

Current Data

New Retail Deliveries YTD (units)	121
Month of Year	3
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	127
Months Supply "In Units"	3.1
CURRENT Inventory Turn Rate	3.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,148
CURRENT Monthly Gross Profit	\$ 46,303
CURRENT Yearly Front End Gross Profit Total	\$ 555,632

Projection

12.0
\$ 1,700.0
127
\$ 215,900
\$ 169,597
\$ 2,590,800
\$ 2,035,168

Additional Income

				Monthly
				87
Current New Vehicle F&I Average PVR			1029	\$ 89,523
PDI & Accessory Sales PVR	250	X 50% Gross	\$ 125	\$ 10,875
Trade %	30%	# of Trades	26.1	\$ 1,740

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	8.6	\$	8,744
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$	17,487
Average PUVR Wholesale			\$ 202	\$	6,995
Average PUVR (Front and Back) on Trades			\$ 1,000	\$	4,350
Hard Pack Per Unit UV			\$ 400	\$	48,482
Hard Pack Per Unit NV			\$ 50	\$	21,750
Doc Fee/ Admin Fee Per Unit			\$ 464	\$	17,400
OEM Incentives Per Unit			\$ 250	\$	52,200
Floorplan Assistance Per Unit			\$ 200	\$	169,597.33
Advertising Credits Per Unit			\$ 600	\$	279,545
Total Washout PNVR (Adjusted for %s)			\$ 4,401	\$	449,142
Note: This does not include future Gross Opportunities				\$	558,897



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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	1,044
NV F&I Increase	\$ 1,074,276
PDI & Accesory Increase	\$ 130,500
UV Wholesale Increase	\$ 20,878

UV Recon Increase	\$ 104,922
UV Retail PUVR Increase	\$ 209,844
Hard Pack Increase UV	\$ 83,938
Hard Pack Increase NV	\$ 52,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 581,784
OEM Incentives Increase	\$ 261,000
Floorplan Assistance Increase	\$ 208,800
Advertising Credit Increase	\$ 626,400
Front End Variance (from above)	\$ 2,035,168
Additional Income Variance	\$ 3,354,541
Total Variance	\$ 5,389,709
Total Projected Gross Profit	\$ 6,706,761





Projections

Data

Projected New Retail Deliveries YTD (units)	1,524
Average <u>Front End</u> Gross Profit PNVR	\$ 1,148
Annualized Yearly Front End Gross Profit Total	\$ 1,749,552



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,029	\$ 1,568,196
PDI & Accessory Sales PVR	\$ 250	X 50% Gross	\$ 125	\$ 190,500
Trade %	30%	# of Trades	457.2	457.2
UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	150.9	150.9
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 153,162
Average PUVR Wholesale			\$ 202	\$ 30,477
Average PUVR (Front and Back) on Trades			\$ 1,000	\$ 306,324
Hard Pack Per Unit UV			\$ 400	\$ 182,880
Hard Pack Per Unit NV			\$ 50	\$ 76,200

Doc Fee/ Admin Fee Per Unit	\$	464	\$	849,270
OEM Incentives Per Unit	\$	250	\$	381,000
Floorplan Assistance Per Unit	\$	200	\$	304,800
Advertising Credits Per Unit	\$	600	\$	914,400
Total Washout PNVR	\$	4,401	\$	6,706,761
Note: This does not include future Gross Opportunities				

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