

Current Data

New Retail Deliveries YTD (units)	969
Month of Year	11
Average # Retail Units Delivered Per Month	88
Total # Units Currently in Inventory	231
Months Supply "In Units"	2.6
CURRENT Inventory Turn Rate	4.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,215
CURRENT Monthly Gross Profit	\$ 283,212
CURRENT Yearly Front End Gross Profit Total	\$ 3,398,547

Projection

	6.5
\$	2,800.0
	125
\$	350,350
\$	67,138
\$	4,204,200
\$	805,653

Additional Income

				Monthly
				38
Current New Vehicle F&I Average PVR			2665	\$ 101,270
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ 9,500
Trade %	60%	# of Trades	22.8	\$ -

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	2.7	\$	17,436
Average Recon on U/C Trade	1738	X 50% Gross	\$ 869	\$	63,503
Average PUVR Wholesale			\$ -	\$	11,436
Average PUVR (Front and Back) on Trades			\$ 3,165	\$	15,960
Hard Pack Per Unit UV			\$ 570	\$	24,677
Hard Pack Per Unit NV			\$ 420	\$	38,000
Doc Fee/ Admin Fee Per Unit			\$ 425	\$	22,800
OEM Incentives Per Unit			\$ 1,000	\$	15,200
Floorplan Assistance Per Unit			\$ 600	\$	67,137.73
Advertising Credits Per Unit			\$ 400	\$	319,782
Total Washout PNVR (Adjusted for %s)			\$ 11,671	\$	386,920
Note: This does not include future Gross Opportunities				\$	1,460,378



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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	456
NV F&I Increase	\$ 1,215,240
PDI & Accesory Increase	\$ 114,000
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 209,227
UV Retail PUVR Increase	\$ 762,031
Hard Pack Increase UV	\$ 137,238
Hard Pack Increase NV	\$ 191,520
Doc Fee/Admin Fee/ Service Charge Increase	\$ 296,126
OEM Incentives Increase	\$ 456,000
Floorplan Assistance Increase	\$ 273,600
Advertising Credit Increase	\$ 182,400
Front End Variance (from above)	\$ 805,653
Additional Income Variance	\$ 3,837,382
Total Variance	\$ 4,643,035
Total Projected Gross Profit	\$ 17,524,535





Projections

Data

Projected New Retail Deliveries YTD (units)	1,502
Average <u>Front End</u> Gross Profit PNVR	\$ 3,215
Annualized Yearly Front End Gross Profit Total	\$ 4,827,323



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,665	\$ 4,001,498
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 375,375
Trade %	60%	# of Trades	900.9	900.9
UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	108.1	108.1
Average Recon on U/C Trade	\$ 1,738	X 50% Gross	\$ 869	\$ 688,936
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,165	\$ 2,509,187
Hard Pack Per Unit UV			\$ 570	\$ 513,513
Hard Pack Per Unit NV			\$ 420	\$ 630,630
Doc Fee/ Admin Fee Per Unit			\$ 425	\$ 975,074

OEM Incentives Per Unit	\$ 1,000	\$ 1,501,500
Floorplan Assistance Per Unit	\$ 600	\$ 900,900
Advertising Credits Per Unit	\$ 400	\$ 600,600
Total Washout PNVR	\$ 11,671	\$ 17,524,535
Note: This does not include future Gross Opportunities		

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