

Current Data

New Retail Deliveries YTD (units)	167
Month of Year	10
Average # Retail Units Delivered Per Month	17
Total # Units Currently in Inventory	28
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 6,047
CURRENT Monthly Gross Profit	\$ 100,985
CURRENT Yearly Front End Gross Profit Total	\$ 1,211,819

Projection

60.0
\$ 4,500.0
140
\$ 630,000
\$ 529,015
\$ 7,560,000
\$ 6,348,181

Additional Income

				Monthly
				124
Current New Vehicle F&I Average PVR			1313	\$ 162,812
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	75%	# of Trades	93.0	\$ 67,430

UV Immediate Wholesale %	-85%	# of Trades Immediate Wholesaled	(79.1)	\$ 30,109
Average Recon on U/C Trade	350	X 50% Gross	\$ 175	\$ 344,100
Average PUVR Wholesale			\$ (853)	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ -
Hard Pack Per Unit UV			\$ -	\$ 95,991
Hard Pack Per Unit NV			\$ -	\$ 186,000
Doc Fee/ Admin Fee Per Unit			\$ 324	\$ 77,376
OEM Incentives Per Unit			\$ 1,500	\$ 43,400
Floorplan Assistance Per Unit			\$ 624	\$ 529,015.10
Advertising Credits Per Unit			\$ 350	\$ 1,007,218
Total Washout PNVR (Adjusted for %s)			\$ 14,170	\$ 1,536,233
Note: This does not include future Gross Opportunities				\$ 1,983,761



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	1,488
NV F&I Increase	\$ 1,953,744
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 809,156

UV Recon Increase	\$ 361,305
UV Retail PUVR Increase	\$ 4,129,200
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 1,151,895
OEM Incentives Increase	\$ 2,232,000
Floorplan Assistance Increase	\$ 928,512
Advertising Credit Increase	\$ 520,800
Front End Variance (from above)	\$ 6,348,181
Additional Income Variance	\$ 12,086,612
Total Variance	\$ 18,434,793
Total Projected Gross Profit	\$ 23,805,135





Projections

Data

Projected New Retail Deliveries YTD (units)	1,680
Average <u>Front End</u> Gross Profit PNVR	\$ 6,047
Annualized Yearly Front End Gross Profit Total	\$ 10,158,960



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Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,313	\$ 2,205,840
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	75%	# of Trades	1,260.0	1,260.0
UV Immediate Wholesale %	-85%	# of Trades Immediate Wholesaled	(1,071.0)	(1,071.0)
Average Recon on U/C Trade	\$ 350	X 50% Gross	\$ 175	\$ 407,925
Average PUVR Wholesale			\$ (853)	\$ 913,563
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ 4,662,000
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 324	\$ 1,300,527
OEM Incentives Per Unit	\$ 1,500	\$ 2,520,000
Floorplan Assistance Per Unit	\$ 624	\$ 1,048,320
Advertising Credits Per Unit	\$ 350	\$ 588,000
Total Washout PNVR	\$ 14,170	\$ 23,805,135
Note: This does not include future Gross Opportunities		

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