

Current Data

New Retail Deliveries YTD (units)	479
Month of Year	12
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	110
Months Supply "In Units"	2.8
CURRENT Inventory Turn Rate	4.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,601
CURRENT Monthly Gross Profit	\$ 143,740
CURRENT Yearly Front End Gross Profit Total	\$ 1,724,879

Projection

	15.0
\$	3,050.0
	138
\$	419,375
\$	275,635
\$	5,032,500
\$	3,307,621

Additional Income

				Monthly
				98
Current New Vehicle F&I Average PVR			1053	\$ 103,194
PDI & Accessory Sales PVR	350	X 50% Gross	\$ 175	\$ 17,150
Trade %	55%	# of Trades	53.9	\$ 1,531

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	10.8	\$ 42,279
Average Recon on U/C Trade	1961	X 50% Gross	\$ 981	\$ 116,424
Average PUVR Wholesale			\$ 142	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,700	\$ -
Hard Pack Per Unit UV			\$ -	\$ 63,363
Hard Pack Per Unit NV			\$ -	\$ 117,600
Doc Fee/ Admin Fee Per Unit			\$ 449	\$ 9,800
OEM Incentives Per Unit			\$ 1,200	\$ 19,600
Floorplan Assistance Per Unit			\$ 100	\$ 275,635.08
Advertising Credits Per Unit			\$ 200	\$ 490,941
Total Washout PNVR (Adjusted for %s)			\$ 8,611	\$ 766,576
Note: This does not include future Gross Opportunities				\$ 1,183,958



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	1,176
NV F&I Increase	\$ 1,238,328
PDI & Accesory Increase	\$ 205,800
UV Wholesale Increase	\$ 18,369

UV Recon Increase	\$ 507,350
UV Retail PUVR Increase	\$ 1,397,088
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 760,355
OEM Incentives Increase	\$ 1,411,200
Floorplan Assistance Increase	\$ 117,600
Advertising Credit Increase	\$ 235,200
Front End Variance (from above)	\$ 3,307,621
Additional Income Variance	\$ 5,891,290
Total Variance	\$ 9,198,911
Total Projected Gross Profit	\$ 14,207,490





Projections

Data

Projected New Retail Deliveries YTD (units)	1,650
Average <u>Front End</u> Gross Profit PNVR	\$ 3,601
Annualized Yearly Front End Gross Profit Total	\$ 5,941,650



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,053	\$ 1,737,450
PDI & Accessory Sales PVR	\$ 350	X 50% Gross	\$ 175	\$ 288,750
Trade %	55%	# of Trades	907.5	907.5
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	181.5	181.5
Average Recon on U/C Trade	\$ 1,961	X 50% Gross	\$ 981	\$ 711,843
Average PUVR Wholesale			\$ 142	\$ 25,773
Average PUVR (Front and Back) on Trades			\$ 2,700	\$ 1,960,200
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 449	\$ 1,066,824
OEM Incentives Per Unit	\$ 1,200	\$ 1,980,000
Floorplan Assistance Per Unit	\$ 100	\$ 165,000
Advertising Credits Per Unit	\$ 200	\$ 330,000
Total Washout PNVR	\$ 8,611	\$ 14,207,490
Note: This does not include future Gross Opportunities		

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