



Current Data

New Retail Deliveries YTD (units)	409
Month of Year	2
Average # Retail Units Delivered Per Month	205
Total # Units Currently in Inventory	20
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	122.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,809
CURRENT Monthly Gross Profit	\$ 574,441
CURRENT Yearly Front End Gross Profit Total	\$ 6,893,286

Projections

140.0	PROJECTED Inventory Turn Rate
\$ 2,500.0	PROJECTED Average <i>Front End</i> Gross Profit PVR
233	PROJECTED Monthly Units Delivered
\$ 583,333	PROJECTED Monthly Gross Profit
\$ 8,893	PROJECTED Monthly Gross Profit Variance
\$ 7,000,000	PROJECTED Yearly Front End Gross Profit Total
\$ 106,714	PROJECTED Annualized Front End Gross Profit Variance

Additional Income

Current New Vehicle F&I Average PVR	1694
PDI & Accessory Sales PVR	413 X 50% Gross \$ 207
Trade %	22% # of Trades 6.6
UV Immediate Wholesale %	10% # of Trades Immediate Wholesaled 0.7
Average Recon on U/C Trade	1616 X 50% Gross \$ 808
Average PUVR Wholesale	\$ 191
Average PUVR (Front and Back) on Trades	\$ 4,233
Hard Pack Per Unit UV	
Hard Pack Per Unit NV	
Doc Fee/ Admin Fee Per Unit	\$ 85
OEM Incentives Per Unit	\$ 542
Floorplan Assistance Per Unit	\$ 177
Advertising Credits Per Unit	
Total Washout PNVR (Adjusted for %s)	\$ 6,533
Note: This does not include future Gross Opportunities	

Monthly	PROJECTED	Yearly
30	Additional NV Units	360
\$ 50,820	NV F&I Increase	\$ 609,840
\$ 6,195	PDI & Accesory Increase	\$ 74,340
\$ 126	UV Wholesale Increase	\$ 1,513
\$ 4,800	UV Recon Increase	\$ 57,594
\$ 25,144	UV Retail PUVR Increase	\$ 301,728
\$ -	Hard Pack Increase UV	\$ -
\$ -	Hard Pack Increase NV	\$ -
\$ 3,055	Doc Fee/Admin Fee/ Service Charge Increase	\$ 36,659
\$ 16,260	OEM Incentives Increase	\$ 195,120
\$ 5,310	Floorplan Assistance Increase	\$ 63,720
\$ -	Advertising Credit Increase	\$ -
\$ 8,892.83	Front End Variance (from above)	\$ 106,714
\$ 111,710	Additional Income Variance	\$ 1,340,514
\$ 120,602	Total Variance	\$ 1,447,228
\$ 1,524,285	Total Projected Gross Profit	\$ 18,291,420

Projections

Projected New Retail Deliveries YTD (units)	2,800
Average <i>Front End</i> Gross Profit PNVR	\$ 2,809
Annualized Yearly Front End Gross Profit Total	\$ 7,865,200



Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$	4,743,200
PDI & Accessory Sales PVR	X 50% Gross	\$ 207	\$	578,200
Trade %	# of Trades			616.0
UV Immediate Wholesale %	# of Trades Immediate Wholesaled			61.6
Average Recon on U/C Trade	X 50% Gross	\$ 808	\$	447,955
Average PUVR Wholesale			\$	11,766
Average PUVR (Front and Back) on Trades			\$	2,346,775
Hard Pack Per Unit UV			\$	- 0
Hard Pack Per Unit NV			\$	- 0
Doc Fee/ Admin Fee Per Unit			\$	285,124
OEM Incentives Per Unit			\$	1,517,600
Floorplan Assistance Per Unit			\$	495,600
Advertising Credits Per Unit			\$	- 0
Total Washout PNVR			\$ 6,533	\$ 18,291,420

Note: This does not include future Gross Opportunities