

Current Data

New Retail Deliveries YTD (units)	173
Month of Year	3
Average # Retail Units Delivered Per Month	58
Total # Units Currently in Inventory	19
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	36.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 8,285
CURRENT Monthly Gross Profit	\$ 477,768
CURRENT Yearly Front End Gross Profit Total	\$ 5,733,220



Projection

	50.0
\$	8,400.0
	79
\$	665,000
\$	187,232
\$	7,980,000
\$	2,246,780

Additional Income

				Monthly
				22
Current New Vehicle F&I Average PVR			3563	\$ 78,386
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ 3,300
Trade %	52%	# of Trades	11.4	\$ 572

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	1.1	\$ 7,722
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$ 30,888
Average PUVR Wholesale			\$ 500	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ -
Hard Pack Per Unit UV			\$ -	\$ 4,844
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 13,926
OEM Incentives Per Unit			\$ -	\$ 10,296
Floorplan Assistance Per Unit			\$ 633	\$ 187,231.67
Advertising Credits Per Unit			\$ 468	\$ 149,934
				\$ 337,166
Note: This does not include future Gross Opportunities				\$ 814,934

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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	264
NV F&I Increase	\$ 940,632
PDI & Accesory Increase	\$ 39,600
UV Wholesale Increase	\$ 6,864

UV Recon Increase	\$ 92,664
UV Retail PUVR Increase	\$ 370,656
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 58,133
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 167,112
Advertising Credit Increase	\$ 123,552
Front End Variance (from above)	\$ 2,246,780
Total Additional Income	\$ 1,799,213
Total Variance	\$ 4,045,993
Total Projected Gross (Variance + Current)	\$ 9,779,213





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 3,563	\$ 616,399
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$ 25,950
Trade %	52%	# of Trades	90.0	90.0

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	9.0	9.0
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 67,470
Average PUVR Wholesale			\$ 500	\$ 4,498
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 242,892
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 38,095
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 633	\$ 109,509
Advertising Credits Per Unit			\$ 468	\$ 80,964
Total Washout PNVR			\$ 39,994	\$ 1,185,777
Note: This does not include future Gross Opportunities				

