

Current Data

New Retail Deliveries YTD (units)	555
Month of Year	5
Average # Retail Units Delivered Per Month	111
Total # Units Currently in Inventory	62
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	21.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,543
CURRENT Monthly Gross Profit	\$ 171,273
CURRENT Yearly Front End Gross Profit Total	\$ 2,055,276

Projection

	25.0
	\$ 1,800.0
	129
	\$ 232,500
	\$ 61,227
	\$ 2,790,000
	\$ 734,724

Additional Income

				Monthly
				19
Current New Vehicle F&I Average PVR			1296	\$ 24,624
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ 2,850
Trade %	62%	# of Trades	11.8	\$ 2,067

UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	2.8	\$	6,652
Average Recon on U/C Trade	1486	X 50% Gross	\$ 743	\$	30,654
Average PUVR Wholesale			\$ 731	\$	3,133
Average PUVR (Front and Back) on Trades			\$ 3,424	\$	-
Hard Pack Per Unit UV			\$ 350	\$	13,054
Hard Pack Per Unit NV			\$ -	\$	22,800
Doc Fee/ Admin Fee Per Unit			\$ 467	\$	(1,919)
OEM Incentives Per Unit			\$ 1,200	\$	2,964
Floorplan Assistance Per Unit			\$ (101)	\$	61,227.00
Advertising Credits Per Unit			\$ 156	\$	106,879
Total Washout PNVR (Adjusted for %s)			\$ 7,220	\$	168,106
Note: This does not include future Gross Opportunities				\$	932,624



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	228
NV F&I Increase	\$ 295,488
PDI & Accesory Increase	\$ 34,200
UV Wholesale Increase	\$ 24,800

UV Recon Increase	\$ 79,823
UV Retail PUVR Increase	\$ 367,853
Hard Pack Increase UV	\$ 37,602
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 156,647
OEM Incentives Increase	\$ 273,600
Floorplan Assistance Increase	\$ (23,028)
Advertising Credit Increase	\$ 35,568
Front End Variance (from above)	\$ 734,724
Additional Income Variance	\$ 1,282,553
Total Variance	\$ 2,017,277
Total Projected Gross Profit	\$ 11,191,486





Projections

Data	Projected New Retail Deliveries YTD (units)	1,550
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,543
	Annualized Yearly Front End Gross Profit Total	\$ 2,391,650



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,296	\$ 2,008,800	
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$ 232,500	
Trade %	62%	# of Trades	961.0	961.0	
UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	230.6	230.6	
Average Recon on U/C Trade	\$ 1,486	X 50% Gross	\$ 743	\$ 542,657	
Average PUVR Wholesale			\$ 731	\$ 168,598	
Average PUVR (Front and Back) on Trades			\$ 3,424	\$ 2,500,753	
Hard Pack Per Unit UV			\$ 350	\$ 336,350	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$ 467	\$ 1,064,928
OEM Incentives Per Unit	\$ 1,200	\$ 1,860,000
Floorplan Assistance Per Unit	\$ (101)	\$ (156,550)
Advertising Credits Per Unit	\$ 156	\$ 241,800
Total Washout PNVR	\$ 7,220	\$ 11,191,486
Note: This does not include future Gross Opportunities		

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