Current Data

		Projectio
New Retail Deliveries YTD (units)	297	
Month of Year	6	
Average # Retail Units Delivered Per Month	50	
Total # Units Currently in Inventory	120	
Months Supply "In Units"	2.4	
CURRENT Inventory Turn Rate	5.0	6.5
CURRENT Average *Front End* Gross Profit PNVR	$ 6,106	$ 6,500.0
		65
CURRENT Monthly Gross Profit	$ 302,247	$ 422,500
		$ 120,253
CURRENT Yearly Front End Gross Profit Total	$ 3,626,964	$ 5,070,000
		$ 1,443,036

Additional Income

				Monthly
				16
Current New Vehicle F&I Average PVR			1412	$ 22,592
PDI & Accessory Sales PVR	159	X 50% Gross	$ 80	$ 1,272
Trade %	51%	# of Trades	8.2	$ 199

UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.1	$ 5,780
Average Recon on U/C Trade	1431	X 50% Gross	$ 716	$ 45,489
Average PUVR Wholesale			$ 2,434	$ 2,424
Average PUVR (Front and Back) on Trades			$ 5,631	$ 3,200
Hard Pack Per Unit UV			$ 300	$ 4,069
Hard Pack Per Unit NV			$ 200	$ 18,144
Doc Fee/ Admin Fee Per Unit			$ 169	$ 15,168
OEM Incentives Per Unit			$ 1,134	$ 9,408
Floorplan Assistance Per Unit			$ 948	$ 120,253.00
Advertising Credits Per Unit			$ 588	$ 127,745
Total Washout PNVR (Adjusted for %s)			$ 14,092	$ 247,998
Note: This does not include future Gross Opportunities				$ 915,953

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PROJECTED Inventory Turn Rate	
PROJECTED Average *Front End* 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	Yearly
Additonal NV Units	192
NV F&I Increase	$ 271,104
PDI & Accesory Increase	$ 15,264
UV Wholesale Increase	$ 2,383

UV Recon Increase	$	69,361
UV Retail PUVR Increase	$	545,874
Hard Pack Increase UV	$	29,082
Hard Pack Increase NV	$	38,400
Doc Fee/Admin Fee/ Service Charge Increase	$	48,831
OEM Incentives Increase	$	217,728
Floorplan Assistance Increase	$	182,016
Advertising Credit Increase	$	112,896
Front End Variance (from above)	$	1,443,036
Additional Income Variance	$	1,532,939
Total Variance	$	2,975,975
Total Projected Gross Profit	$	10,991,440

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Projections Data

Projected New Retail Deliveries YTD (units)	780
Average *Front End* Gross Profit PNVR	$ 6,106
Annualized Yearly Front End Gross Profit Total	$ 4,762,680

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Additional Income

				Annualized
Current New Vehicle F&I Average PVR			$ 1,412	$ 1,101,360
PDI & Accessory Sales PVR	$ 159	X 50% Gross	$ 80	$ 62,010
Trade %	51%	# of Trades	397.8	397.8
UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	4.0	4.0
Average Recon on U/C Trade	$ 1,431	X 50% Gross	$ 716	$ 281,780
Average PUVR Wholesale			$ 2,434	$ 9,682
Average PUVR (Front and Back) on Trades			$ 5,631	$ 2,217,612
Hard Pack Per Unit UV			$ 300	$ 119,340
Hard Pack Per Unit NV			$ 200	$ 156,000
Doc Fee/ Admin Fee Per Unit			$ 169	$ 198,376

OEM Incentives Per Unit	$ 1,134	$ 884,520
Floorplan Assistance Per Unit	$ 948	$ 739,440
Advertising Credits Per Unit	$ 588	$ 458,640
Total Washout PNVR	$ 14,092	$ 10,991,440
Note: This does not include future Gross Opportunities		

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