			\$ 850	\$ 20,731
Hard Pack Per Unit NV			\$ 100	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 698	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ 82,252.00
Advertising Credits Per Unit				\$ 75,773
Total Washout PNVR (Adjusted for %s)			\$ 4,686	\$ 158,025
Note: This does not include future Gross Opportunities				\$ 463,954



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	324
NV F&I Increase	\$ 549,180
PDI & Accesory Increase	\$ 22,356
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 29,030
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ 27,540
Hard Pack Increase NV	\$ 32,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 248,767
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 987,024
Additional Income Variance	\$ 909,274
Total Variance	\$ 1,896,298
Total Projected Gross Profit	\$ 5,567,443





Projections

Data	Projected New Retail Deliveries YTD (units)	1,188
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,880
	Annualized Yearly Front End Gross Profit Total	\$ 2,233,440



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,695	\$	2,013,660
PDI & Accessory Sales PVR	\$ 138	X 50% Gross	\$ 69	\$	81,972
Trade %	10%	# of Trades	118.8		118.8
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-		-
Average Recon on U/C Trade	\$ 1,792	X 50% Gross	\$ 896	\$	106,445
Average PUVR Wholesale			\$ 138	\$	-
Average PUVR (Front and Back) on Trades			\$ -	\$	-
Hard Pack Per Unit UV			\$ 850	\$	100,980
Hard Pack Per Unit NV			\$ 100	\$	118,800

Doc Fee/ Admin Fee Per Unit	\$ 698	\$ 912,146
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 4,686	\$ 5,567,443
Note: This does not include future Gross Opportunities		

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