

Current Data

New Retail Deliveries YTD (units)	1,038
Month of Year	11
Average # Retail Units Delivered Per Month	94
Total # Units Currently in Inventory	50
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	22.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,500
CURRENT Monthly Gross Profit	\$ 235,909
CURRENT Yearly Front End Gross Profit Total	\$ 2,830,909



Projection

	23.0
\$	2,500.0
	96
\$	239,583
\$	3,674
\$	2,875,000
\$	44,091

Additional Income

				Monthly
				2
Current New Vehicle F&I Average PVR			1669	\$ 3,338
PDI & Accessory Sales PVR	32	X 50% Gross	\$ 16	\$ 32
Trade %	49%	# of Trades	1.0	\$ (2)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.0	\$	675
Average Recon on U/C Trade	1450	X 50% Gross	\$ 725	\$	3,724
Average PUVR Wholesale			\$ (32)	\$	698
Average PUVR (Front and Back) on Trades			\$ 4,000	\$	1,500
Hard Pack Per Unit UV			\$ 750	\$	440
Hard Pack Per Unit NV			\$ 750	\$	580
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	(76)
OEM Incentives Per Unit			\$ 290	\$	186
Floorplan Assistance Per Unit			\$ (38)	\$	3,674.24
Advertising Credits Per Unit			\$ 93	\$	11,095
				\$	14,770
Note: This does not include future Gross Opportunities				\$	250,679

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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	24
NV F&I Increase	\$ 40,056
PDI & Accesory Increase	\$ 384
UV Wholesale Increase	\$ (19)

UV Recon Increase	\$	8,100
UV Retail PUVR Increase	\$	44,688
Hard Pack Increase UV	\$	8,379
Hard Pack Increase NV	\$	18,000
Doc Fee/Admin Fee/ Service Charge Increase	\$	5,276
OEM Incentives Increase	\$	6,960
Floorplan Assistance Increase	\$	(912)
Advertising Credit Increase	\$	2,232
Front End Variance (from above)	\$	44,091
Total Additional Income	\$	133,144
Total Variance	\$	177,235
Total Projected Gross (Variance + Current)	\$	3,008,144





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,669	\$ 1,732,422
PDI & Accessory Sales PVR	\$ 32	X 50% Gross	\$ 16	\$ 16,608
Trade %	49%	# of Trades	508.6	508.6

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	25.4	25.4
Average Recon on U/C Trade	\$ 1,450	X 50% Gross	\$ 725	\$ 368,750
Average PUVR Wholesale			\$ (32)	\$ (814)
Average PUVR (Front and Back) on Trades			\$ 4,000	\$ 1,932,756
Hard Pack Per Unit UV			\$ 750	\$ 362,392
Hard Pack Per Unit NV			\$ 750	\$ 778,500
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 228,178
OEM Incentives Per Unit			\$ 290	\$ 301,020
Floorplan Assistance Per Unit			\$ (38)	\$ (39,444)
Advertising Credits Per Unit			\$ 93	\$ 96,534
Total Washout PNVR			\$ 8,293	\$ 5,776,902
Note: This does not include future Gross Opportunities				

