

Current Data

New Retail Deliveries YTD (units)	194
Month of Year	6
Average # Retail Units Delivered Per Month	32
Total # Units Currently in Inventory	87
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 750
CURRENT Monthly Gross Profit	\$ 24,250
CURRENT Yearly Front End Gross Profit Total	\$ 291,000

Projection

	12.0
\$	1,000.0
	87
\$	65,250
\$	41,000
\$	783,000
\$	492,000

Additional Income

				Monthly
				55
Current New Vehicle F&I Average PVR			1698	\$ 93,390
PDI & Accessory Sales PVR	153	X 50% Gross	\$ 76	\$ 4,180
Trade %	48%	# of Trades	26.4	\$ 4,087

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	10.6	\$	8,031
Average Recon on U/C Trade	1014	X 50% Gross	\$ 507	\$	-
Average PUVR Wholesale			\$ 387	\$	10,692
Average PUVR (Front and Back) on Trades				\$	8,250
Hard Pack Per Unit UV			\$ 675	\$	56,601
Hard Pack Per Unit NV			\$ 150	\$	66,000
Doc Fee/ Admin Fee Per Unit			\$ 799	\$	44,000
OEM Incentives Per Unit			\$ 1,200	\$	8,250
Floorplan Assistance Per Unit			\$ 800	\$	41,000.00
Advertising Credits Per Unit			\$ 150	\$	303,481
Total Washout PNVR (Adjusted for %s)			\$ 6,398	\$	344,481
Note: This does not include future Gross Opportunities				\$	556,620



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	660
NV F&I Increase	\$ 1,120,680
PDI & Accesory Increase	\$ 50,160
UV Wholesale Increase	\$ 49,041

UV Recon Increase	\$ 96,371
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ 128,304
Hard Pack Increase NV	\$ 99,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 679,214
OEM Incentives Increase	\$ 792,000
Floorplan Assistance Increase	\$ 528,000
Advertising Credit Increase	\$ 99,000
Front End Variance (from above)	\$ 492,000
Additional Income Variance	\$ 3,641,769
Total Variance	\$ 4,133,769
Total Projected Gross Profit	\$ 6,679,441





Projections

Data

Projected New Retail Deliveries YTD (units)	1,044
Average <u>Front End</u> Gross Profit PNVR	\$ 750
Annualized Yearly Front End Gross Profit Total	\$ 783,000



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,698	\$ 1,772,712
PDI & Accessory Sales PVR	\$ 153	X 50% Gross	\$ 77	\$ 79,866
Trade %	48%	# of Trades	501.1	501.1
UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	200.4	200.4
Average Recon on U/C Trade	\$ 1,014	X 50% Gross	\$ 507	\$ 152,441
Average PUVR Wholesale			\$ 387	\$ 77,573
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 675	\$ 338,256
Hard Pack Per Unit NV			\$ 150	\$ 156,600
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 1,074,393

OEM Incentives Per Unit	\$	1,200	\$	1,252,800
Floorplan Assistance Per Unit	\$	800	\$	835,200
Advertising Credits Per Unit	\$	150	\$	156,600
Total Washout PNVR	\$	6,398	\$	6,679,441
Note: This does not include future Gross Opportunities				

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