

Current Data

New Retail Deliveries YTD (units)	351
Month of Year	3
Average # Retail Units Delivered Per Month	117
Total # Units Currently in Inventory	176
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	8.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,383
CURRENT Monthly Gross Profit	\$ 161,811
CURRENT Yearly Front End Gross Profit Total	\$ 1,941,732



Projection

	10.0
\$	1,250.0
	147
\$	183,333
\$	21,522
\$	2,200,000
\$	258,268

Additional Income

				Monthly
				30
Current New Vehicle F&I Average PVR			2155	\$ 64,650
PDI & Accessory Sales PVR	1057.96	X 50% Gross	\$ 529	\$ 15,869
Trade %	50%	# of Trades	15.0	\$ -

UV Immediate Wholesale %	39%	# of Trades Immediate Wholesaled	5.9	\$ 5,490
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$ 35,667
Average PUVR Wholesale			\$ -	\$ 1,830
Average PUVR (Front and Back) on Trades			\$ 3,898	\$ -
Hard Pack Per Unit UV			\$ 200	\$ 5,050
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 129	\$ 24,330
OEM Incentives Per Unit			\$ -	\$ 7,500
Floorplan Assistance Per Unit			\$ 811	\$ 21,522.33
Advertising Credits Per Unit			\$ 250	\$ 160,386
				\$ 181,909
Note: This does not include future Gross Opportunities				\$ 343,720

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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	360
NV F&I Increase	\$ 775,800
PDI & Accesory Increase	\$ 190,433
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 65,880
UV Retail PUVR Increase	\$ 428,000
Hard Pack Increase UV	\$ 21,960
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 60,604
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 291,960
Advertising Credit Increase	\$ 90,000
Front End Variance (from above)	\$ 258,268
Total Additional Income	\$ 1,924,637
Total Variance	\$ 2,182,905
Total Projected Gross (Variance + Current)	\$ 4,124,637





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,155	\$ 756,405
PDI & Accessory Sales PVR	\$ 1,058	X 50% Gross	\$ 529	\$ 185,672
Trade %	50%	# of Trades	175.5	175.5

UV Immediate Wholesale %	39%	# of Trades Immediate Wholesaled	68.4	68.4
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 105,300
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,898	\$ 417,300
Hard Pack Per Unit UV			\$ 200	\$ 21,411
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 129	\$ 59,089
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 811	\$ 284,661
Advertising Credits Per Unit			\$ 250	\$ 87,750
Total Washout PNVR			\$ 10,995	\$ 1,917,588
Note: This does not include future Gross Opportunities				

