

Current Data

New Retail Deliveries YTD (units)	114
Month of Year	3
Average # Retail Units Delivered Per Month	38
Total # Units Currently in Inventory	10
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	45.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,993
CURRENT Monthly Gross Profit	\$ 113,734
CURRENT Yearly Front End Gross Profit Total	\$ 1,364,808

Projection

15.0
\$ 2,000.0
13
\$ 25,000
\$ (88,734)
\$ 300,000
\$ (1,064,808)

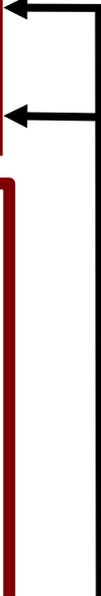
Additional Income

				Monthly
				(26)
Current New Vehicle F&I Average PVR			1592	\$ (41,392)
PDI & Accessory Sales PVR	289	X 50% Gross	\$ 145	\$ (3,757)
Trade %	60%	# of Trades	(15.6)	\$ 149

UV Immediate Wholesale %	3%	# of Trades Immediate Wholesaled	(0.5)	\$ (8,512)
Average Recon on U/C Trade	1125	X 50% Gross	\$ 563	\$ (38,087)
Average PUVR Wholesale			\$ (318)	\$ (4,540)
Average PUVR (Front and Back) on Trades			\$ 2,517	\$ (7,800)
Hard Pack Per Unit UV			\$ 300	\$ (32,700)
Hard Pack Per Unit NV			\$ 300	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 795	\$ (36,504)
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit			\$ 1,404	\$ (88,734.00)
Advertising Credits Per Unit				\$ (173,143)
Total Washout PNVR (Adjusted for %s)			\$ 3,509	\$ (261,877)
Note: This does not include future Gross Opportunities				\$ 43,860



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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>
Additonal NV Units	(312)
NV F&I Increase	\$ (496,704)
PDI & Accesory Increase	\$ (45,084)
UV Wholesale Increase	\$ 1,786

UV Recon Increase	\$ (102,141)
UV Retail PUVR Increase	\$ (457,047)
Hard Pack Increase UV	\$ (54,475)
Hard Pack Increase NV	\$ (93,600)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (392,399)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (438,048)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (1,064,808)
Additional Income Variance	\$ (2,077,713)
Total Variance	\$ (3,142,521)
Total Projected Gross Profit	\$ 526,321





Projections

Data

Projected New Retail Deliveries YTD (units)	150
Average <u>Front End</u> Gross Profit PNVR	\$ 2,993
Annualized Yearly Front End Gross Profit Total	\$ 448,950



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,592	\$	1,592
PDI & Accessory Sales PVR	\$ 289	X 50% Gross	\$ 145	\$	21,675
Trade %	60%	# of Trades	90.0		90.0
UV Immediate Wholesale %	3%	# of Trades Immediate Wholesaled	2.7		2.7
Average Recon on U/C Trade	\$ 1,125	X 50% Gross	\$ 563	\$	49,106
Average PUVR Wholesale			\$ (318)	\$	(318)
Average PUVR (Front and Back) on Trades			\$ 2,517	\$	2,517
Hard Pack Per Unit UV			\$ 300	\$	300
Hard Pack Per Unit NV			\$ 300	\$	300

Doc Fee/ Admin Fee Per Unit	\$ 795	\$ 795
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 1,404	\$ 1,404
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 3,509	\$ 526,321
Note: This does not include future Gross Opportunities		

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