

Current Data

New Retail Deliveries YTD (units)	800
Month of Year	9
Average # Retail Units Delivered Per Month	89
Total # Units Currently in Inventory	37
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	28.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,081
CURRENT Monthly Gross Profit	\$ 362,756
CURRENT Yearly Front End Gross Profit Total	\$ 4,353,067

Projection

	40.0
\$	4,000.0
	123
\$	493,333
\$	130,578
\$	5,920,000
\$	1,566,933

Additional Income

				Monthly
				35
Current New Vehicle F&I Average PVR			2698	\$ 94,430
PDI & Accessory Sales PVR	242	X 50% Gross	\$ 121	\$ 4,235
Trade %	46%	# of Trades	16.1	\$ 7,921

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	6.4	\$	5,796
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$	20,721
Average PUVR Wholesale			\$ 1,230	\$	10,433
Average PUVR (Front and Back) on Trades			\$ 2,145	\$	17,500
Hard Pack Per Unit UV			\$ 1,080	\$	18,847
Hard Pack Per Unit NV			\$ 500	\$	7,000
Doc Fee/ Admin Fee Per Unit			\$ 422	\$	8,750
OEM Incentives Per Unit			\$ 200	\$	10,500
Floorplan Assistance Per Unit			\$ 250	\$	130,577.78
Advertising Credits Per Unit			\$ 300	\$	206,132
Total Washout PNVR (Adjusted for %s)			\$ 10,169	\$	336,710
Note: This does not include future Gross Opportunities				\$	1,254,203



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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	420
NV F&I Increase	\$ 1,133,160
PDI & Accesory Increase	\$ 50,820
UV Wholesale Increase	\$ 95,054

UV Recon Increase	\$ 69,552
UV Retail PUVR Increase	\$ 248,648
Hard Pack Increase UV	\$ 125,194
Hard Pack Increase NV	\$ 210,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 226,158
OEM Incentives Increase	\$ 84,000
Floorplan Assistance Increase	\$ 105,000
Advertising Credit Increase	\$ 126,000
Front End Variance (from above)	\$ 1,566,933
Additional Income Variance	\$ 2,473,587
Total Variance	\$ 4,040,520
Total Projected Gross Profit	\$ 15,050,434





Projections

Data

Projected New Retail Deliveries YTD (units)	1,480
Average <u>Front End</u> Gross Profit PNVR	\$ 4,081
Annualized Yearly Front End Gross Profit Total	\$ 6,039,880



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 2,698	\$ 3,993,040
PDI & Accessory Sales PVR	\$ 242	X 50% Gross	\$ 121	\$ 179,080
Trade %	46%	# of Trades	680.8	680.8
UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	272.3	272.3
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 245,088
Average PUVR Wholesale			\$ 1,230	\$ 334,954
Average PUVR (Front and Back) on Trades			\$ 2,145	\$ 876,190
Hard Pack Per Unit UV			\$ 1,080	\$ 735,264
Hard Pack Per Unit NV			\$ 500	\$ 740,000

Doc Fee/ Admin Fee Per Unit	\$	422	\$	796,939
OEM Incentives Per Unit	\$	200	\$	296,000
Floorplan Assistance Per Unit	\$	250	\$	370,000
Advertising Credits Per Unit	\$	300	\$	444,000
Total Washout PNVR	\$	10,169	\$	15,050,434
Note: This does not include future Gross Opportunities				

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