

Current Data

New Retail Deliveries YTD (units)	326
Month of Year	8
Average # Retail Units Delivered Per Month	41
Total # Units Currently in Inventory	118
Months Supply "In Units"	2.9
CURRENT Inventory Turn Rate	4.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,766
CURRENT Monthly Gross Profit	\$ 71,965
CURRENT Yearly Front End Gross Profit Total	\$ 863,574



Projection

	5.0
\$	1,500.0
	49
\$	73,750
\$	1,786
\$	885,000
\$	21,426

Additional Income

				Monthly
				9
Current New Vehicle F&I Average PVR			2231	\$ 20,079
PDI & Accessory Sales PVR	232	X 50% Gross	\$ 116	\$ 1,044
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$ -
Average PUVR Wholesale			\$ 270	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 1,602
Hard Pack Per Unit UV			\$ 385	\$ 5,940
Hard Pack Per Unit NV			\$ 178	\$ 22,537
Doc Fee/ Admin Fee Per Unit			\$ 660	\$ 6,507
OEM Incentives Per Unit			\$ 2,504	\$ 3,960
Floorplan Assistance Per Unit			\$ 723	\$ 1,785.50
Advertising Credits Per Unit			\$ 440	\$ 61,669
				\$ 63,454
Note: This does not include future Gross Opportunities				\$ 135,419

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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>
Additonal NV Units	108
NV F&I Increase	\$ 240,948
PDI & Accesory Increase	\$ 12,528
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ 19,224
Doc Fee/Admin Fee/ Service Charge Increase	\$ 71,280
OEM Incentives Increase	\$ 270,441
Floorplan Assistance Increase	\$ 78,084
Advertising Credit Increase	\$ 47,520
Front End Variance (from above)	\$ 21,426
Total Additional Income	\$ 740,025
Total Variance	\$ 761,451
Total Projected Gross (Variance + Current)	\$ 1,625,025





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,231	\$ 727,306
PDI & Accessory Sales PVR	\$ 232	X 50% Gross	\$ 116	\$ 37,816
Trade %	0%	# of Trades	-	-

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ -
Average PUVR Wholesale			\$ 270	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ -
Hard Pack Per Unit UV			\$ 385	\$ -
Hard Pack Per Unit NV			\$ 178	\$ 58,028
Doc Fee/ Admin Fee Per Unit			\$ 660	\$ 215,160
OEM Incentives Per Unit			\$ 2,504	\$ 816,330
Floorplan Assistance Per Unit			\$ 723	\$ 235,698
Advertising Credits Per Unit			\$ 440	\$ 143,440
Total Washout PNVR			\$ 9,501	\$ 2,233,778
Note: This does not include future Gross Opportunities				

