Current Data

		Projection
New Retail Deliveries YTD (units)	461	
Month of Year	8	
Average # Retail Units Delivered Per Month	58	
Total # Units Currently in Inventory	9	
Months Supply "In Units"	0.2	
CURRENT Inventory Turn Rate	76.8	80.0
CURRENT Average *Front End* Gross Profit PNVR	$ 2,213	$ 1,500.0
		60
CURRENT Monthly Gross Profit	$ 127,524	$ 90,000
		$ (37,524)
CURRENT Yearly Front End Gross Profit Total	$ 1,530,290	$ 1,080,000
		$ (450,290)

Additional Income

				Monthly
				3
Current New Vehicle F&I Average PVR			1300	$ 3,900
PDI & Accessory Sales PVR	225	X 50% Gross	$ 113	$ 338
Trade %	53%	# of Trades	1.6	$ 461

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	0.8	$ 1,101
Average Recon on U/C Trade	2770	X 50% Gross	$ 1,385	$ 3,542
Average PUVR Wholesale			$ 580	$ -
Average PUVR (Front and Back) on Trades			$ 4,455	$ -
Hard Pack Per Unit UV			$ -	$ 490
Hard Pack Per Unit NV			$ -	$ 11,889
Doc Fee/ Admin Fee Per Unit			$ 129	$ 2,502
OEM Incentives Per Unit			$ 3,963	$ 3,075
Floorplan Assistance Per Unit			$ 834	$ (37,524.13)
Advertising Credits Per Unit			$ 1,025	$ 27,297
[redacted]				$ (10,227)
Note: This does not include future Gross Opportunities				$ 117,297

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PROJECTED Inventory Turn Rate	
PROJECTED Average *Front End* 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	Yearly
Additonal NV Units	36
NV F&I Increase	$ 46,800
PDI & Accesory Increase	$ 4,050
UV Wholesale Increase	$ 5,533

UV Recon Increase	$	13,213
UV Retail PUVR Increase	$	42,501
Hard Pack Increase UV	$	-
Hard Pack Increase NV	$	-
Doc Fee/Admin Fee/ Service Charge Increase	$	5,875
OEM Incentives Increase	$	142,668
Floorplan Assistance Increase	$	30,024
Advertising Credit Increase	$	36,900
Front End Variance (from above)	$	(450,290)
Total Additional Income	$	327,563
Total Variance	$	(122,726)
Total Projected Gross (Variance + Current)	$	1,407,563

Current Data

New Retail Deliveries YTD (units)	461
Month of Year	8
Average # Retail Units Delivered Per Month	58
Total # Units Currently in Inventory	9
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	76.8
CURRENT Average *Front End* Gross Profit PNVR	$ 2,213
CURRENT Monthly Gross Profit	$ 127,524
CURRENT Yearly Front End Gross Profit Total	$ 1,530,290

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			$ 1,300	$ 599,300
PDI & Accessory Sales PVR	$ 225	X 50% Gross	$ 113	$ 51,863
Trade %	53%	# of Trades	244.3	244.3

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	122.2	122.2
Average Recon on U/C Trade	$ 2,770	X 50% Gross	$ 1,385	$ 338,397
Average PUVR Wholesale			$ 580	$ 70,856
Average PUVR (Front and Back) on Trades			$ 4,455	$ 544,245
Hard Pack Per Unit UV			$ -	$ -
Hard Pack Per Unit NV			$ -	$ -
Doc Fee/ Admin Fee Per Unit			$ 129	$ 75,228
OEM Incentives Per Unit			$ 3,963	$ 1,826,943
Floorplan Assistance Per Unit			$ 834	$ 384,474
Advertising Credits Per Unit			$ 1,025	$ 472,525
Total Washout PNVR			$ 12,786	$ 4,363,831
Note: This does not include future Gross Opportunities				

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