

Current Data

New Retail Deliveries YTD (units)	232
Month of Year	7
Average # Retail Units Delivered Per Month	33
Total # Units Currently in Inventory	43
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,725
CURRENT Monthly Gross Profit	\$ 90,314
CURRENT Yearly Front End Gross Profit Total	\$ 1,083,771

Projection

	12.0
	\$ 2,500.0
	43
	\$ 107,500
	\$ 17,186
	\$ 1,290,000
	\$ 206,229

Additional Income

				Monthly
				10
Current New Vehicle F&I Average PVR			2775	\$ 27,750
PDI & Accessory Sales PVR	745	X 50% Gross	\$ 373	\$ 3,725
Trade %	46%	# of Trades	4.6	\$ 253

UV Immediate Wholesale %	11%	# of Trades Immediate Wholesaled	0.5	\$	4,435
Average Recon on U/C Trade	2166.55	X 50% Gross	\$ 1,083	\$	14,071
Average PUVR Wholesale			\$ 500	\$	3,071
Average PUVR (Front and Back) on Trades			\$ 3,437	\$	-
Hard Pack Per Unit UV			\$ 750	\$	8,428
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 598	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	17,185.71
Advertising Credits Per Unit			\$ -	\$	61,733
Total Washout PNVR (Adjusted for %s)			\$ 8,936	\$	78,918
Note: This does not include future Gross Opportunities				\$	384,258



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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	120
NV F&I Increase	\$ 333,000
PDI & Accesory Increase	\$ 44,700
UV Wholesale Increase	\$ 3,036

UV Recon Increase	\$ 53,219
UV Retail PUVR Increase	\$ 168,853
Hard Pack Increase UV	\$ 36,846
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 101,139
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 206,229
Additional Income Variance	\$ 740,793
Total Variance	\$ 947,021
Total Projected Gross Profit	\$ 4,611,090





Projections

Data	Projected New Retail Deliveries YTD (units)	516
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,725
	Annualized Yearly Front End Gross Profit Total	\$ 1,406,100



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,775	\$	1,431,900
PDI & Accessory Sales PVR	\$ 745	X 50% Gross	\$ 373	\$	192,210
Trade %	46%	# of Trades	237.4		237.4
UV Immediate Wholesale %	11%	# of Trades Immediate Wholesaled	26.1		26.1
Average Recon on U/C Trade	\$ 2,167	X 50% Gross	\$ 1,083	\$	228,842
Average PUVR Wholesale			\$ 500	\$	13,055
Average PUVR (Front and Back) on Trades			\$ 3,437	\$	726,068
Hard Pack Per Unit UV			\$ 750	\$	178,020
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$ 598	\$ 434,896
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 8,936	\$ 4,611,090
Note: This does not include future Gross Opportunities		

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