

Current Data

New Retail Deliveries YTD (units)	376
Month of Year	9
Average # Retail Units Delivered Per Month	42
Total # Units Currently in Inventory	58
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,540
CURRENT Monthly Gross Profit	\$ 147,893
CURRENT Yearly Front End Gross Profit Total	\$ 1,774,720

Projection

	12.0
\$	2,000.0
	58
\$	116,000
\$	(31,893)
\$	1,392,000
\$	(382,720)

Additional Income

				Monthly
				17
Current New Vehicle F&I Average PVR			2121	\$ 36,057
PDI & Accessory Sales PVR	154	X 50% Gross	\$ 77	\$ 1,309
Trade %	60%	# of Trades	10.2	\$ 3,075

UV Immediate Wholesale %	43%	# of Trades Immediate Wholesaled	4.4	\$	5,169
Average Recon on U/C Trade	1778	X 50% Gross	\$ 889	\$	(6,901)
Average PUVR Wholesale			\$ 701	\$	4,651
Average PUVR (Front and Back) on Trades			\$ (1,187)	\$	5,100
Hard Pack Per Unit UV			\$ 800	\$	15,628
Hard Pack Per Unit NV			\$ 300	\$	6,086
Doc Fee/ Admin Fee Per Unit			\$ 685	\$	12,138
OEM Incentives Per Unit			\$ 358	\$	4,879
Floorplan Assistance Per Unit			\$ 714	\$	(31,893.33)
Advertising Credits Per Unit			\$ 287	\$	87,190
Total Washout PNVR (Adjusted for %s)			\$ 8,217	\$	55,296
Note: This does not include future Gross Opportunities				\$	476,558



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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	204
NV F&I Increase	\$ 432,684
PDI & Accesory Increase	\$ 15,708
UV Wholesale Increase	\$ 36,895

UV Recon Increase	\$ 62,024
UV Retail PUVR Increase	\$ (82,815)
Hard Pack Increase UV	\$ 55,814
Hard Pack Increase NV	\$ 61,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 187,531
OEM Incentives Increase	\$ 73,032
Floorplan Assistance Increase	\$ 145,656
Advertising Credit Increase	\$ 58,548
Front End Variance (from above)	\$ (382,720)
Additional Income Variance	\$ 1,046,278
Total Variance	\$ 663,558
Total Projected Gross Profit	\$ 5,718,691





Projections

Data

Projected New Retail Deliveries YTD (units)	696
Average <u>Front End</u> Gross Profit PNVR	\$ 3,540
Annualized Yearly Front End Gross Profit Total	\$ 2,463,840



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,121	\$ 1,476,216
PDI & Accessory Sales PVR	\$ 154	X 50% Gross	\$ 77	\$ 53,592
Trade %	60%	# of Trades	417.6	417.6
UV Immediate Wholesale %	43%	# of Trades Immediate Wholesaled	179.6	179.6
Average Recon on U/C Trade	\$ 1,778	X 50% Gross	\$ 889	\$ 211,610
Average PUVR Wholesale			\$ 701	\$ 701
Average PUVR (Front and Back) on Trades			\$ (1,187)	\$ (282,544)
Hard Pack Per Unit UV			\$ 800	\$ 800
Hard Pack Per Unit NV			\$ 300	\$ 208,800

Doc Fee/ Admin Fee Per Unit	\$ 685	\$ 639,812
OEM Incentives Per Unit	\$ 358	\$ 249,168
Floorplan Assistance Per Unit	\$ 714	\$ 496,944
Advertising Credits Per Unit	\$ 287	\$ 199,752
Total Washout PNVR	\$ 8,217	\$ 5,718,691
Note: This does not include future Gross Opportunities		

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