

Current Data

New Retail Deliveries YTD (units)	706
Month of Year	12
Average # Retail Units Delivered Per Month	59
Total # Units Currently in Inventory	20
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	35.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,636
CURRENT Monthly Gross Profit	\$ 272,751
CURRENT Yearly Front End Gross Profit Total	\$ 3,273,016

Projection

	40.0
\$	1,300.0
	67
\$	86,667
\$	(186,085)
\$	1,040,000
\$	(2,233,016)

Additional Income

				Monthly
				8
Current New Vehicle F&I Average PVR			2716	\$ 21,728
PDI & Accessory Sales PVR	960	X 50% Gross	\$ 480	\$ 3,840
Trade %	35%	# of Trades	2.8	\$ 154

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.3	\$	1,449
Average Recon on U/C Trade	1150	X 50% Gross	\$ 575	\$	14,860
Average PUVR Wholesale			\$ 550	\$	2,520
Average PUVR (Front and Back) on Trades			\$ 5,897	\$	6,000
Hard Pack Per Unit UV			\$ 1,000	\$	9,457
Hard Pack Per Unit NV			\$ 750	\$	3,200
Doc Fee/ Admin Fee Per Unit			\$ 899	\$	14,192
OEM Incentives Per Unit			\$ 400	\$	840
Floorplan Assistance Per Unit			\$ 1,774	\$	(186,084.67)
Advertising Credits Per Unit			\$ 105	\$	78,241
Total Washout PNVR (Adjusted for %s)			\$ 14,451	\$	(107,844)
Note: This does not include future Gross Opportunities				\$	963,408



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	96
NV F&I Increase	\$ 260,736
PDI & Accesory Increase	\$ 46,080
UV Wholesale Increase	\$ 1,848

UV Recon Increase	\$ 17,388
UV Retail PUVR Increase	\$ 178,325
Hard Pack Increase UV	\$ 30,240
Hard Pack Increase NV	\$ 72,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 113,490
OEM Incentives Increase	\$ 38,400
Floorplan Assistance Increase	\$ 170,304
Advertising Credit Increase	\$ 10,080
Front End Variance (from above)	\$ (2,233,016)
Additional Income Variance	\$ 938,891
Total Variance	\$ (1,294,125)
Total Projected Gross Profit	\$ 11,560,892





Projections

Data

Projected New Retail Deliveries YTD (units)	800
Average <u>Front End</u> Gross Profit PNVR	\$ 4,636
Annualized Yearly Front End Gross Profit Total	\$ 3,708,800



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 2,716	\$ 2,172,800
PDI & Accessory Sales PVR	\$ 960	X 50% Gross	\$ 480	\$ 384,000
Trade %	35%	# of Trades	280.0	280.0
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	28.0	28.0
Average Recon on U/C Trade	\$ 1,150	X 50% Gross	\$ 575	\$ 144,900
Average PUVR Wholesale			\$ 550	\$ 15,400
Average PUVR (Front and Back) on Trades			\$ 5,897	\$ 1,486,044
Hard Pack Per Unit UV			\$ 1,000	\$ 280,000
Hard Pack Per Unit NV			\$ 750	\$ 600,000

Doc Fee/ Admin Fee Per Unit	\$ 899	\$ 945,748
OEM Incentives Per Unit	\$ 400	\$ 320,000
Floorplan Assistance Per Unit	\$ 1,774	\$ 1,419,200
Advertising Credits Per Unit	\$ 105	\$ 84,000
Total Washout PNVR	\$ 14,451	\$ 11,560,892
Note: This does not include future Gross Opportunities		

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