

Current Data

New Retail Deliveries YTD (units)	107
Month of Year	2
Average # Retail Units Delivered Per Month	54
Total # Units Currently in Inventory	154
Months Supply "In Units"	2.9
CURRENT Inventory Turn Rate	4.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,040
CURRENT Monthly Gross Profit	\$ 55,640
CURRENT Yearly Front End Gross Profit Total	\$ 667,680

Projection

	6.0
	\$ 1,040.0
	77
	\$ 80,080
	\$ 24,440
	\$ 960,960
	\$ 293,280

Additional Income

				Monthly
				24
Current New Vehicle F&I Average PVR			1712	\$ 41,088
PDI & Accessory Sales PVR	450	X 50% Gross	\$ 225	\$ 5,400
Trade %	55%	# of Trades	13.2	\$ 990

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	2.0	\$	7,360
Average Recon on U/C Trade	1312	X 50% Gross	\$ 656	\$	19,680
Average PUVR Wholesale			\$ 500	\$	18,625
Average PUVR (Front and Back) on Trades			\$ 1,754	\$	16,080
Hard Pack Per Unit UV			\$ 1,660	\$	19,336
Hard Pack Per Unit NV			\$ 670	\$	12,000
Doc Fee/ Admin Fee Per Unit			\$ 549	\$	7,872
OEM Incentives Per Unit			\$ 500	\$	8,400
Floorplan Assistance Per Unit			\$ 328	\$	24,440.00
Advertising Credits Per Unit			\$ 350	\$	156,831
Total Washout PNVR (Adjusted for %s)			\$ 7,712	\$	181,271
Note: This does not include future Gross Opportunities				\$	593,792



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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	288
NV F&I Increase	\$ 493,056
PDI & Accesory Increase	\$ 64,800
UV Wholesale Increase	\$ 11,880

UV Recon Increase	\$ 88,324
UV Retail PUVR Increase	\$ 236,159
Hard Pack Increase UV	\$ 223,502
Hard Pack Increase NV	\$ 192,960
Doc Fee/Admin Fee/ Service Charge Increase	\$ 232,029
OEM Incentives Increase	\$ 144,000
Floorplan Assistance Increase	\$ 94,464
Advertising Credit Increase	\$ 100,800
Front End Variance (from above)	\$ 293,280
Additional Income Variance	\$ 1,881,974
Total Variance	\$ 2,175,254
Total Projected Gross Profit	\$ 7,125,502





Projections

Data

Projected New Retail Deliveries YTD (units)	924
Average <u>Front End</u> Gross Profit PNVR	\$ 1,040
Annualized Yearly Front End Gross Profit Total	\$ 960,960



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,712	\$ 1,581,888
PDI & Accessory Sales PVR	\$ 450	X 50% Gross	\$ 225	\$ 207,900
Trade %	55%	# of Trades	508.2	508.2
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	76.2	76.2
Average Recon on U/C Trade	\$ 1,312	X 50% Gross	\$ 656	\$ 283,372
Average PUVR Wholesale			\$ 500	\$ 38,115
Average PUVR (Front and Back) on Trades			\$ 1,754	\$ 757,675
Hard Pack Per Unit UV			\$ 1,660	\$ 843,612
Hard Pack Per Unit NV			\$ 670	\$ 619,080
Doc Fee/ Admin Fee Per Unit			\$ 549	\$ 744,428

OEM Incentives Per Unit	\$	500	\$	462,000
Floorplan Assistance Per Unit	\$	328	\$	303,072
Advertising Credits Per Unit	\$	350	\$	323,400
Total Washout PNVR	\$	7,712	\$	7,125,502
Note: This does not include future Gross Opportunities				

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