

Current Data

New Retail Deliveries YTD (units)	1,252
Month of Year	10
Average # Retail Units Delivered Per Month	125
Total # Units Currently in Inventory	314
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,358
CURRENT Monthly Gross Profit	\$ 545,622
CURRENT Yearly Front End Gross Profit Total	\$ 6,547,459

Projection

	4.8
\$	4,358.0
	126
\$	547,365
\$	1,743
\$	6,568,378
\$	20,918

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Additional Income

				Monthly
				20
Current New Vehicle F&I Average PVR		2767		\$ 55,340
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ 3,000
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1752	X 50% Gross	\$ 876	\$ -
Average PUVR Wholesale			\$ 2,800	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,849	\$ -
Hard Pack Per Unit UV			\$ -	\$ 200
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ -
OEM Incentives Per Unit				\$ 14,240
Floorplan Assistance Per Unit				\$ 1,743.20
Advertising Credits Per Unit			\$ 712	\$ 72,780
Total Washout PNVR (Adjusted for %s)			\$ 5	\$ 74,523
Note: This does not include future Gross Opportunities				\$ 1,022,007



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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	240
NV F&I Increase	\$ 664,080
PDI & Accesory Increase	\$ 36,000
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 2,400
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 170,880
Front End Variance (from above)	\$ 20,918
Additional Income Variance	\$ 873,360
Total Variance	\$ 894,278
Total Projected Gross Profit	\$ 12,264,086





Projections

Data	Projected New Retail Deliveries YTD (units)	1,507
	Average <u>Front End</u> Gross Profit PNVR	\$ 4,358
	Annualized Yearly Front End Gross Profit Total	\$ 6,568,378



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,767	\$ 4,170,422	
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$ 226,080	
Trade %	0%	# of Trades	-	-	
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	-	-	
Average Recon on U/C Trade	\$ 1,752	X 50% Gross	\$ 876	\$ -	
Average PUVR Wholesale			\$ 2,800	\$ -	
Average PUVR (Front and Back) on Trades			\$ 3,849	\$ -	
Hard Pack Per Unit UV			\$ -	\$ -	
Hard Pack Per Unit NV			\$ -	\$ -	
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 226,080	

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 712	\$ 1,073,126
Total Washout PNVR	\$ 8,137	\$ 12,264,086
Note: This does not include future Gross Opportunities		

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