



Current Data

New Retail Deliveries YTD (units)	206
Month of Year	8
Average # Retail Units Delivered Per Month	26
Total # Units Currently in Inventory	11
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	28.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,076
CURRENT Monthly Gross Profit	\$ 79,207
CURRENT Yearly Front End Gross Profit Total	\$ 950,484

Projections

29.0	PROJECTED Inventory Turn Rate
\$ 3,300.0	PROJECTED Average <i>Front End</i> Gross Profit PVR
27	PROJECTED Monthly Units Delivered
\$ 87,725	PROJECTED Monthly Gross Profit
\$ 8,518	PROJECTED Monthly Gross Profit Variance
\$ 1,052,700	PROJECTED Yearly Front End Gross Profit Total
\$ 102,216	PROJECTED Annualized Front End Gross Profit Variance

Additional Income

Current New Vehicle F&I Average PVR	1111
PDI & Accessory Sales PVR	120 X 50% Gross \$ 60
Trade %	51% # of Trades 0.5
UV Immediate Wholesale %	37% # of Trades Immediate Wholesaled 0.2
Average Recon on U/C Trade	600 X 50% Gross \$ 300
Average PUVR Wholesale	\$ 147
Average PUVR (Front and Back) on Trades	\$ 3,379
Hard Pack Per Unit UV	\$ 500
Hard Pack Per Unit NV	\$ 200
Doc Fee/ Admin Fee Per Unit	\$ 422
OEM Incentives Per Unit	\$ 258
Floorplan Assistance Per Unit	\$ 331
Advertising Credits Per Unit	\$ 385
Total Washout PNVR (Adjusted for %s)	\$ 3,967

Monthly	PROJECTED	Yearly
1	Additional NV Units	12
\$ 1,111	NV F&I Increase	\$ 13,332
\$ 60	PDI & Accessory Increase	\$ 720
\$ 28	UV Wholesale Increase	\$ 333
\$ 96	UV Recon Increase	\$ 1,157
\$ 1,086	UV Retail PUVR Increase	\$ 13,028
\$ 161	Hard Pack Increase UV	\$ 1,928
\$ 200	Hard Pack Increase NV	\$ 2,400
\$ 558	Doc Fee/Admin Fee/ Service Charge Increase	\$ 6,691
\$ 258	OEM Incentives Increase	\$ 3,096
\$ 331	Floorplan Assistance Increase	\$ 3,972
\$ 385	Advertising Credit Increase	\$ 4,620
\$ 8,518.00	Front End Variance (from above)	\$ 102,216
\$ 4,273	Additional Income Variance	\$ 51,276
\$ 12,791	Total Variance	\$ 153,492
\$ 105,462	Total Projected Gross Profit	\$ 1,265,545

Note: This does not include future Gross Opportunities

Projections

Data

Projected New Retail Deliveries YTD (units)	319
Average <u>Front End</u> Gross Profit PNVR	\$ 3,076
Annualized Yearly Front End Gross Profit Total	\$ 981,244



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,111	\$ 1,111
PDI & Accessory Sales PVR	\$ 120	X 50% Gross	\$ 60	\$ 19,140
Trade %	51%	# of Trades	162.7	162.7
UV Immediate Wholesale %	37%	# of Trades Immediate Wholesaled	60.2	60.2
Average Recon on U/C Trade	\$ 600	X 50% Gross	\$ 300	\$ 30,748
Average PUVR Wholesale			\$ 147	\$ 147
Average PUVR (Front and Back) on Trades			\$ 3,379	\$ 3,379
Hard Pack Per Unit UV			\$ 500	\$ 500
Hard Pack Per Unit NV			\$ 200	\$ 200

Doc Fee/ Admin Fee Per Unit	\$	422	\$	422
OEM Incentives Per Unit	\$	258	\$	250
Floorplan Assistance Per Unit	\$	331	\$	105,589
Advertising Credits Per Unit	\$	385	\$	122,815
Total Washout PNVR	\$	3,967	\$	1,265,545
Note: This does not include future Gross Opportunities				

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