

Current Data

New Retail Deliveries YTD (units)	317
Month of Year	AUGUST
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	7
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	68.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,351
CURRENT Monthly Gross Profit	\$ 94,040
CURRENT Yearly Front End Gross Profit Total	\$ 1,128,480

Projection

	95.0
	\$ 2,500.0
	55
	\$ 138,542
	\$ 44,502
	\$ 1,662,500
	\$ 534,020

Additional Income

				Monthly
				16
Current New Vehicle F&I Average PVR			598	\$ 9,568
PDI & Accessory Sales PVR	25.75	X 50% Gross	\$ 13	\$ 206
Trade %	50%	# of Trades	8.0	\$ 510

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	1.6	\$	2,406
Average Recon on U/C Trade	752	X 50% Gross	\$ 376	\$	8,582
Average PUVR Wholesale			\$ 319	\$	5,120
Average PUVR (Front and Back) on Trades			\$ 1,341	\$	-
Hard Pack Per Unit UV			\$ 800	\$	3,920
Hard Pack Per Unit NV			\$ -	\$	8,256
Doc Fee/ Admin Fee Per Unit			\$ 175	\$	5,504
OEM Incentives Per Unit			\$ 516	\$	2,368
Floorplan Assistance Per Unit			\$ 344	\$	44,501.67
Advertising Credits Per Unit			\$ 148	\$	46,441
Total Washout PNVR (Adjusted for %s)			\$ 5,334	\$	90,943
Note: This does not include future Gross Opportunities				\$	295,569



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	192
NV F&I Increase	\$ 114,816
PDI & Accesory Increase	\$ 2,472
UV Wholesale Increase	\$ 6,125



UV Recon Increase	\$ 28,877
UV Retail PUVR Increase	\$ 102,989
Hard Pack Increase UV	\$ 61,440
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 47,040
OEM Incentives Increase	\$ 99,072
Floorplan Assistance Increase	\$ 66,048
Advertising Credit Increase	\$ 28,416
Front End Variance (from above)	\$ 534,020
Additional Income Variance	\$ 557,294
Total Variance	\$ 1,091,314
Total Projected Gross Profit	\$ 3,546,827





Projections

Data

Projected New Retail Deliveries YTD (units)	665
Average <u>Front End</u> Gross Profit PNVR	\$ 2,351
Annualized Yearly Front End Gross Profit Total	\$ 1,563,415



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 598	\$ 397,670
PDI & Accessory Sales PVR	\$ 26	X 50% Gross	\$ 13	\$ 8,562
Trade %	50%	# of Trades	332.5	332.5
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	66.5	66.5
Average Recon on U/C Trade	\$ 752	X 50% Gross	\$ 376	\$ 100,016
Average PUVR Wholesale			\$ 319	\$ 21,214
Average PUVR (Front and Back) on Trades			\$ 1,341	\$ 356,706
Hard Pack Per Unit UV			\$ 800	\$ 266,000
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	175	\$	162,925
OEM Incentives Per Unit	\$	516	\$	343,140
Floorplan Assistance Per Unit	\$	344	\$	228,760
Advertising Credits Per Unit	\$	148	\$	98,420
Total Washout PNVR	\$	5,334	\$	3,546,827
Note: This does not include future Gross Opportunities				

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