

Current Data

New Retail Deliveries YTD (units)	1,205
Month of Year	12
Average # Retail Units Delivered Per Month	100
Total # Units Currently in Inventory	161
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	7.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,628
CURRENT Monthly Gross Profit	\$ 163,478
CURRENT Yearly Front End Gross Profit Total	\$ 1,961,740

Projection

	8.0
\$	1,750.0
	107
\$	187,833
\$	24,355
\$	2,254,000
\$	292,260

Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR			1254	\$ 8,778
PDI & Accessory Sales PVR	175	X 50% Gross	\$ 88	\$ 613
Trade %	48%	# of Trades	3.4	\$ (86)

UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled	0.6	\$	2,149
Average Recon on U/C Trade	1560	X 50% Gross	\$ 780	\$	5,337
Average PUVR Wholesale			\$ (142)	\$	551
Average PUVR (Front and Back) on Trades			\$ 1,937	\$	1,400
Hard Pack Per Unit UV			\$ 200	\$	5,843
Hard Pack Per Unit NV			\$ 200	\$	6,398
Doc Fee/ Admin Fee Per Unit			\$ 599	\$	6,300
OEM Incentives Per Unit			\$ 914	\$	4,851
Floorplan Assistance Per Unit			\$ 900	\$	24,355.00
Advertising Credits Per Unit			\$ 693	\$	42,134
Total Washout PNVR (Adjusted for %s)			\$ 7,664	\$	66,489
Note: This does not include future Gross Opportunities				\$	822,647



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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	84
NV F&I Increase	\$ 105,336
PDI & Accesory Increase	\$ 7,350
UV Wholesale Increase	\$ (1,031)



UV Recon Increase	\$ 25,789
UV Retail PUVR Increase	\$ 64,042
Hard Pack Increase UV	\$ 6,612
Hard Pack Increase NV	\$ 16,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 70,120
OEM Incentives Increase	\$ 76,776
Floorplan Assistance Increase	\$ 75,600
Advertising Credit Increase	\$ 58,212
Front End Variance (from above)	\$ 292,260
Additional Income Variance	\$ 505,607
Total Variance	\$ 797,867
Total Projected Gross Profit	\$ 9,871,759





Projections

Data	Projected New Retail Deliveries YTD (units)	1,288
	Average <i>Front End</i> Gross Profit PNVR	\$ 1,628
	Annualized Yearly Front End Gross Profit Total	\$ 2,096,864



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$	1,254	\$ 1,615,152
PDI & Accessory Sales PVR	\$ 175	X 50% Gross	\$	88	\$ 112,700
Trade %	48%	# of Trades		618.2	618.2
UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled		111.3	111.3
Average Recon on U/C Trade	\$ 1,560	X 50% Gross	\$	780	\$ 395,426
Average PUVR Wholesale			\$	(142)	\$ (15,802)
Average PUVR (Front and Back) on Trades			\$	1,937	\$ 981,975
Hard Pack Per Unit UV			\$	200	\$ 123,648
Hard Pack Per Unit NV			\$	200	\$ 257,600
Doc Fee/ Admin Fee Per Unit			\$	599	\$ 1,075,179

OEM Incentives Per Unit	\$	914	\$	1,177,232
Floorplan Assistance Per Unit	\$	900	\$	1,159,200
Advertising Credits Per Unit	\$	693	\$	892,584
Total Washout PNVR	\$	7,664	\$	9,871,759
Note: This does not include future Gross Opportunities				

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