

Current Data

New Retail Deliveries YTD (units)	370
Month of Year	10
Average # Retail Units Delivered Per Month	37
Total # Units Currently in Inventory	48
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 5,117
CURRENT Monthly Gross Profit	\$ 189,329
CURRENT Yearly Front End Gross Profit Total	\$ 2,271,948

Projection

	10.0
\$	6,200.0
	40
\$	248,000
\$	58,671
\$	2,976,000
\$	704,052

Additional Income

				Monthly
				3
Current New Vehicle F&I Average PVR			1258	\$ 3,774
PDI & Accessory Sales PVR		X 50% Gross	\$ -	\$ -
Trade %	15%	# of Trades	0.4	\$ (339)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	0.2	\$	14
Average Recon on U/C Trade	125	X 50% Gross	\$ 63	\$	225
Average PUVR Wholesale			\$ (1,506)	\$	607
Average PUVR (Front and Back) on Trades			\$ 1,000	\$	5,100
Hard Pack Per Unit UV			\$ 2,700	\$	1,126
Hard Pack Per Unit NV			\$ 1,700	\$	450
Doc Fee/ Admin Fee Per Unit			\$ 349	\$	18
OEM Incentives Per Unit			\$ 150	\$	24
Floorplan Assistance Per Unit			\$ 6	\$	58,671.00
Advertising Credits Per Unit			\$ 8	\$	11,000
Total Washout PNVR (Adjusted for %s)			\$ 8,986	\$	69,671
Note: This does not include future Gross Opportunities				\$	359,445



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>
Additional NV Units	36
NV F&I Increase	\$ 45,288
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ (4,066)

UV Recon Increase	\$ 169
UV Retail PUVR Increase	\$ 2,700
Hard Pack Increase UV	\$ 7,290
Hard Pack Increase NV	\$ 61,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 13,506
OEM Incentives Increase	\$ 5,400
Floorplan Assistance Increase	\$ 220
Advertising Credit Increase	\$ 292
Front End Variance (from above)	\$ 704,052
Additional Income Variance	\$ 131,998
Total Variance	\$ 836,050
Total Projected Gross Profit	\$ 4,313,334





Projections

Data

Projected New Retail Deliveries YTD (units)	480
Average <u>Front End</u> Gross Profit PNVR	\$ 5,117
Annualized Yearly Front End Gross Profit Total	\$ 2,456,160



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,258	\$ 603,840
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	15%	# of Trades	72.0	72.0
UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	36.0	36.0
Average Recon on U/C Trade	\$ 125	X 50% Gross	\$ 63	\$ 2,250
Average PUVR Wholesale			\$ (1,506)	\$ (54,216)
Average PUVR (Front and Back) on Trades			\$ 1,000	\$ 36,000
Hard Pack Per Unit UV			\$ 2,700	\$ 194,400
Hard Pack Per Unit NV			\$ 1,700	\$ 816,000

Doc Fee/ Admin Fee Per Unit	\$ 349	\$ 180,084
OEM Incentives Per Unit	\$ 150	\$ 72,000
Floorplan Assistance Per Unit	\$ 6	\$ 2,928
Advertising Credits Per Unit	\$ 8	\$ 3,888
Total Washout PNVR	\$ 8,986	\$ 4,313,334
Note: This does not include future Gross Opportunities		

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