

Current Data

New Retail Deliveries YTD (units)	84
Month of Year	4
Average # Retail Units Delivered Per Month	21
Total # Units Currently in Inventory	174
Months Supply "In Units"	8.3
CURRENT Inventory Turn Rate	1.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,778
CURRENT Monthly Gross Profit	\$ 37,338
CURRENT Yearly Front End Gross Profit Total	\$ 448,056

Projection

	6.0
\$	2,200.0
	87
\$	191,400
\$	154,062
\$	2,296,800
\$	1,848,744

Additional Income

				Monthly
				66
Current New Vehicle F&I Average PVR			1409	\$ 92,994
PDI & Accessory Sales PVR	270	X 50% Gross	\$ 135	\$ 8,910
Trade %	40%	# of Trades	26.4	\$ -

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	3.2	\$	11,523
Average Recon on U/C Trade	992	X 50% Gross	\$ 496	\$	104,544
Average PUVR Wholesale			\$ -	\$	1,742
Average PUVR (Front and Back) on Trades			\$ 4,500	\$	4,950
Hard Pack Per Unit UV			\$ 75	\$	22,308
Hard Pack Per Unit NV			\$ 75	\$	85,800
Doc Fee/ Admin Fee Per Unit			\$ 250	\$	46,200
OEM Incentives Per Unit			\$ 1,300	\$	19,800
Floorplan Assistance Per Unit			\$ 700	\$	154,062.00
Advertising Credits Per Unit			\$ 300	\$	398,771
Total Washout PNVR (Adjusted for %s)			\$ 7,824	\$	552,833
Note: This does not include future Gross Opportunities				\$	680,653



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	792
NV F&I Increase	\$ 1,115,928
PDI & Accesory Increase	\$ 106,920
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 138,277
UV Retail PUVR Increase	\$ 1,254,528
Hard Pack Increase UV	\$ 20,909
Hard Pack Increase NV	\$ 59,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 267,696
OEM Incentives Increase	\$ 1,029,600
Floorplan Assistance Increase	\$ 554,400
Advertising Credit Increase	\$ 237,600
Front End Variance (from above)	\$ 1,848,744
Additional Income Variance	\$ 4,785,258
Total Variance	\$ 6,634,002
Total Projected Gross Profit	\$ 8,167,830





Projections

Data

Projected New Retail Deliveries YTD (units)	1,044
Average <u>Front End</u> Gross Profit PNVR	\$ 1,778
Annualized Yearly Front End Gross Profit Total	\$ 1,856,232



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,409	\$ 1,470,996
PDI & Accessory Sales PVR	\$ 270	X 50% Gross	\$ 135	\$ 140,940
Trade %	40%	# of Trades	417.6	417.6
UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	50.1	50.1
Average Recon on U/C Trade	\$ 992	X 50% Gross	\$ 496	\$ 182,274
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 4,500	\$ 1,653,696
Hard Pack Per Unit UV			\$ 75	\$ 31,320
Hard Pack Per Unit NV			\$ 75	\$ 78,300
Doc Fee/ Admin Fee Per Unit			\$ 250	\$ 352,872

OEM Incentives Per Unit	\$	1,300	\$	1,357,200
Floorplan Assistance Per Unit	\$	700	\$	730,800
Advertising Credits Per Unit	\$	300	\$	313,200
Total Washout PNVR	\$	7,824	\$	8,167,830
Note: This does not include future Gross Opportunities				

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