

Current Data

New Retail Deliveries YTD (units)	53
Month of Year	1
Average # Retail Units Delivered Per Month	53
Total # Units Currently in Inventory	5
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	127.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,457
CURRENT Monthly Gross Profit	\$ 236,221
CURRENT Yearly Front End Gross Profit Total	\$ 2,834,652

Projection

	100.0
\$	3,500.0
	55
\$	192,500
\$	(43,721)
\$	2,310,000
\$	(524,652)

Additional Income

				Monthly
				2
Current New Vehicle F&I Average PVR			1700	\$ 3,400
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ 100
Trade %	50%	# of Trades	1.0	\$ 75

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.2	\$	510
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$	2,550
Average PUVR Wholesale			\$ 500	\$	808
Average PUVR (Front and Back) on Trades			\$ 3,000	\$	1,300
Hard Pack Per Unit UV			\$ 950	\$	1,992
Hard Pack Per Unit NV			\$ 650	\$	700
Doc Fee/ Admin Fee Per Unit			\$ 699	\$	200
OEM Incentives Per Unit			\$ 350	\$	300
Floorplan Assistance Per Unit			\$ 100	\$	(43,721.00)
Advertising Credits Per Unit			\$ 150	\$	11,935
Total Washout PNVR (Adjusted for %s)			\$ 10,496	\$	(31,786)
Note: This does not include future Gross Opportunities				\$	577,257



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	\$ 40,800
PDI & Accesory Increase	\$ 1,200
UV Wholesale Increase	\$ 900

UV Recon Increase	\$ 6,120
UV Retail PUVR Increase	\$ 30,600
Hard Pack Increase UV	\$ 9,690
Hard Pack Increase NV	\$ 15,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 23,906
OEM Incentives Increase	\$ 8,400
Floorplan Assistance Increase	\$ 2,400
Advertising Credit Increase	\$ 3,600
Front End Variance (from above)	\$ (524,652)
Additional Income Variance	\$ 143,216
Total Variance	\$ (381,436)
Total Projected Gross Profit	\$ 6,927,080





Projections

Data

Projected New Retail Deliveries YTD (units)	660
Average <u>Front End</u> Gross Profit PNVR	\$ 4,457
Annualized Yearly Front End Gross Profit Total	\$ 2,941,620



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 1,700	\$ 1,122,000
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 33,000
Trade %	50%	# of Trades	330.0	330.0
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	49.5	49.5
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 168,300
Average PUVR Wholesale			\$ 500	\$ 24,750
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 841,500
Hard Pack Per Unit UV			\$ 950	\$ 313,500
Hard Pack Per Unit NV			\$ 650	\$ 429,000

Doc Fee/ Admin Fee Per Unit	\$ 699	\$ 657,410
OEM Incentives Per Unit	\$ 350	\$ 231,000
Floorplan Assistance Per Unit	\$ 100	\$ 66,000
Advertising Credits Per Unit	\$ 150	\$ 99,000
Total Washout PNVR	\$ 10,496	\$ 6,927,080
Note: This does not include future Gross Opportunities		

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