

Current Data

New Retail Deliveries YTD (units)	65
Month of Year	February
Average # Retail Units Delivered Per Month	
Total # Units Currently in Inventory	16
Months Supply "In Units"	
CURRENT Inventory Turn Rate	
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,156
CURRENT Monthly Gross Profit	
CURRENT Yearly Front End Gross Profit Total	

Projection

	32.0
\$	4,156.0
	43
\$	177,323
\$	2,127,872

Additional Income

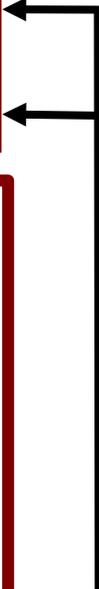
				Monthly
				#VALUE!
Current New Vehicle F&I Average PVR			1105	#VALUE!
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	#VALUE!
Trade %	60%	# of Trades	#VALUE!	#VALUE!

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	#VALUE!	#VALUE!
Average Recon on U/C Trade	412	X 50% Gross	\$ 206	#VALUE!
Average PUVR Wholesale			\$ 1,982	#VALUE!
Average PUVR (Front and Back) on Trades			\$ 3,286	#VALUE!
Hard Pack Per Unit UV			\$ -	#VALUE!
Hard Pack Per Unit NV			\$ -	#VALUE!
Doc Fee/ Admin Fee Per Unit			\$ 299	#VALUE!
OEM Incentives Per Unit			\$ -	#VALUE!
Floorplan Assistance Per Unit			\$ 200	#VALUE!
Advertising Credits Per Unit			\$ 200	#VALUE!
Total Washout PNVR (Adjusted for %s)			\$ 8,376	#VALUE!
Note: This does not include future Gross Opportunities				\$ 357,379



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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>
Additional NV Units	#VALUE!
NV F&I Increase	#VALUE!
PDI & Accesory Increase	#VALUE!
UV Wholesale Increase	#VALUE!



UV Recon Increase	#VALUE!
UV Retail PUVR Increase	#VALUE!
Hard Pack Increase UV	#VALUE!
Hard Pack Increase NV	#VALUE!
Doc Fee/Admin Fee/ Service Charge Increase	#VALUE!
OEM Incentives Increase	#VALUE!
Floorplan Assistance Increase	#VALUE!
Advertising Credit Increase	#VALUE!
Front End Variance (from above)	
Additional Income Variance	#VALUE!
Total Variance	#VALUE!
Total Projected Gross Profit	\$ 4,288,543





Projections

Data

Projected New Retail Deliveries YTD (units)	512
Average <u>Front End</u> Gross Profit PNVR	\$ 4,156
Annualized Yearly Front End Gross Profit Total	\$ 2,127,872



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,105	\$ 565,760
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 128,000
Trade %	60%	# of Trades	307.2	307.2
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	30.7	30.7
Average Recon on U/C Trade	\$ 412	X 50% Gross	\$ 206	\$ 56,955
Average PUVR Wholesale			\$ 1,982	\$ 60,887
Average PUVR (Front and Back) on Trades			\$ 3,286	\$ 908,513
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	299	\$	235,756
OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	200	\$	102,400
Advertising Credits Per Unit	\$	200	\$	102,400
Total Washout PNVR	\$	8,376	\$	4,288,543
Note: This does not include future Gross Opportunities				

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