

Current Data

New Retail Deliveries YTD (units)	1,150
Month of Year	8
Average # Retail Units Delivered Per Month	144
Total # Units Currently in Inventory	422
Months Supply "In Units"	2.9
CURRENT Inventory Turn Rate	4.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 788
CURRENT Monthly Gross Profit	\$ 113,275
CURRENT Yearly Front End Gross Profit Total	\$ 1,359,300

Projection

	8.0
\$	1,000.0
	281
\$	281,333
\$	168,058
\$	3,376,000
\$	2,016,700

Additional Income

				Monthly
				138
Current New Vehicle F&I Average PVR		2587		\$ 357,006
PDI & Accessory Sales PVR	250	X 50% Gross	\$ 125	\$ 17,250
Trade %	48%	# of Trades	66.2	\$ 3,312

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	6.6	\$	44,712
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	201,204
Average PUVR Wholesale			\$ 500	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,375	\$	-
Hard Pack Per Unit UV				\$	158,093
Hard Pack Per Unit NV				\$	-
Doc Fee/ Admin Fee Per Unit			\$ 800	\$	93,840
OEM Incentives Per Unit				\$	134,826
Floorplan Assistance Per Unit			\$ 680	\$	168,058.33
Advertising Credits Per Unit			\$ 977	\$	1,010,243
Total Washout PNVR (Adjusted for %s)			\$ 8,109	\$	1,178,301
Note: This does not include future Gross Opportunities				\$	2,281,219



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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	1,656
NV F&I Increase	\$ 4,284,072
PDI & Accesory Increase	\$ 207,000
UV Wholesale Increase	\$ 39,744

UV Recon Increase	\$ 536,544
UV Retail PUVR Increase	\$ 2,414,448
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 1,897,114
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 1,126,080
Advertising Credit Increase	\$ 1,617,912
Front End Variance (from above)	\$ 2,016,700
Additional Income Variance	\$ 12,122,914
Total Variance	\$ 14,139,614
Total Projected Gross Profit	\$ 27,374,634





Projections

Data

Projected New Retail Deliveries YTD (units)	3,376
Average <u>Front End</u> Gross Profit PNVR	\$ 788
Annualized Yearly Front End Gross Profit Total	\$ 2,660,288



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,587	\$ 8,733,712
PDI & Accessory Sales PVR	\$ 250	X 50% Gross	\$ 125	\$ 422,000
Trade %	48%	# of Trades	1,620.5	1,620.5
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	162.0	162.0
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 1,093,824
Average PUVR Wholesale			\$ 500	\$ 81,024
Average PUVR (Front and Back) on Trades			\$ 3,375	\$ 4,922,208
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 800	\$ 3,867,546

OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	680	\$	2,295,680
Advertising Credits Per Unit	\$	977	\$	3,298,352
Total Washout PNVR	\$	8,109	\$	27,374,634
Note: This does not include future Gross Opportunities				

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