

Current Data

New Retail Deliveries YTD (units)	762
Month of Year	6
Average # Retail Units Delivered Per Month	127
Total # Units Currently in Inventory	73
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	20.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 127
CURRENT Monthly Gross Profit	\$ 16,129
CURRENT Yearly Front End Gross Profit Total	\$ 193,548

Projection

	21.0
\$	120.0
	128
\$	15,330
\$	(799)
\$	183,960
\$	(9,588)

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1750	\$ 1,750
PDI & Accessory Sales PVR	366	X 50% Gross	\$ 183	\$ 183
Trade %	25%	# of Trades	0.3	\$ 75

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.0	\$	159
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	744
Average PUVR Wholesale			\$ 2,000	\$	43
Average PUVR (Front and Back) on Trades			\$ 3,500	\$	200
Hard Pack Per Unit UV			\$ 200	\$	103
Hard Pack Per Unit NV			\$ 200	\$	3,406
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	-
OEM Incentives Per Unit			\$ 3,406	\$	185
Floorplan Assistance Per Unit			\$ -	\$	(799.00)
Advertising Credits Per Unit			\$ 185	\$	6,848
Total Washout PNVR (Adjusted for %s)			\$ 6,982	\$	6,049
Note: This does not include future Gross Opportunities				\$	891,974



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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	12
NV F&I Increase	\$ 21,000
PDI & Accesory Increase	\$ 2,196
UV Wholesale Increase	\$ 900

UV Recon Increase	\$	1,913
UV Retail PUVR Increase	\$	8,925
Hard Pack Increase UV	\$	510
Hard Pack Increase NV	\$	2,400
Doc Fee/Admin Fee/ Service Charge Increase	\$	1,237
OEM Incentives Increase	\$	40,872
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	2,220
Front End Variance (from above)	\$	(9,588)
Additional Income Variance	\$	82,172
Total Variance	\$	72,584
Total Projected Gross Profit	\$	10,703,693





Projections

Data

Projected New Retail Deliveries YTD (units)	1,533
Average <u>Front End</u> Gross Profit PNVR	\$ 127
Annualized Yearly Front End Gross Profit Total	\$ 194,691



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,750	\$ 2,682,750
PDI & Accessory Sales PVR	\$ 366	X 50% Gross	\$ 183	\$ 280,539
Trade %	25%	# of Trades	383.3	383.3
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	57.5	57.5
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 244,322
Average PUVR Wholesale			\$ 2,000	\$ 114,975
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 1,140,169
Hard Pack Per Unit UV			\$ 200	\$ 76,650
Hard Pack Per Unit NV			\$ 200	\$ 306,600
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 157,995

OEM Incentives Per Unit	\$ 3,406	\$ 5,221,398
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 185	\$ 283,605
Total Washout PNVR	\$ 6,982	\$ 10,703,693
Note: This does not include future Gross Opportunities		

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