

Current Data

New Retail Deliveries YTD (units)	600
Month of Year	4
Average # Retail Units Delivered Per Month	150
Total # Units Currently in Inventory	144
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,712
CURRENT Monthly Gross Profit	\$ 256,800
CURRENT Yearly Front End Gross Profit Total	\$ 3,081,600



Projection

	24.0
\$	2,000.0
	288
\$	576,000
\$	319,200
\$	6,912,000
\$	3,830,400

Additional Income

				Monthly
				138
Current New Vehicle F&I Average PVR			739	\$ 101,982
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ 6,900
Trade %	55%	# of Trades	75.9	\$ 65,744

UV Immediate Wholesale %	39%	# of Trades Immediate Wholesaled	29.6	\$	38,197
Average Recon on U/C Trade	1650	X 50% Gross	\$ 825	\$	105,840
Average PUVR Wholesale			\$ 2,221	\$	5,556
Average PUVR (Front and Back) on Trades			\$ 2,286	\$	138,000
Hard Pack Per Unit UV			\$ 120	\$	13,822
Hard Pack Per Unit NV			\$ 1,000	\$	37,260
Doc Fee/ Admin Fee Per Unit			\$ 75	\$	28,980
OEM Incentives Per Unit			\$ 270	\$	8,970
Floorplan Assistance Per Unit			\$ 210	\$	319,200.00
Advertising Credits Per Unit			\$65	\$	551,250
				\$	870,450
Note: This does not include future Gross Opportunities				\$	1,127,250

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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	1,656
NV F&I Increase	\$ 1,223,784
PDI & Accesory Increase	\$ 82,800
UV Wholesale Increase	\$ 788,926

UV Recon Increase	\$ 458,360
UV Retail PUVR Increase	\$ 1,270,074
Hard Pack Increase UV	\$ 66,671
Hard Pack Increase NV	\$ 1,656,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 165,869
OEM Incentives Increase	\$ 447,120
Floorplan Assistance Increase	\$ 347,760
Advertising Credit Increase	\$ 107,640
Front End Variance (from above)	\$ 3,830,400
Total Additional Income	\$ 6,615,004
Total Variance	\$ 10,445,404
Total Projected Gross (Variance + Current)	\$ 13,527,004





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 739	\$ 443,400
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 30,000
Trade %	55%	# of Trades	330.0	330.0

UV Immediate Wholesale %	39%	# of Trades Immediate Wholesaled	128.7	128.7
Average Recon on U/C Trade	\$ 1,650	X 50% Gross	\$ 825	\$ 272,250
Average PUVR Wholesale			\$ 2,221	\$ 285,843
Average PUVR (Front and Back) on Trades			\$ 2,286	\$ 460,172
Hard Pack Per Unit UV			\$ 120	\$ 24,156
Hard Pack Per Unit NV			\$ 1,000	\$ 600,000
Doc Fee/ Admin Fee Per Unit			\$ 75	\$ 60,098
OEM Incentives Per Unit			\$ 270	\$ 162,000
Floorplan Assistance Per Unit			\$ 210	\$ 126,000
Advertising Credits Per Unit			\$ 65	\$ 39,000
Total Washout PNVR			\$ 9,308	\$ 2,502,918
Note: This does not include future Gross Opportunities				

