

Current Data

New Retail Deliveries YTD (units)	896
Month of Year	12
Average # Retail Units Delivered Per Month	75
Total # Units Currently in Inventory	52
Months Supply "In Units"	0.7
CURRENT Inventory Turn Rate	17.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,516
CURRENT Monthly Gross Profit	\$ 113,195
CURRENT Yearly Front End Gross Profit Total	\$ 1,358,336

Projection

	16.0
\$	1,600.0
	75
\$	120,000
\$	6,805
\$	1,440,000
\$	81,664

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1954	\$ 1,954
PDI & Accessory Sales PVR	200	X 50% Gross	\$ 100	\$ 100
Trade %	20%	# of Trades	0.2	\$ 10

UV Immediate Wholesale %	80%	# of Trades Immediate Wholesaled	0.2	\$	24
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$	(12)
Average PUVR Wholesale			\$ 62	\$	32
Average PUVR (Front and Back) on Trades			\$ (302)	\$	800
Hard Pack Per Unit UV			\$ 800	\$	1,035
Hard Pack Per Unit NV			\$ 800	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 995	\$	145
OEM Incentives Per Unit				\$	250
Floorplan Assistance Per Unit			\$ 145	\$	6,805.33
Advertising Credits Per Unit			\$ 250	\$	4,338
Total Washout PNVR (Adjusted for %s)			\$ 5,982	\$	11,143
Note: This does not include future Gross Opportunities				\$	448,623



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>
Additonal NV Units	12
NV F&I Increase	\$ 23,448
PDI & Accesory Increase	\$ 1,200
UV Wholesale Increase	\$ 119

UV Recon Increase	\$ 288
UV Retail PUVR Increase	\$ (145)
Hard Pack Increase UV	\$ 384
Hard Pack Increase NV	\$ 9,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 12,418
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 1,740
Advertising Credit Increase	\$ 3,000
Front End Variance (from above)	\$ 81,664
Additional Income Variance	\$ 52,052
Total Variance	\$ 133,716
Total Projected Gross Profit	\$ 5,383,476





Projections

Data

Projected New Retail Deliveries YTD (units)	900
Average <u>Front End</u> Gross Profit PNVR	\$ 1,516
Annualized Yearly Front End Gross Profit Total	\$ 1,364,400



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Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 1,954	\$ 1,758,600
PDI & Accessory Sales PVR	\$ 200	X 50% Gross	\$ 100	\$ 90,000
Trade %	20%	# of Trades	180.0	180.0
UV Immediate Wholesale %	80%	# of Trades Immediate Wholesaled	144.0	144.0
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 21,600
Average PUVR Wholesale			\$ 62	\$ 8,928
Average PUVR (Front and Back) on Trades			\$ (302)	\$ (10,872)
Hard Pack Per Unit UV			\$ 800	\$ 144,000
Hard Pack Per Unit NV			\$ 800	\$ 720,000

Doc Fee/ Admin Fee Per Unit	\$	995	\$	931,320
OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	145	\$	130,500
Advertising Credits Per Unit	\$	250	\$	225,000
Total Washout PNVR	\$	5,982	\$	5,383,476
Note: This does not include future Gross Opportunities				

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