



Current Data

New Retail Deliveries YTD (units)	1,541
Month of Year	8
Average # Retail Units Delivered Per Month	193
Total # Units Currently in Inventory	6
Months Supply "In Units"	0.0
CURRENT Inventory Turn Rate	385.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,557
CURRENT Monthly Gross Profit	\$ 685,167
CURRENT Yearly Front End Gross Profit Total	\$ 8,222,006

Projections

24.0	PROJECTED Inventory Turn Rate
\$ 3,000.0	PROJECTED Average <u>Front End</u> Gross Profit PVR
12	PROJECTED Monthly Units Delivered
\$ 36,000	PROJECTED Monthly Gross Profit
\$ (649,167)	PROJECTED Monthly Gross Profit Variance
\$ 432,000	PROJECTED Yearly Front End Gross Profit Total
\$ (7,790,006)	PROJECTED Annualized Front End Gross Profit Variance

Additional Income

Current New Vehicle F&I Average PVR	1399
PDI & Accessory Sales PVR	208 X 50% Gross \$ 104
Trade %	46% # of Trades (83.3)
UV Immediate Wholesale %	0% # of Trades Immediate Wholesaled -
Average Recon on U/C Trade	866 X 50% Gross \$ 433
Average PUVR Wholesale	\$ -
Average PUVR (Front and Back) on Trades	\$ 3,400
Hard Pack Per Unit UV	\$ 215
Hard Pack Per Unit NV	\$ 100
Doc Fee/ Admin Fee Per Unit	\$ 499
OEM Incentives Per Unit	\$ -
Floorplan Assistance Per Unit	\$ 326
Advertising Credits Per Unit	\$ -
Total Washout PNVR (Adjusted for %s)	\$ 8,077

Monthly	PROJECTED	Yearly
(181)	Additional NV Units	(2,172)
\$ (253,219)	NV F&I Increase	\$ (3,038,628)
\$ (18,824)	PDI & Accessory Increase	\$ (225,888)
\$ -	UV Wholesale Increase	\$ -
\$ (36,052)	UV Recon Increase	\$ (432,619)
\$ (283,084)	UV Retail PUVR Increase	\$ (3,397,008)
\$ (17,901)	Hard Pack Increase UV	\$ (214,811)
\$ (18,100)	Hard Pack Increase NV	\$ (217,200)
\$ (131,866)	Doc Fee/Admin Fee/ Service Charge Increase	\$ (1,582,389)
\$ -	OEM Incentives Increase	\$ -
\$ (59,006)	Floorplan Assistance Increase	\$ (708,072)
\$ -	Advertising Credit Increase	\$ -
\$ (649,167.13)	Front End Variance (from above)	\$ (7,790,006)
\$ (818,051)	Additional Income Variance	\$ (9,816,615)
\$ (1,467,218)	Total Variance	\$ (17,606,620)
\$ 96,919	Total Projected Gross Profit	\$ 1,163,033

Note: This does not include future Gross Opportunities



Projections

Data

Projected New Retail Deliveries YTD (units)	144
Average <u>Front End</u> Gross Profit PNVR	\$ 3,557
Annualized Yearly Front End Gross Profit Total	\$ 512,208



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,399	\$	201,456
PDI & Accessory Sales PVR	\$ 208	X 50% Gross	\$ 104	\$	14,976
Trade %	46%	# of Trades	66.2		66.2
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-		-
Average Recon on U/C Trade	\$ 866	X 50% Gross	\$ 433	\$	28,682
Average PUVR Wholesale			\$ -	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,400	\$	225,216
Hard Pack Per Unit UV			\$ 215	\$	14,242
Hard Pack Per Unit NV			\$ 100	\$	14,400

Doc Fee/ Admin Fee Per Unit	\$ 499	\$ 104,910
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 326	\$ 46,944
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 8,077	\$ 1,163,033
Note: This does not include future Gross Opportunities		

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