

Current Data

New Retail Deliveries YTD (units)	346
Month of Year	4
Average # Retail Units Delivered Per Month	87
Total # Units Currently in Inventory	165
Months Supply "In Units"	1.9
CURRENT Inventory Turn Rate	6.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,017
CURRENT Monthly Gross Profit	\$ 87,971
CURRENT Yearly Front End Gross Profit Total	\$ 1,055,646

Projection

	6.3
	\$ 1,017.0
	87
	\$ 88,098
	\$ 127
	\$ 1,057,172
	\$ 1,526

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1762	\$ 1,762
PDI & Accessory Sales PVR	270	X 50% Gross	\$ 135	\$ 135
Trade %	41%	# of Trades	0.4	\$ (11)

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.1	\$	331
Average Recon on U/C Trade	1900	X 50% Gross	\$ 950	\$	1,115
Average PUVR Wholesale			\$ (178)	\$	77
Average PUVR (Front and Back) on Trades			\$ 3,200	\$	220
Hard Pack Per Unit UV			\$ 220	\$	668
Hard Pack Per Unit NV			\$ 220	\$	534
Doc Fee/ Admin Fee Per Unit			\$ 495	\$	190
OEM Incentives Per Unit			\$ 534	\$	224
Floorplan Assistance Per Unit			\$ 190	\$	127.13
Advertising Credits Per Unit			\$ 224	\$	5,244
Total Washout PNVR (Adjusted for %s)			\$ 6,275	\$	5,371
Note: This does not include future Gross Opportunities				\$	543,533



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	12
NV F&I Increase	\$ 21,144
PDI & Accesory Increase	\$ 1,620
UV Wholesale Increase	\$ (131)

UV Recon Increase	\$	3,973
UV Retail PUVR Increase	\$	13,382
Hard Pack Increase UV	\$	920
Hard Pack Increase NV	\$	2,640
Doc Fee/Admin Fee/ Service Charge Increase	\$	8,010
OEM Incentives Increase	\$	6,408
Floorplan Assistance Increase	\$	2,274
Advertising Credit Increase	\$	2,688
Front End Variance (from above)	\$	1,526
Additional Income Variance	\$	62,928
Total Variance	\$	64,454
Total Projected Gross Profit	\$	6,522,400





Projections

Data	Projected New Retail Deliveries YTD (units)	1,040
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,017
	Annualized Yearly Front End Gross Profit Total	\$ 1,057,172



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$	1,762	\$ 1,831,599
PDI & Accessory Sales PVR	\$ 270	X 50% Gross	\$	135	\$ 140,333
Trade %	41%	# of Trades		426.2	426.2
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled		63.9	63.9
Average Recon on U/C Trade	\$ 1,900	X 50% Gross	\$	950	\$ 344,152
Average PUVR Wholesale			\$	(178)	\$ (11,379)
Average PUVR (Front and Back) on Trades			\$	3,200	\$ 1,159,250
Hard Pack Per Unit UV			\$	220	\$ 93,763
Hard Pack Per Unit NV			\$	220	\$ 228,690
Doc Fee/ Admin Fee Per Unit			\$	495	\$ 693,874

OEM Incentives Per Unit	\$	534	\$	555,093
Floorplan Assistance Per Unit	\$	190	\$	197,006
Advertising Credits Per Unit	\$	224	\$	232,848
Total Washout PNVR	\$	6,275	\$	6,522,400
Note: This does not include future Gross Opportunities				

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