

Current Data

New Retail Deliveries YTD (units)	1,815
Month of Year	3
Average # Retail Units Delivered Per Month	605
Total # Units Currently in Inventory	121
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	60.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,916
CURRENT Monthly Gross Profit	\$ 2,369,180
CURRENT Yearly Front End Gross Profit Total	\$ 28,430,160

Projection

	60.0
\$	3,000.0
	605
\$	1,815,000
\$	(554,180)
\$	21,780,000
\$	(6,650,160)

Additional Income

				Monthly
				-
Current New Vehicle F&I Average PVR			1860	\$ -
PDI & Accessory Sales PVR	310	X 50% Gross	\$ 155	\$ -
Trade %	49%	# of Trades	-	\$ -

UV Immediate Wholesale %	32%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1222	X 50% Gross	\$ 611	\$ -
Average PUVR Wholesale			\$ 120	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,504	\$ -
Hard Pack Per Unit UV				\$ -
Hard Pack Per Unit NV				\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit			\$ (402)	\$ (554,180.00)
Advertising Credits Per Unit			\$ 341	\$ -
Total Washout PNVR (Adjusted for %s)			\$ 7,460	\$ (554,180)
Note: This does not include future Gross Opportunities				\$ 4,513,248



ns	
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	0
NV F&I Increase	\$ -
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (6,650,160)
Additional Income Variance	\$ -
Total Variance	\$ (6,650,160)
Total Projected Gross Profit	\$ 54,158,976





Projections

Data

Projected New Retail Deliveries YTD (units)	7,260
Average <u>Front End</u> Gross Profit PNVR	\$ 3,916
Annualized Yearly Front End Gross Profit Total	\$ 28,430,160



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,860	\$ 13,503,600
PDI & Accessory Sales PVR	\$ 310	X 50% Gross	\$ 155	\$ 1,125,300
Trade %	49%	# of Trades	3,557.4	3,557.4
UV Immediate Wholesale %	32%	# of Trades Immediate Wholesaled	1,138.4	1,138.4
Average Recon on U/C Trade	\$ 1,222	X 50% Gross	\$ 611	\$ 1,478,029
Average PUVR Wholesale			\$ 120	\$ 136,604
Average PUVR (Front and Back) on Trades			\$ 3,504	\$ 8,476,288
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 1,451,855

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ (402)	\$ (2,918,520)
Advertising Credits Per Unit	\$ 341	\$ 2,475,660
Total Washout PNVR	\$ 7,460	\$ 54,158,976
Note: This does not include future Gross Opportunities		

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