

Current Data

New Retail Deliveries YTD (units)	123
Month of Year	4
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	39
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 11,301
CURRENT Monthly Gross Profit	\$ 347,516
CURRENT Yearly Front End Gross Profit Total	\$ 4,170,194

Projection

12.0
\$ 10,000.0
39
\$ 390,000
\$ 42,484
\$ 4,680,000
\$ 509,806

Additional Income

				Monthly
				9
Current New Vehicle F&I Average PVR			5284.19	\$ 47,558
PDI & Accessory Sales PVR	298.5	X 50% Gross	\$ 149	\$ 1,343
Trade %	46%	# of Trades	4.1	\$ (246)

UV Immediate Wholesale %	44%	# of Trades Immediate Wholesaled	1.8	\$	5,009
Average Recon on U/C Trade	4321.5	X 50% Gross	\$ 2,161	\$	14,982
Average PUVR Wholesale			\$ (135)	\$	464
Average PUVR (Front and Back) on Trades			\$ 6,462	\$	1,800
Hard Pack Per Unit UV			\$ 200	\$	5,252
Hard Pack Per Unit NV			\$ 200	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 464	\$	-
OEM Incentives Per Unit			\$ -	\$	4,500
Floorplan Assistance Per Unit			\$ -	\$	42,483.79
Advertising Credits Per Unit			\$ 500	\$	80,662
Total Washout PNVR (Adjusted for %s)			\$ 20,304	\$	123,146
Note: This does not include future Gross Opportunities				\$	791,866



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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	108
NV F&I Increase	\$ 570,693
PDI & Accesory Increase	\$ 16,119
UV Wholesale Increase	\$ (2,951)

UV Recon Increase	\$ 60,114
UV Retail PUVR Increase	\$ 179,784
Hard Pack Increase UV	\$ 5,564
Hard Pack Increase NV	\$ 21,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 63,021
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 54,000
Front End Variance (from above)	\$ 509,806
Additional Income Variance	\$ 967,944
Total Variance	\$ 1,477,749
Total Projected Gross Profit	\$ 9,502,395





Projections

Data

Projected New Retail Deliveries YTD (units)	468
Average <u>Front End</u> Gross Profit PNVR	\$ 11,301
Annualized Yearly Front End Gross Profit Total	\$ 5,289,027



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 5,284	\$ 2,473,001
PDI & Accessory Sales PVR	\$ 299	X 50% Gross	\$ 149	\$ 69,849
Trade %	46%	# of Trades	215.3	215.3
UV Immediate Wholesale %	44%	# of Trades Immediate Wholesaled	94.7	94.7
Average Recon on U/C Trade	\$ 4,322	X 50% Gross	\$ 2,161	\$ 260,493
Average PUVR Wholesale			\$ (135)	\$ (12,788)
Average PUVR (Front and Back) on Trades			\$ 6,462	\$ 779,066
Hard Pack Per Unit UV			\$ 200	\$ 43,056
Hard Pack Per Unit NV			\$ 200	\$ 93,600

Doc Fee/ Admin Fee Per Unit	\$ 464	\$ 273,090
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 500	\$ 234,000
Total Washout PNVR	\$ 20,304	\$ 9,502,395
Note: This does not include future Gross Opportunities		

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