

Current Data

New Retail Deliveries YTD (units)	1,363
Month of Year	4
Average # Retail Units Delivered Per Month	341
Total # Units Currently in Inventory	106
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	38.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,394
CURRENT Monthly Gross Profit	\$ 49
CURRENT Yearly Front End Gross Profit Total	\$ 588

Projection

	49.0
\$	1,000.0
	433
\$	432,833
\$	432,784
\$	5,194,000
\$	5,193,412

Additional Income

				Monthly
				93
Current New Vehicle F&I Average PVR			1739	\$ 161,727
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	43%	# of Trades	40.0	\$ 24,610

UV Immediate Wholesale %	83%	# of Trades Immediate Wholesaled	33.2	\$	4,368
Average Recon on U/C Trade	1285	X 50% Gross	\$ 643	\$	20,007
Average PUVR Wholesale			\$ 741	\$	6,662
Average PUVR (Front and Back) on Trades			\$ 2,943	\$	111,693
Hard Pack Per Unit UV			\$ 980	\$	34,929
Hard Pack Per Unit NV			\$ 1,201	\$	110,856
Doc Fee/ Admin Fee Per Unit			\$ 350	\$	36,147
OEM Incentives Per Unit			\$ 1,192	\$	17,278
Floorplan Assistance Per Unit			\$ 389	\$	432,784.33
Advertising Credits Per Unit			\$ 186	\$	528,278
Total Washout PNVR (Adjusted for %s)			\$ 7,424	\$	961,062
Note: This does not include future Gross Opportunities				\$	3,213,429



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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	1,116
NV F&I Increase	\$ 1,940,724
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 295,324

UV Recon Increase	\$ 52,415
UV Retail PUVR Increase	\$ 240,089
Hard Pack Increase UV	\$ 79,948
Hard Pack Increase NV	\$ 1,340,316
Doc Fee/Admin Fee/ Service Charge Increase	\$ 419,153
OEM Incentives Increase	\$ 1,330,272
Floorplan Assistance Increase	\$ 433,767
Advertising Credit Increase	\$ 207,330
Front End Variance (from above)	\$ 5,193,412
Additional Income Variance	\$ 6,339,338
Total Variance	\$ 11,532,750
Total Projected Gross Profit	\$ 38,561,150





Projections

Data

Projected New Retail Deliveries YTD (units)	5,194
Average <u>Front End</u> Gross Profit PNVR	\$ 1,394
Annualized Yearly Front End Gross Profit Total	\$ 7,240,436



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,739	\$ 9,032,366
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	43%	# of Trades	2,233.4	2,233.4
UV Immediate Wholesale %	83%	# of Trades Immediate Wholesaled	1,853.7	1,853.7
Average Recon on U/C Trade	\$ 1,285	X 50% Gross	\$ 643	\$ 243,945
Average PUVR Wholesale			\$ 741	\$ 1,374,473
Average PUVR (Front and Back) on Trades			\$ 2,943	\$ 1,117,402
Hard Pack Per Unit UV			\$ 980	\$ 2,188,752
Hard Pack Per Unit NV			\$ 1,201	\$ 6,237,994

Doc Fee/ Admin Fee Per Unit	\$ 350	\$ 1,950,788
OEM Incentives Per Unit	\$ 1,192	\$ 6,191,248
Floorplan Assistance Per Unit	\$ 389	\$ 2,018,804
Advertising Credits Per Unit	\$ 186	\$ 964,941
Total Washout PNVR	\$ 7,424	\$ 38,561,150
Note: This does not include future Gross Opportunities		

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