

Current Data

New Retail Deliveries YTD (units)	999
Month of Year	8
Average # Retail Units Delivered Per Month	125
Total # Units Currently in Inventory	310
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,076
CURRENT Monthly Gross Profit	\$ 134,366
CURRENT Yearly Front End Gross Profit Total	\$ 1,612,386

Projection

	8.0
\$	1,376.0
	207
\$	284,373
\$	150,008
\$	3,412,480
\$	1,800,094

Additional Income

				Monthly
				82
Current New Vehicle F&I Average PVR			2048	\$ 167,936
PDI & Accessory Sales PVR	400	X 50% Gross	\$ 200	\$ 16,400
Trade %	50%	# of Trades	41.0	\$ (1,025)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	2.1	\$	32,095
Average Recon on U/C Trade	1648	X 50% Gross	\$ 824	\$	92,662
Average PUVR Wholesale			\$ (500)	\$	80,821
Average PUVR (Front and Back) on Trades			\$ 2,379	\$	133,250
Hard Pack Per Unit UV			\$ 2,075	\$	15,603
Hard Pack Per Unit NV			\$ 1,625	\$	28,536
Doc Fee/ Admin Fee Per Unit			\$ 129	\$	57,236
OEM Incentives Per Unit			\$ 348	\$	75,440
Floorplan Assistance Per Unit			\$ 698	\$	150,007.83
Advertising Credits Per Unit			\$ 920	\$	698,954
Total Washout PNVR (Adjusted for %s)			\$ 9,652	\$	848,961
Note: This does not include future Gross Opportunities				\$	1,994,685



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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>
Additonal NV Units	984
NV F&I Increase	\$ 2,015,232
PDI & Accesory Increase	\$ 196,800
UV Wholesale Increase	\$ (12,300)

UV Recon Increase	\$ 385,138
UV Retail PUVR Increase	\$ 1,111,945
Hard Pack Increase UV	\$ 969,855
Hard Pack Increase NV	\$ 1,599,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 187,231
OEM Incentives Increase	\$ 342,432
Floorplan Assistance Increase	\$ 686,832
Advertising Credit Increase	\$ 905,280
Front End Variance (from above)	\$ 1,800,094
Additional Income Variance	\$ 8,387,444
Total Variance	\$ 10,187,538
Total Projected Gross Profit	\$ 23,936,216





Projections

Data

Projected New Retail Deliveries YTD (units)	2,480
Average <u>Front End</u> Gross Profit PNVR	\$ 1,076
Annualized Yearly Front End Gross Profit Total	\$ 2,668,480



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,048	\$ 5,079,040
PDI & Accessory Sales PVR	\$ 400	X 50% Gross	\$ 200	\$ 496,000
Trade %	50%	# of Trades	1,240.0	1,240.0
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	62.0	62.0
Average Recon on U/C Trade	\$ 1,648	X 50% Gross	\$ 824	\$ 970,672
Average PUVR Wholesale			\$ (500)	\$ (31,000)
Average PUVR (Front and Back) on Trades			\$ 2,379	\$ 2,802,462
Hard Pack Per Unit UV			\$ 2,075	\$ 2,573,000
Hard Pack Per Unit NV			\$ 1,625	\$ 4,030,000

Doc Fee/ Admin Fee Per Unit	\$	129	\$	471,882
OEM Incentives Per Unit	\$	348	\$	863,040
Floorplan Assistance Per Unit	\$	698	\$	1,731,040
Advertising Credits Per Unit	\$	920	\$	2,281,600
Total Washout PNVR	\$	9,652	\$	23,936,216
Note: This does not include future Gross Opportunities				

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