

Current Data

New Retail Deliveries YTD (units)	807
Month of Year	7
Average # Retail Units Delivered Per Month	115
Total # Units Currently in Inventory	76
Months Supply "In Units"	0.7
CURRENT Inventory Turn Rate	18.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,876
CURRENT Monthly Gross Profit	\$ 331,562
CURRENT Yearly Front End Gross Profit Total	\$ 3,978,741

Projection

	18.0
\$	3,500.0
	114
\$	399,000
\$	67,438
\$	4,788,000
\$	809,259

Additional Income

				Monthly
				(2)
Current New Vehicle F&I Average PVR			687	\$ (1,374)
PDI & Accessory Sales PVR	250	X 50% Gross	\$ 125	\$ (250)
Trade %	50%	# of Trades	(1.0)	\$ (261)

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	(0.3)	\$ (375)
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$ (1,844)
Average PUVR Wholesale			\$ 1,043	\$ (750)
Average PUVR (Front and Back) on Trades			\$ 2,458	\$ -
Hard Pack Per Unit UV			\$ 1,000	\$ (688)
Hard Pack Per Unit NV			\$ -	\$ (5,500)
Doc Fee/ Admin Fee Per Unit			\$ 250	\$ (508)
OEM Incentives Per Unit			\$ 2,750	\$ (661)
Floorplan Assistance Per Unit			\$ 254	\$ 67,438.29
Advertising Credits Per Unit			\$ 331	\$ (12,210)
Total Washout PNVR (Adjusted for %s)			\$ 3,880	\$ 55,228
Note: This does not include future Gross Opportunities				\$ 442,337



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	\$ (16,488)
PDI & Accesory Increase	\$ (3,000)
UV Wholesale Increase	\$ (3,129)

UV Recon Increase	\$ (4,500)
UV Retail PUVR Increase	\$ (22,122)
Hard Pack Increase UV	\$ (9,000)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (8,250)
OEM Incentives Increase	\$ (66,000)
Floorplan Assistance Increase	\$ (6,096)
Advertising Credit Increase	\$ (7,935)
Front End Variance (from above)	\$ 809,259
Additional Income Variance	\$ (146,520)
Total Variance	\$ 662,740
Total Projected Gross Profit	\$ 5,308,045





Projections

Data

Projected New Retail Deliveries YTD (units)	1,368
Average <u>Front End</u> Gross Profit PNVR	\$ 2,876
Annualized Yearly Front End Gross Profit Total	\$ 3,934,368



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 687	\$ 939,816
PDI & Accessory Sales PVR	\$ 250	X 50% Gross	\$ 125	\$ 171,000
Trade %	50%	# of Trades	684.0	684.0
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	171.0	171.0
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 256,500
Average PUVR Wholesale			\$ 1,043	\$ 789
Average PUVR (Front and Back) on Trades			\$ 2,458	\$ 3,500
Hard Pack Per Unit UV			\$ 1,000	\$ 1,000
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 250	\$ 230
OEM Incentives Per Unit	\$ 2,750	\$ 300
Floorplan Assistance Per Unit	\$ 254	\$ 200
Advertising Credits Per Unit	\$ 331	\$ 342
Total Washout PNVR	\$ 3,880	\$ 5,308,045
Note: This does not include future Gross Opportunities		

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