

Current Data

New Retail Deliveries YTD (units)	167
Month of Year	8
Average # Retail Units Delivered Per Month	21
Total # Units Currently in Inventory	37
Months Supply "In Units"	1.8
CURRENT Inventory Turn Rate	6.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,245
CURRENT Monthly Gross Profit	\$ 46,696
CURRENT Yearly Front End Gross Profit Total	\$ 560,352

Projection

	8.0
\$	2,250.0
	25
\$	55,500
\$	8,804
\$	666,000
\$	105,648

Additional Income

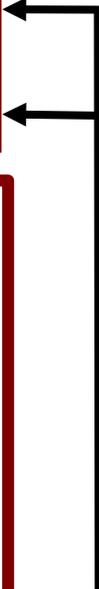
				Monthly
				4
Current New Vehicle F&I Average PVR			2523	\$ 10,092
PDI & Accessory Sales PVR	895	X 50% Gross	\$ 448	\$ 1,790
Trade %	60%	# of Trades	2.4	\$ 43

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.2	\$	2,721
Average Recon on U/C Trade	2519	X 50% Gross	\$ 1,260	\$	6,957
Average PUVR Wholesale			\$ 178	\$	1,296
Average PUVR (Front and Back) on Trades			\$ 3,221	\$	-
Hard Pack Per Unit UV			\$ 600	\$	-
Hard Pack Per Unit NV			\$ -	\$	804
Doc Fee/ Admin Fee Per Unit			\$ -	\$	-
OEM Incentives Per Unit			\$ 201	\$	400
Floorplan Assistance Per Unit			\$ -	\$	8,804.00
Advertising Credits Per Unit			\$ 100	\$	24,103
Total Washout PNVR (Adjusted for %s)			\$ 8,307	\$	32,907
Note: This does not include future Gross Opportunities				\$	204,897



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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	48
NV F&I Increase	\$ 121,104
PDI & Accesory Increase	\$ 21,480
UV Wholesale Increase	\$ 513



UV Recon Increase	\$ 32,646
UV Retail PUVR Increase	\$ 83,488
Hard Pack Increase UV	\$ 15,552
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ 9,648
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 4,800
Front End Variance (from above)	\$ 105,648
Additional Income Variance	\$ 289,231
Total Variance	\$ 394,879
Total Projected Gross Profit	\$ 2,458,768





Projections

Data

Projected New Retail Deliveries YTD (units)	296
Average <u>Front End</u> Gross Profit PNVR	\$ 2,245
Annualized Yearly Front End Gross Profit Total	\$ 664,520



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,523	\$ 746,808
PDI & Accessory Sales PVR	\$ 895	X 50% Gross	\$ 448	\$ 132,460
Trade %	60%	# of Trades	177.6	177.6
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	17.8	17.8
Average Recon on U/C Trade	\$ 2,519	X 50% Gross	\$ 1,260	\$ 201,318
Average PUVR Wholesale			\$ 178	\$ 3,161
Average PUVR (Front and Back) on Trades			\$ 3,221	\$ 514,845
Hard Pack Per Unit UV			\$ 600	\$ 106,560
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	-	\$	-
OEM Incentives Per Unit	\$	201	\$	59,496
Floorplan Assistance Per Unit	\$	-	\$	-
Advertising Credits Per Unit	\$	100	\$	29,600
Total Washout PNVR	\$	8,307	\$	2,458,768
Note: This does not include future Gross Opportunities				

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