

Current Data

New Retail Deliveries YTD (units)	587
Month of Year	12
Average # Retail Units Delivered Per Month	49
Total # Units Currently in Inventory	132
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,899
CURRENT Monthly Gross Profit	\$ 92,893
CURRENT Yearly Front End Gross Profit Total	\$ 1,114,713

Projection

	4.4
\$	671.0
	48
\$	32,107
\$	(60,785)
\$	385,288
\$	(729,425)

Additional Income

				Monthly
				(2)
Current New Vehicle F&I Average PVR		1507		\$ (3,014)
PDI & Accessory Sales PVR	142.15	X 50% Gross	\$ 71	\$ (142)
Trade %	37%	# of Trades	(0.7)	\$ 9

UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	(0.3)	\$ (409)
Average Recon on U/C Trade	1700	X 50% Gross	\$ 850	\$ (1,493)
Average PUVR Wholesale			\$ (36)	\$ (228)
Average PUVR (Front and Back) on Trades			\$ 3,103	\$ (950)
Hard Pack Per Unit UV			\$ 475	\$ (372)
Hard Pack Per Unit NV			\$ 475	\$ (2,654)
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ (1,068)
OEM Incentives Per Unit			\$ 1,327	\$ (563)
Floorplan Assistance Per Unit			\$ 534	\$ (60,785.40)
Advertising Credits Per Unit			\$ 282	\$ (10,884)
Total Washout PNVR (Adjusted for %s)			\$ 7,402	\$ (71,669)
Note: This does not include future Gross Opportunities				\$ 354,201



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	(24)
NV F&I Increase	\$ (36,168)
PDI & Accesory Increase	\$ (1,706)
UV Wholesale Increase	\$ 112

UV Recon Increase	\$ (4,906)
UV Retail PUVR Increase	\$ (17,911)
Hard Pack Increase UV	\$ (2,742)
Hard Pack Increase NV	\$ (11,400)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (4,466)
OEM Incentives Increase	\$ (31,848)
Floorplan Assistance Increase	\$ (12,813)
Advertising Credit Increase	\$ (6,756)
Front End Variance (from above)	\$ (729,425)
Additional Income Variance	\$ (130,603)
Total Variance	\$ (860,028)
Total Projected Gross Profit	\$ 4,250,409





Projections

Data

Projected New Retail Deliveries YTD (units)	574
Average <u>Front End</u> Gross Profit PNVR	\$ 1,899
Annualized Yearly Front End Gross Profit Total	\$ 1,090,406



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,507	\$ 865,319
PDI & Accessory Sales PVR	\$ 142	X 50% Gross	\$ 71	\$ 40,811
Trade %	37%	# of Trades	212.5	212.5
UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	74.4	74.4
Average Recon on U/C Trade	\$ 1,700	X 50% Gross	\$ 850	\$ 117,381
Average PUVR Wholesale			\$ (36)	\$ (2,677)
Average PUVR (Front and Back) on Trades			\$ 3,103	\$ 428,509
Hard Pack Per Unit UV			\$ 475	\$ 100,916
Hard Pack Per Unit NV			\$ 475	\$ 272,745
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 106,844

OEM Incentives Per Unit	\$	1,327	\$	761,963
Floorplan Assistance Per Unit	\$	534	\$	306,542
Advertising Credits Per Unit	\$	282	\$	161,649
Total Washout PNVR	\$	7,402	\$	4,250,409
Note: This does not include future Gross Opportunities				

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