

Current Data

New Retail Deliveries YTD (units)		393
Month of Year		9
Average # Retail Units Delivered Per Month		44
Total # Units Currently in Inventory		19
Months Supply "In Units"		0.4
CURRENT Inventory Turn Rate		27.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$	7,683
CURRENT Monthly Gross Profit	\$	335,491
CURRENT Yearly Front End Gross Profit Total	\$	4,025,892

Projection

	24.0
\$	2,500.0
	38
\$	95,000
\$	(240,491)
\$	1,140,000
\$	(2,885,892)

Additional Income

				Monthly
				(6)
Current New Vehicle F&I Average PVR			2388	\$ (14,328)
PDI & Accessory Sales PVR	1500	X 50% Gross	\$ 750	\$ (4,500)
Trade %	24%	# of Trades	(1.4)	\$ (45)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	(0.1)	\$ (1,642)
Average Recon on U/C Trade	2400	X 50% Gross	\$ 1,200	\$ (166,533)
Average PUVR Wholesale			\$ 622	\$ (510)
Average PUVR (Front and Back) on Trades			\$ 121,735	\$ (780)
Hard Pack Per Unit UV			\$ 373	\$ (626)
Hard Pack Per Unit NV			\$ 130	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ (240,491.00)
Advertising Credits Per Unit				\$ (188,964)
Total Washout PNVR (Adjusted for %s)			\$ 39,182	\$ (429,455)
Note: This does not include future Gross Opportunities				\$ 1,488,899



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	(72)
NV F&I Increase	\$ (171,936)
PDI & Accesory Increase	\$ (54,000)
UV Wholesale Increase	\$ (537)

UV Recon Increase	\$ (19,699)
UV Retail PUVR Increase	\$ (1,998,402)
Hard Pack Increase UV	\$ (6,123)
Hard Pack Increase NV	\$ (9,360)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (7,515)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (2,885,892)
Additional Income Variance	\$ (2,267,573)
Total Variance	\$ (5,153,465)
Total Projected Gross Profit	\$ 17,866,784





Projections

Data

Projected New Retail Deliveries YTD (units)	456
Average <u>Front End</u> Gross Profit PNVR	\$ 7,683
Annualized Yearly Front End Gross Profit Total	\$ 3,503,448



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 2,388	\$ 1,088,928
PDI & Accessory Sales PVR	\$ 1,500	X 50% Gross	\$ 750	\$ 342,000
Trade %	24%	# of Trades	109.4	109.4
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	5.5	5.5
Average Recon on U/C Trade	\$ 2,400	X 50% Gross	\$ 1,200	\$ 124,762
Average PUVR Wholesale			\$ 622	\$ 3,404
Average PUVR (Front and Back) on Trades			\$ 121,735	\$ 12,656,544
Hard Pack Per Unit UV			\$ 373	\$ 40,821
Hard Pack Per Unit NV			\$ 130	\$ 59,280

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 47,597
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 39,182	\$ 17,866,784
Note: This does not include future Gross Opportunities		

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