

Current Data

New Retail Deliveries YTD (units)	850
Month of Year	8
Average # Retail Units Delivered Per Month	106
Total # Units Currently in Inventory	150
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,486
CURRENT Monthly Gross Profit	\$ 370,388
CURRENT Yearly Front End Gross Profit Total	\$ 4,444,650

Projection

	12.0
	\$ 3,400.0
	150
	\$ 510,000
	\$ 139,613
	\$ 6,120,000
	\$ 1,675,350

Additional Income

				Monthly
				44
Current New Vehicle F&I Average PVR			1700	\$ 74,800
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ 6,600
Trade %	40%	# of Trades	17.6	\$ 5,213

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	5.3	\$	5,821
Average Recon on U/C Trade	945	X 50% Gross	\$ 473	\$	57,633
Average PUVR Wholesale			\$ 987	\$	8,254
Average PUVR (Front and Back) on Trades			\$ 4,678	\$	16,500
Hard Pack Per Unit UV			\$ 670	\$	28,104
Hard Pack Per Unit NV			\$ 375	\$	4,997
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	-
OEM Incentives Per Unit			\$ 114	\$	1,786
Floorplan Assistance Per Unit			\$ -	\$	139,612.50
Advertising Credits Per Unit			\$ 41	\$	209,709
Total Washout PNVR (Adjusted for %s)			\$ 8,333	\$	349,321
Note: This does not include future Gross Opportunities				\$	1,249,876



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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	528
NV F&I Increase	\$ 897,600
PDI & Accesory Increase	\$ 79,200
UV Wholesale Increase	\$ 62,560

UV Recon Increase	\$ 69,854
UV Retail PUVR Increase	\$ 691,596
Hard Pack Increase UV	\$ 99,053
Hard Pack Increase NV	\$ 198,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 337,244
OEM Incentives Increase	\$ 59,960
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 21,437
Front End Variance (from above)	\$ 1,675,350
Additional Income Variance	\$ 2,516,504
Total Variance	\$ 4,191,854
Total Projected Gross Profit	\$ 7,082,630





Projections

Data

Projected New Retail Deliveries YTD (units)	850
Average <u>Front End</u> Gross Profit PNVR	\$ 3,486
Annualized Yearly Front End Gross Profit Total	\$ 2,963,100



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,700	\$ 1,445,000
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$ 127,500
Trade %	40%	# of Trades	340.0	340.0
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	102.0	102.0
Average Recon on U/C Trade	\$ 945	X 50% Gross	\$ 473	\$ 112,455
Average PUVR Wholesale			\$ 987	\$ 100,713
Average PUVR (Front and Back) on Trades			\$ 4,678	\$ 1,113,364
Hard Pack Per Unit UV			\$ 670	\$ 227,800
Hard Pack Per Unit NV			\$ 375	\$ 318,750

Doc Fee/ Admin Fee Per Unit	\$	499	\$	542,912
OEM Incentives Per Unit	\$	114	\$	96,526
Floorplan Assistance Per Unit	\$	-	\$	-
Advertising Credits Per Unit	\$	41	\$	34,510
Total Washout PNVR	\$	8,333	\$	7,082,630
Note: This does not include future Gross Opportunities				

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