

Current Data

New Retail Deliveries YTD (units)	143
Month of Year	9
Average # Retail Units Delivered Per Month	16
Total # Units Currently in Inventory	22
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,041
CURRENT Monthly Gross Profit	\$ 64,207
CURRENT Yearly Front End Gross Profit Total	\$ 770,484

Projection

	12.0
\$	3,500.0
	22
\$	77,000
\$	12,793
\$	924,000
\$	153,516

Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR			1247	\$ 8,729
PDI & Accessory Sales PVR	428	X 50% Gross	\$ 214	\$ 1,498
Trade %	50%	# of Trades	3.5	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ 1,460
Average Recon on U/C Trade	834	X 50% Gross	\$ 417	\$ 12,383
Average PUVR Wholesale				\$ 1,050
Average PUVR (Front and Back) on Trades			\$ 3,538	\$ 2,100
Hard Pack Per Unit UV			\$ 300	\$ 4,190
Hard Pack Per Unit NV			\$ 300	\$ 2,800
Doc Fee/ Admin Fee Per Unit			\$ 399	\$ 5,341
OEM Incentives Per Unit			\$ 400	\$ 3,626
Floorplan Assistance Per Unit			\$ 763	\$ 12,793.00
Advertising Credits Per Unit			\$ 518	\$ 43,176
Total Washout PNVR (Adjusted for %s)			\$ 10,209	\$ 55,969
Note: This does not include future Gross Opportunities				\$ 224,598



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	84
NV F&I Increase	\$ 104,748
PDI & Accesory Increase	\$ 17,976
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 17,514
UV Retail PUVR Increase	\$ 148,596
Hard Pack Increase UV	\$ 12,600
Hard Pack Increase NV	\$ 25,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 50,274
OEM Incentives Increase	\$ 33,600
Floorplan Assistance Increase	\$ 64,092
Advertising Credit Increase	\$ 43,512
Front End Variance (from above)	\$ 153,516
Additional Income Variance	\$ 518,112
Total Variance	\$ 671,628
Total Projected Gross Profit	\$ 2,695,176





Projections

Data

Projected New Retail Deliveries YTD (units)	264
Average <u>Front End</u> Gross Profit PNVR	\$ 4,041
Annualized Yearly Front End Gross Profit Total	\$ 1,066,824



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,247	\$ 329,208
PDI & Accessory Sales PVR	\$ 428	X 50% Gross	\$ 214	\$ 56,496
Trade %	50%	# of Trades	132.0	132.0
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 834	X 50% Gross	\$ 417	\$ 55,044
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,538	\$ 467,016
Hard Pack Per Unit UV			\$ 300	\$ 39,600
Hard Pack Per Unit NV			\$ 300	\$ 79,200

Doc Fee/ Admin Fee Per Unit	\$	399	\$	158,004
OEM Incentives Per Unit	\$	400	\$	105,600
Floorplan Assistance Per Unit	\$	763	\$	201,432
Advertising Credits Per Unit	\$	518	\$	136,752
Total Washout PNVR	\$	10,209	\$	2,695,176
Note: This does not include future Gross Opportunities				

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