

Current Data

New Retail Deliveries YTD (units)	244
Month of Year	5
Average # Retail Units Delivered Per Month	49
Total # Units Currently in Inventory	131
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,823
CURRENT Monthly Gross Profit	\$ 137,762
CURRENT Yearly Front End Gross Profit Total	\$ 1,653,149

Projection

	8.0
\$	2,700.0
	87
\$	235,800
\$	98,038
\$	2,829,600
\$	1,176,451

Additional Income

				Monthly
				39
Current New Vehicle F&I Average PVR			1729	\$ 67,431
PDI & Accessory Sales PVR	250	X 50% Gross	\$ 125	\$ 4,875
Trade %	50%	# of Trades	19.5	\$ (434)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	1.0	\$	9,263
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$	67,727
Average PUVR Wholesale			\$ (445)	\$	13,986
Average PUVR (Front and Back) on Trades			\$ 3,656	\$	13,650
Hard Pack Per Unit UV			\$ 755	\$	11,505
Hard Pack Per Unit NV			\$ 350	\$	19,500
Doc Fee/ Admin Fee Per Unit			\$ 200	\$	32,370
OEM Incentives Per Unit			\$ 500	\$	17,550
Floorplan Assistance Per Unit			\$ 830	\$	98,037.60
Advertising Credits Per Unit			\$ 450	\$	257,423
Total Washout PNVR (Adjusted for %s)			\$ 9,442	\$	355,461
Note: This does not include future Gross Opportunities				\$	824,643



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	468
NV F&I Increase	\$ 809,172
PDI & Accesory Increase	\$ 58,500
UV Wholesale Increase	\$ (5,207)

UV Recon Increase	\$ 111,150
UV Retail PUVR Increase	\$ 812,729
Hard Pack Increase UV	\$ 167,836
Hard Pack Increase NV	\$ 163,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 138,060
OEM Incentives Increase	\$ 234,000
Floorplan Assistance Increase	\$ 388,440
Advertising Credit Increase	\$ 210,600
Front End Variance (from above)	\$ 1,176,451
Additional Income Variance	\$ 3,089,081
Total Variance	\$ 4,265,532
Total Projected Gross Profit	\$ 9,895,714





Projections

Data	Projected New Retail Deliveries YTD (units)	1,048
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,823
	Annualized Yearly Front End Gross Profit Total	\$ 2,958,504



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,729	\$ 1,811,992	
PDI & Accessory Sales PVR	\$ 250	X 50% Gross	\$ 125	\$ 131,000	
Trade %	50%	# of Trades	524.0	524.0	
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	26.2	26.2	
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 248,900	
Average PUVR Wholesale			\$ (445)	\$ (11,659)	
Average PUVR (Front and Back) on Trades			\$ 3,656	\$ 1,819,957	
Hard Pack Per Unit UV			\$ 755	\$ 395,620	
Hard Pack Per Unit NV			\$ 350	\$ 366,800	
Doc Fee/ Admin Fee Per Unit			\$ 200	\$ 309,160	

OEM Incentives Per Unit	\$	500	\$	524,000
Floorplan Assistance Per Unit	\$	830	\$	869,840
Advertising Credits Per Unit	\$	450	\$	471,600
Total Washout PNVR	\$	9,442	\$	9,895,714
Note: This does not include future Gross Opportunities				

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