

Current Data

New Retail Deliveries YTD (units)	123
Month of Year	11
Average # Retail Units Delivered Per Month	11
Total # Units Currently in Inventory	287
Months Supply "In Units"	25.7
CURRENT Inventory Turn Rate	0.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,826
CURRENT Monthly Gross Profit	\$ 20,418
CURRENT Yearly Front End Gross Profit Total	\$ 245,016

Projection

	3.0
	\$ 1,000.0
	72
	\$ 71,750
	\$ 51,332
	\$ 861,000
	\$ 615,984

Additional Income

				Monthly
				61
Current New Vehicle F&I Average PVR		3111		\$ 189,771
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	20%	# of Trades	12.2	\$ (354)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	1.2	\$	11,804
Average Recon on U/C Trade	2150	X 50% Gross	\$ 1,075	\$	31,710
Average PUVR Wholesale			\$ (290)	\$	14,274
Average PUVR (Front and Back) on Trades			\$ 2,888	\$	85,400
Hard Pack Per Unit UV			\$ 1,300	\$	6,118
Hard Pack Per Unit NV			\$ 1,400	\$	30,500
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	10,675
OEM Incentives Per Unit			\$ 500	\$	6,100
Floorplan Assistance Per Unit			\$ 175	\$	51,332.00
Advertising Credits Per Unit			\$ 100	\$	385,998
Total Washout PNVR (Adjusted for %s)			\$ 8,180	\$	437,330
Note: This does not include future Gross Opportunities				\$	586,904



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	732
NV F&I Increase	\$ 2,277,252
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ (4,246)

UV Recon Increase	\$ 141,642
UV Retail PUVR Increase	\$ 380,523
Hard Pack Increase UV	\$ 171,288
Hard Pack Increase NV	\$ 1,024,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 73,420
OEM Incentives Increase	\$ 366,000
Floorplan Assistance Increase	\$ 128,100
Advertising Credit Increase	\$ 73,200
Front End Variance (from above)	\$ 615,984
Additional Income Variance	\$ 4,631,979
Total Variance	\$ 5,247,963
Total Projected Gross Profit	\$ 7,042,842





Projections

Data

Projected New Retail Deliveries YTD (units)	861
Average <u>Front End</u> Gross Profit PNVR	\$ 1,826
Annualized Yearly Front End Gross Profit Total	\$ 1,572,186



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Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 3,111	\$ 2,678,571
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	20%	# of Trades	172.2	172.2
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	17.2	17.2
Average Recon on U/C Trade	\$ 2,150	X 50% Gross	\$ 1,075	\$ 166,604
Average PUVR Wholesale			\$ (290)	\$ (4,994)
Average PUVR (Front and Back) on Trades			\$ 2,888	\$ 447,582
Hard Pack Per Unit UV			\$ 1,300	\$ 223,860
Hard Pack Per Unit NV			\$ 1,400	\$ 1,205,400

Doc Fee/ Admin Fee Per Unit	\$	85	\$	86,358
OEM Incentives Per Unit	\$	500	\$	430,500
Floorplan Assistance Per Unit	\$	175	\$	150,675
Advertising Credits Per Unit	\$	100	\$	86,100
Total Washout PNVR	\$	8,180	\$	7,042,842
Note: This does not include future Gross Opportunities				

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