

Current Data

New Retail Deliveries YTD (units)	114
Month of Year	8
Average # Retail Units Delivered Per Month	14
Total # Units Currently in Inventory	0
Months Supply "In Units"	0.0
CURRENT Inventory Turn Rate	100.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,302
CURRENT Monthly Gross Profit	\$ 32,804
CURRENT Yearly Front End Gross Profit Total	\$ 393,642

Projection

12.0
\$ 2,000.0
25
\$ 50,000
\$ 17,197
\$ 600,000
\$ 206,358

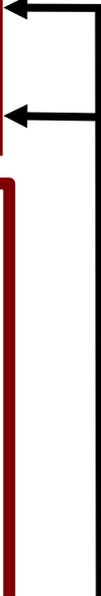
Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			1061	\$ 11,671
PDI & Accessory Sales PVR	1	X 50% Gross	\$ 20	\$ 220
Trade %	48%	# of Trades	11.0	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ 4,400
Average Recon on U/C Trade	800	X 50% Gross	\$ 400	\$ 28,490
Average PUVR Wholesale			\$ 300	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,590	\$ -
Hard Pack Per Unit UV			\$ -	\$ 2,750
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 125	\$ 7,865
OEM Incentives Per Unit			\$ -	\$ 143
Floorplan Assistance Per Unit			\$ 715	\$ 17,196.50
Advertising Credits Per Unit			\$ 13	\$ 55,539
Total Washout PNVR (Adjusted for %s)			\$ 5,712	\$ 72,736
Note: This does not include future Gross Opportunities				\$ 142,793



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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	132
NV F&I Increase	\$ 140,052
PDI & Accesory Increase	\$ 2,640
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 52,800
UV Retail PUVR Increase	\$ 341,880
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 33,000
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 94,380
Advertising Credit Increase	\$ 1,716
Front End Variance (from above)	\$ 206,358
Additional Income Variance	\$ 666,468
Total Variance	\$ 872,826
Total Projected Gross Profit	\$ 1,713,510





Projections

Data

Projected New Retail Deliveries YTD (units)	300
Average <u>Front End</u> Gross Profit PNVR	\$ 2,302
Annualized Yearly Front End Gross Profit Total	\$ 690,600



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,061	\$ 318,300
PDI & Accessory Sales PVR	\$ 1	X 50% Gross	\$ 1	\$ 150
Trade %	48%	# of Trades	144.0	144.0
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ 57,600
Average PUVR Wholesale			\$ 300	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,590	\$ 372,960
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 125	\$ 55,500
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 715	\$ 214,500
Advertising Credits Per Unit	\$ 13	\$ 3,900
Total Washout PNVR	\$ 5,712	\$ 1,713,510
Note: This does not include future Gross Opportunities		

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