

Current Data

New Retail Deliveries YTD (units)	75
Month of Year	5
Average # Retail Units Delivered Per Month	15
Total # Units Currently in Inventory	51
Months Supply "In Units"	3.4
CURRENT Inventory Turn Rate	3.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 454
CURRENT Monthly Gross Profit	\$ 6,810
CURRENT Yearly Front End Gross Profit Total	\$ 81,720

Projection

	6.0
\$	900.0
	26
\$	22,950
\$	16,140
\$	275,400
\$	193,680

Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			1927	\$ 21,197
PDI & Accessory Sales PVR	122	X 50% Gross	\$ 61	\$ 671
Trade %	40%	# of Trades	4.4	\$ 396

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.4	\$	1,533
Average Recon on U/C Trade	774	X 50% Gross	\$ 387	\$	13,860
Average PUVR Wholesale			\$ 900	\$	1,386
Average PUVR (Front and Back) on Trades			\$ 3,500	\$	3,850
Hard Pack Per Unit UV			\$ 350	\$	7,465
Hard Pack Per Unit NV			\$ 350	\$	11,000
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	5,500
OEM Incentives Per Unit			\$ 1,000	\$	13,200
Floorplan Assistance Per Unit			\$ 500	\$	16,140.00
Advertising Credits Per Unit			\$ 1,200	\$	80,058
Total Washout PNVR (Adjusted for %s)			\$ 7,746	\$	96,198
Note: This does not include future Gross Opportunities				\$	197,522



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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>
Additonal NV Units	132
NV F&I Increase	\$ 254,364
PDI & Accesory Increase	\$ 8,052
UV Wholesale Increase	\$ 4,752

UV Recon Increase	\$ 18,390
UV Retail PUVR Increase	\$ 166,320
Hard Pack Increase UV	\$ 16,632
Hard Pack Increase NV	\$ 46,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 89,580
OEM Incentives Increase	\$ 132,000
Floorplan Assistance Increase	\$ 66,000
Advertising Credit Increase	\$ 158,400
Front End Variance (from above)	\$ 193,680
Additional Income Variance	\$ 960,691
Total Variance	\$ 1,154,371
Total Projected Gross Profit	\$ 2,370,264





Projections

Data

Projected New Retail Deliveries YTD (units)	306
Average <u>Front End</u> Gross Profit PNVR	\$ 454
Annualized Yearly Front End Gross Profit Total	\$ 138,924



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,927	\$ 589,662
PDI & Accessory Sales PVR	\$ 122	X 50% Gross	\$ 61	\$ 18,666
Trade %	40%	# of Trades	122.4	122.4
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	12.2	12.2
Average Recon on U/C Trade	\$ 774	X 50% Gross	\$ 387	\$ 42,632
Average PUVR Wholesale			\$ 900	\$ 11,016
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 385,560
Hard Pack Per Unit UV			\$ 350	\$ 42,840
Hard Pack Per Unit NV			\$ 350	\$ 107,100
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ 207,664

OEM Incentives Per Unit	\$	1,000	\$	306,000
Floorplan Assistance Per Unit	\$	500	\$	153,000
Advertising Credits Per Unit	\$	1,200	\$	367,200
Total Washout PNVR	\$	7,746	\$	2,370,264
Note: This does not include future Gross Opportunities				

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