

Current Data

New Retail Deliveries YTD (units)	1,035
Month of Year	9
Average # Retail Units Delivered Per Month	115
Total # Units Currently in Inventory	69
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	20.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,381
CURRENT Monthly Gross Profit	\$ 273,815
CURRENT Yearly Front End Gross Profit Total	\$ 3,285,780

Projection

	25.0
\$	2,000.0
	144
\$	287,500
\$	13,685
\$	3,450,000
\$	164,220

Additional Income

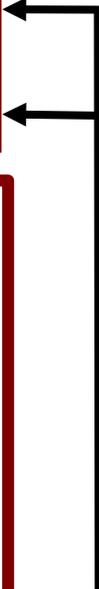
				Monthly
				29
Current New Vehicle F&I Average PVR			3370	\$ 97,730
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	29%	# of Trades	8.4	\$ (931)

UV Immediate Wholesale %	8%	# of Trades Immediate Wholesaled	0.7	\$	8,462
Average Recon on U/C Trade	2182.56	X 50% Gross	\$ 1,091	\$	34,149
Average PUVR Wholesale			\$ (1,419)	\$	3,489
Average PUVR (Front and Back) on Trades			\$ 4,404	\$	-
Hard Pack Per Unit UV			\$ 450	\$	3,124
Hard Pack Per Unit NV			\$ -	\$	2,407
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	11,919
OEM Incentives Per Unit			\$ 83	\$	-
Floorplan Assistance Per Unit			\$ 411	\$	13,685.00
Advertising Credits Per Unit			\$ -	\$	160,349
Total Washout PNVR (Adjusted for %s)			\$ 7,920	\$	174,034
Note: This does not include future Gross Opportunities				\$	1,138,566



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	348
NV F&I Increase	\$ 1,172,760
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ (11,170)



UV Recon Increase	\$ 101,542
UV Retail PUVR Increase	\$ 409,784
Hard Pack Increase UV	\$ 41,872
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 37,489
OEM Incentives Increase	\$ 28,884
Floorplan Assistance Increase	\$ 143,028
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 164,220
Additional Income Variance	\$ 1,924,189
Total Variance	\$ 2,088,409
Total Projected Gross Profit	\$ 13,662,789





Projections

Data	Projected New Retail Deliveries YTD (units)	1,725
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,381
	Annualized Yearly Front End Gross Profit Total	\$ 4,107,225



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 3,370	\$ 5,813,250	
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -	
Trade %	29%	# of Trades	500.2	500.2	
UV Immediate Wholesale %	8%	# of Trades Immediate Wholesaled	39.0	39.0	
Average Recon on U/C Trade	\$ 2,183	X 50% Gross	\$ 1,091	\$ 503,332	
Average PUVR Wholesale			\$ (1,419)	\$ (55,369)	
Average PUVR (Front and Back) on Trades			\$ 4,404	\$ 2,031,259	
Hard Pack Per Unit UV			\$ 450	\$ 225,112	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 185,830
OEM Incentives Per Unit	\$ 83	\$ 143,175
Floorplan Assistance Per Unit	\$ 411	\$ 708,975
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 7,920	\$ 13,662,789
Note: This does not include future Gross Opportunities		

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