

Current Data

New Retail Deliveries YTD (units)	1,282
Month of Year	6
Average # Retail Units Delivered Per Month	214
Total # Units Currently in Inventory	251
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	10.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,573
CURRENT Monthly Gross Profit	\$ 336,098
CURRENT Yearly Front End Gross Profit Total	\$ 4,033,172

Projection

	11.0
\$	1,573.0
	230
\$	361,921
\$	25,823
\$	4,343,053
\$	309,881

Additional Income

				Monthly
				17
Current New Vehicle F&I Average PVR			1867	\$ 31,739
PDI & Accessory Sales PVR	415	X 50% Gross	\$ 208	\$ 3,528
Trade %	52%	# of Trades	8.8	\$ 678

UV Immediate Wholesale %	17%	# of Trades Immediate Wholesaled	1.5	\$	4,399
Average Recon on U/C Trade	1199	X 50% Gross	\$ 600	\$	26,348
Average PUVR Wholesale			\$ 451	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,591	\$	-
Hard Pack Per Unit UV			\$ -	\$	6,693
Hard Pack Per Unit NV			\$ -	\$	9,214
Doc Fee/ Admin Fee Per Unit			\$ 275	\$	3,740
OEM Incentives Per Unit			\$ 542	\$	1,275
Floorplan Assistance Per Unit			\$ 220	\$	25,823.42
Advertising Credits Per Unit			\$ 75	\$	87,613
Total Washout PNVR (Adjusted for %s)			\$ 6,727	\$	113,436
Note: This does not include future Gross Opportunities				\$	1,547,697



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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>
Additional NV Units	204
NV F&I Increase	\$ 380,868
PDI & Accesory Increase	\$ 42,330
UV Wholesale Increase	\$ 8,133

UV Recon Increase	\$ 52,784
UV Retail PUVR Increase	\$ 316,175
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 80,313
OEM Incentives Increase	\$ 110,568
Floorplan Assistance Increase	\$ 44,880
Advertising Credit Increase	\$ 15,300
Front End Variance (from above)	\$ 309,881
Additional Income Variance	\$ 1,051,350
Total Variance	\$ 1,361,231
Total Projected Gross Profit	\$ 18,572,359





Projections

Data

Projected New Retail Deliveries YTD (units)	2,761
Average <u>Front End</u> Gross Profit PNVR	\$ 1,573
Annualized Yearly Front End Gross Profit Total	\$ 4,343,053



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,867	\$ 5,154,787
PDI & Accessory Sales PVR	\$ 415	X 50% Gross	\$ 208	\$ 572,908
Trade %	52%	# of Trades	1,435.7	1,435.7
UV Immediate Wholesale %	17%	# of Trades Immediate Wholesaled	244.1	244.1
Average Recon on U/C Trade	\$ 1,199	X 50% Gross	\$ 600	\$ 714,393
Average PUVR Wholesale			\$ 451	\$ 110,077
Average PUVR (Front and Back) on Trades			\$ 3,591	\$ 4,279,207
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 275	\$ 1,086,978

OEM Incentives Per Unit	\$	542	\$	1,496,462
Floorplan Assistance Per Unit	\$	220	\$	607,420
Advertising Credits Per Unit	\$	75	\$	207,075
Total Washout PNVR	\$	6,727	\$	18,572,359
Note: This does not include future Gross Opportunities				

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