

Current Data

New Retail Deliveries YTD (units)	279
Month of Year	11
Average # Retail Units Delivered Per Month	25
Total # Units Currently in Inventory	50
Months Supply "In Units"	2.0
CURRENT Inventory Turn Rate	6.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,536
CURRENT Monthly Gross Profit	\$ 38,959
CURRENT Yearly Front End Gross Profit Total	\$ 467,503



Projection

	7.5
\$	2,000.0
	31
\$	62,500
\$	23,541
\$	750,000
\$	282,497

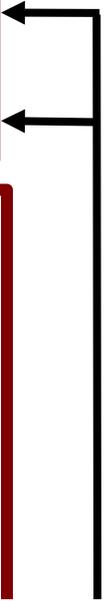
Additional Income

				Monthly
				6
Current New Vehicle F&I Average PVR			4091.59	\$ 24,550
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ 300
Trade %	45%	# of Trades	2.7	\$ 135

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.1	\$	1,924
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	10,517
Average PUVR Wholesale			\$ 1,000	\$	641
Average PUVR (Front and Back) on Trades			\$ 4,100	\$	900
Hard Pack Per Unit UV			\$ 250	\$	1,970
Hard Pack Per Unit NV			\$ 150	\$	1,800
Doc Fee/ Admin Fee Per Unit			\$ 230	\$	600
OEM Incentives Per Unit			\$ 300	\$	480
Floorplan Assistance Per Unit			\$ 100	\$	23,541.45
Advertising Credits Per Unit			\$ 80	\$	43,816
				\$	67,357
Note: This does not include future Gross Opportunities				\$	106,316

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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	72
NV F&I Increase	\$ 294,594
PDI & Accesory Increase	\$ 3,600
UV Wholesale Increase	\$ 1,620

UV Recon Increase	\$ 23,085
UV Retail PUVR Increase	\$ 126,198
Hard Pack Increase UV	\$ 7,695
Hard Pack Increase NV	\$ 10,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 23,639
OEM Incentives Increase	\$ 21,600
Floorplan Assistance Increase	\$ 7,200
Advertising Credit Increase	\$ 5,760
Front End Variance (from above)	\$ 282,497
Total Additional Income	\$ 525,792
Total Variance	\$ 808,289
Total Projected Gross (Variance + Current)	\$ 1,275,792





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 4,092	\$ 1,141,554
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 13,950
Trade %	45%	# of Trades	125.6	125.6

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	6.3	6.3
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 94,163
Average PUVR Wholesale			\$ 1,000	\$ 6,278
Average PUVR (Front and Back) on Trades			\$ 4,100	\$ 489,017
Hard Pack Per Unit UV			\$ 250	\$ 29,818
Hard Pack Per Unit NV			\$ 150	\$ 41,850
Doc Fee/ Admin Fee Per Unit			\$ 230	\$ 91,603
OEM Incentives Per Unit			\$ 300	\$ 83,700
Floorplan Assistance Per Unit			\$ 100	\$ 27,900
Advertising Credits Per Unit			\$ 80	\$ 22,320
Total Washout PNVR			\$ 8,995	\$ 2,042,152
Note: This does not include future Gross Opportunities				

