

Current Data

New Retail Deliveries YTD (units)	70
Month of Year	2
Average # Retail Units Delivered Per Month	35
Total # Units Currently in Inventory	35
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,810
CURRENT Monthly Gross Profit	\$ 98,350
CURRENT Yearly Front End Gross Profit Total	\$ 1,180,200

Projection

12.0
\$ 2,600.0
35
\$ 91,000
\$ (7,350)
\$ 1,092,000
\$ (88,200)

Additional Income

				Monthly
				-
Current New Vehicle F&I Average PVR			1436	\$ -
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ -
Trade %	25%	# of Trades	-	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	2476	X 50% Gross	\$ 1,238	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 6,121	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 595	\$ -
OEM Incentives Per Unit			\$ 2,258	\$ -
Floorplan Assistance Per Unit			\$ -	\$ (7,350.00)
Advertising Credits Per Unit				\$ -
Total Washout PNVR (Adjusted for %s)			\$ 9,238	\$ (7,350)
Note: This does not include future Gross Opportunities				\$ 323,313



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>
Additonal NV Units	0
NV F&I Increase	\$ -
PDI & Accesory Increase	\$ -
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	\$ -
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (88,200)
Additional Income Variance	\$ -
Total Variance	\$ (88,200)
Total Projected Gross Profit	\$ 3,879,750





Projections

Data	Projected New Retail Deliveries YTD (units)	420
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,810
	Annualized Yearly Front End Gross Profit Total	\$ 1,180,200



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,436	\$	603,120
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$	63,000
Trade %	25%	# of Trades	105.0		105.0
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-		-
Average Recon on U/C Trade	\$ 2,476	X 50% Gross	\$ 1,238	\$	129,990
Average PUVR Wholesale			\$ -	\$	-
Average PUVR (Front and Back) on Trades			\$ 6,121	\$	642,705
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 595	\$	312,375

OEM Incentives Per Unit	\$ 2,258	\$ 948,360
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 9,238	\$ 3,879,750
Note: This does not include future Gross Opportunities		

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