

Current Data

New Retail Deliveries YTD (units)	140
Month of Year	1
Average # Retail Units Delivered Per Month	140
Total # Units Currently in Inventory	54
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	31.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,713
CURRENT Monthly Gross Profit	\$ 730,207
CURRENT Yearly Front End Gross Profit Total	\$ 8,762,484



Projection

	100.0
\$	3,000.0
	450
\$	1,350,000
\$	619,793
\$	16,200,000
\$	7,437,516

Additional Income

				Monthly
				310
Current New Vehicle F&I Average PVR			1503	\$ 465,930
PDI & Accessory Sales PVR	200	X 50% Gross	\$ 100	\$ 31,000
Trade %	40%	# of Trades	124.0	\$ 17,558

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	12.4	\$ 89,280
Average Recon on U/C Trade	1600	X 50% Gross	\$ 800	\$ 527,531
Average PUVR Wholesale			\$ 1,416	\$ 47,430
Average PUVR (Front and Back) on Trades			\$ 4,727	\$ -
Hard Pack Per Unit UV			\$ 425	\$ 63,240
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 62,000
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit			\$ 200	\$ 619,793.00
Advertising Credits Per Unit				\$ 1,303,969
				\$ 1,923,762
Note: This does not include future Gross Opportunities				\$ 2,653,969

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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	3,720
NV F&I Increase	\$ 5,591,160
PDI & Accesory Increase	\$ 372,000
UV Wholesale Increase	\$ 210,701

UV Recon Increase	\$ 1,071,360
UV Retail PUVR Increase	\$ 6,330,372
Hard Pack Increase UV	\$ 569,160
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 758,880
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 744,000
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 7,437,516
Total Additional Income	\$ 15,647,632
Total Variance	\$ 23,085,148
Total Projected Gross (Variance + Current)	\$ 31,847,632





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Total # Units Currently in Inventory	54
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	31.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,713
CURRENT Monthly Gross Profit	\$ 519,820
CURRENT Yearly Front End Gross Profit Total	\$ 6,237,840



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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,503	\$ 210,420
PDI & Accessory Sales PVR	\$ 200	X 50% Gross	\$ 100	\$ 14,000
Trade %	40%	# of Trades	56.0	56.0

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	5.6	5.6
Average Recon on U/C Trade	\$ 1,600	X 50% Gross	\$ 800	\$ 44,800
Average PUVR Wholesale			\$ 1,416	\$ 7,930
Average PUVR (Front and Back) on Trades			\$ 4,727	\$ 238,240
Hard Pack Per Unit UV			\$ 425	\$ 21,420
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 28,560
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 200	\$ 28,000
Advertising Credits Per Unit			\$ -	\$ -
Total Washout PNVR			\$ 48,794	\$ 593,369
Note: This does not include future Gross Opportunities				

