

Current Data

New Retail Deliveries YTD (units)	1,692
Month of Year	9
Average # Retail Units Delivered Per Month	188
Total # Units Currently in Inventory	27
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	83.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,011
CURRENT Monthly Gross Profit	\$ 754,068
CURRENT Yearly Front End Gross Profit Total	\$ 9,048,816

Projection

	95.0
\$	3,550.0
	214
\$	758,813
\$	4,745
\$	9,105,750
\$	56,934

Additional Income

				Monthly
				26
Current New Vehicle F&I Average PVR			2099	\$ 54,574
PDI & Accessory Sales PVR	180	X 50% Gross	\$ 90	\$ 2,340
Trade %	48%	# of Trades	12.5	\$ 2,034

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	3.1	\$	7,965
Average Recon on U/C Trade	1702	X 50% Gross	\$ 851	\$	53,165
Average PUVR Wholesale			\$ 652	\$	4,586
Average PUVR (Front and Back) on Trades			\$ 5,680	\$	12,740
Hard Pack Per Unit UV			\$ 490	\$	12,341
Hard Pack Per Unit NV			\$ 490	\$	20,254
Doc Fee/ Admin Fee Per Unit			\$ 349	\$	10,556
OEM Incentives Per Unit			\$ 779	\$	3,926
Floorplan Assistance Per Unit			\$ 406	\$	4,744.50
Advertising Credits Per Unit			\$ 151	\$	184,481
Total Washout PNVR (Adjusted for %s)			\$ 11,165	\$	189,226
Note: This does not include future Gross Opportunities				\$	2,386,570



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>
Additional NV Units	312
NV F&I Increase	\$ 654,888
PDI & Accesory Increase	\$ 28,080
UV Wholesale Increase	\$ 24,411

UV Recon Increase	\$ 95,584
UV Retail PUVR Increase	\$ 637,978
Hard Pack Increase UV	\$ 55,037
Hard Pack Increase NV	\$ 152,880
Doc Fee/Admin Fee/ Service Charge Increase	\$ 148,088
OEM Incentives Increase	\$ 243,048
Floorplan Assistance Increase	\$ 126,672
Advertising Credit Increase	\$ 47,112
Front End Variance (from above)	\$ 56,934
Additional Income Variance	\$ 2,213,777
Total Variance	\$ 2,270,711
Total Projected Gross Profit	\$ 28,638,841





Projections

Data

Projected New Retail Deliveries YTD (units)	2,565
Average <u>Front End</u> Gross Profit PNVR	\$ 4,011
Annualized Yearly Front End Gross Profit Total	\$ 10,288,215



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,099	\$ 5,383,935
PDI & Accessory Sales PVR	\$ 180	X 50% Gross	\$ 90	\$ 230,850
Trade %	48%	# of Trades	1,231.2	1,231.2
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	307.8	307.8
Average Recon on U/C Trade	\$ 1,702	X 50% Gross	\$ 851	\$ 785,813
Average PUVR Wholesale			\$ 652	\$ 200,686
Average PUVR (Front and Back) on Trades			\$ 5,680	\$ 5,244,912
Hard Pack Per Unit UV			\$ 490	\$ 603,288
Hard Pack Per Unit NV			\$ 490	\$ 1,256,850
Doc Fee/ Admin Fee Per Unit			\$ 349	\$ 1,217,452

OEM Incentives Per Unit	\$	779	\$	1,998,135
Floorplan Assistance Per Unit	\$	406	\$	1,041,390
Advertising Credits Per Unit	\$	151	\$	387,315
Total Washout PNVR	\$	11,165	\$	28,638,841
Note: This does not include future Gross Opportunities				

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