

Current Data

New Retail Deliveries YTD (units)	140
Month of Year	May
Average # Retail Units Delivered Per Month	28
Total # Units Currently in Inventory	150
Months Supply "In Units"	5.4
CURRENT Inventory Turn Rate	2.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,743
CURRENT Monthly Gross Profit	\$ 48,804
CURRENT Yearly Front End Gross Profit Total	\$ 585,648

Projection

	60.0
\$	2,000.0
	50
\$	100,000
\$	51,196
\$	1,200,000
\$	614,352

Additional Income

				Monthly
				22
Current New Vehicle F&I Average PVR			1942	\$ 42,724
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ 5,500
Trade %	20%	# of Trades	4.4	\$ 110

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.2	\$	4,180
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$	12,540
Average PUVR Wholesale			\$ 500	\$	4,180
Average PUVR (Front and Back) on Trades			\$ 3,000	\$	-
Hard Pack Per Unit UV			\$ 1,000	\$	2,225
Hard Pack Per Unit NV			\$ -	\$	13,200
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	11,000
OEM Incentives Per Unit			\$ 600	\$	5,500
Floorplan Assistance Per Unit			\$ 500	\$	51,196.00
Advertising Credits Per Unit			\$ 250	\$	101,159
Total Washout PNVR (Adjusted for %s)			\$ 6,351	\$	152,355
Note: This does not include future Gross Opportunities					\$ 317,558



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	264
NV F&I Increase	\$ 512,688
PDI & Accesory Increase	\$ 66,000
UV Wholesale Increase	\$ 1,320

UV Recon Increase	\$ 50,160
UV Retail PUVR Increase	\$ 150,480
Hard Pack Increase UV	\$ 50,160
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 26,704
OEM Incentives Increase	\$ 158,400
Floorplan Assistance Increase	\$ 132,000
Advertising Credit Increase	\$ 66,000
Front End Variance (from above)	\$ 614,352
Additional Income Variance	\$ 1,213,912
Total Variance	\$ 1,828,264
Total Projected Gross Profit	\$ 3,810,690





Projections

Data

Projected New Retail Deliveries YTD (units)	600
Average <u>Front End</u> Gross Profit PNVR	\$ 1,743
Annualized Yearly Front End Gross Profit Total	\$ 1,045,800



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Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 1,942	\$ 1,165,200
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 150,000
Trade %	20%	# of Trades	120.0	120.0
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	6.0	6.0
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$ 114,000
Average PUVR Wholesale			\$ 500	\$ 3,000
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 342,000
Hard Pack Per Unit UV			\$ 1,000	\$ 120,000
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 60,690
OEM Incentives Per Unit	\$ 600	\$ 360,000
Floorplan Assistance Per Unit	\$ 500	\$ 300,000
Advertising Credits Per Unit	\$ 250	\$ 150,000
Total Washout PNVR	\$ 6,351	\$ 3,810,690
Note: This does not include future Gross Opportunities		

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