

Current Data

New Retail Deliveries YTD (units)	608
Month of Year	6
Average # Retail Units Delivered Per Month	101
Total # Units Currently in Inventory	17
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	71.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 6,582
CURRENT Monthly Gross Profit	\$ 666,947
CURRENT Yearly Front End Gross Profit Total	\$ 8,003,359

Projection

	12.0
\$	4,200.0
	17
\$	71,400
\$	(595,547)
\$	856,800
\$	(7,146,559)

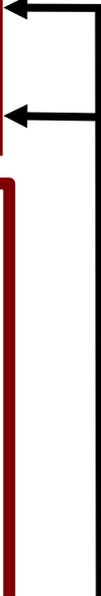
Additional Income

				Monthly
				(85)
Current New Vehicle F&I Average PVR			1846	\$ (156,910)
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ (12,750)
Trade %	25%	# of Trades	(21.3)	\$ -

UV Immediate Wholesale %	60%	# of Trades Immediate Wholesaled	(12.8)	\$ (7,650)
Average Recon on U/C Trade	1800	X 50% Gross	\$ 900	\$ -
Average PUVR Wholesale				\$ (13,558)
Average PUVR (Front and Back) on Trades				\$ (47,600)
Hard Pack Per Unit UV			\$ 1,595	\$ (14,119)
Hard Pack Per Unit NV			\$ 560	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 151	\$ 26,350
OEM Incentives Per Unit				\$ 12,240
Floorplan Assistance Per Unit			\$ (310)	\$ (595,546.61)
Advertising Credits Per Unit			\$ (144)	\$ (213,996)
Total Washout PNVR (Adjusted for %s)			\$ 9,339	\$ (809,543)
Note: This does not include future Gross Opportunities				\$ 158,756



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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	(1,020)
NV F&I Increase	\$ (1,882,920)
PDI & Accesory Increase	\$ (153,000)
UV Wholesale Increase	\$ -

UV Recon Increase	\$ (91,800)
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ (162,690)
Hard Pack Increase NV	\$ (571,200)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (169,422)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 316,200
Advertising Credit Increase	\$ 146,880
Front End Variance (from above)	\$ (7,146,559)
Additional Income Variance	\$ (2,567,952)
Total Variance	\$ (9,714,511)
Total Projected Gross Profit	\$ 1,905,066





Projections

Data

Projected New Retail Deliveries YTD (units)	204
Average <u>Front End</u> Gross Profit PNVR	\$ 6,582
Annualized Yearly Front End Gross Profit Total	\$ 1,342,669



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,846	\$	376,584
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$	30,600
Trade %	25%	# of Trades	51.0		51.0
UV Immediate Wholesale %	60%	# of Trades Immediate Wholesaled	30.6		30.6
Average Recon on U/C Trade	\$ 1,800	X 50% Gross	\$ 900	\$	18,360
Average PUVR Wholesale			\$ -	\$	-
Average PUVR (Front and Back) on Trades			\$ -	\$	-
Hard Pack Per Unit UV			\$ 1,595	\$	81,345
Hard Pack Per Unit NV			\$ 560	\$	114,240

Doc Fee/ Admin Fee Per Unit	\$ 151	\$ 33,884
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ (310)	\$ (63,240)
Advertising Credits Per Unit	\$ (144)	\$ (29,376)
Total Washout PNVR	\$ 9,339	\$ 1,905,066
Note: This does not include future Gross Opportunities		

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