

Current Data

New Retail Deliveries YTD (units)	402
Month of Year	10
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	74
Months Supply "In Units"	1.8
CURRENT Inventory Turn Rate	6.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 10,584
CURRENT Monthly Gross Profit	\$ 425,477
CURRENT Yearly Front End Gross Profit Total	\$ 5,105,722

Projection

	9.0
\$	12,500.0
	56
\$	693,750
\$	268,273
\$	8,325,000
\$	3,219,278

Additional Income

				Monthly
				16
Current New Vehicle F&I Average PVR			4245	\$ 67,920
PDI & Accessory Sales PVR	1300	X 50% Gross	\$ 650	\$ 10,400
Trade %	24%	# of Trades	3.8	\$ 209

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.4	\$	3,912
Average Recon on U/C Trade	2264	X 50% Gross	\$ 1,132	\$	10,368
Average PUVR Wholesale			\$ 545	\$	864
Average PUVR (Front and Back) on Trades			\$ 3,000	\$	4,000
Hard Pack Per Unit UV			\$ 250	\$	1,654
Hard Pack Per Unit NV			\$ 250	\$	94,352
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	6,496
OEM Incentives Per Unit			\$ 5,897	\$	5,936
Floorplan Assistance Per Unit			\$ 406	\$	268,273.20
Advertising Credits Per Unit			\$ 371	\$	206,111
Total Washout PNVR (Adjusted for %s)			\$ 23,472	\$	474,384
Note: This does not include future Gross Opportunities				\$	1,302,693



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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	192
NV F&I Increase	\$ 815,040
PDI & Accesory Increase	\$ 124,800
UV Wholesale Increase	\$ 2,511

UV Recon Increase	\$ 46,946
UV Retail PUVR Increase	\$ 124,416
Hard Pack Increase UV	\$ 10,368
Hard Pack Increase NV	\$ 48,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 19,845
OEM Incentives Increase	\$ 1,132,224
Floorplan Assistance Increase	\$ 77,952
Advertising Credit Increase	\$ 71,232
Front End Variance (from above)	\$ 3,219,278
Additional Income Variance	\$ 2,473,335
Total Variance	\$ 5,692,613
Total Projected Gross Profit	\$ 15,632,320





Projections

Data

Projected New Retail Deliveries YTD (units)	666
Average <u>Front End</u> Gross Profit PNVR	\$ 10,584
Annualized Yearly Front End Gross Profit Total	\$ 7,048,944



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 4,245	\$ 2,827,170
PDI & Accessory Sales PVR	\$ 1,300	X 50% Gross	\$ 650	\$ 432,900
Trade %	24%	# of Trades	159.8	159.8
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	16.0	16.0
Average Recon on U/C Trade	\$ 2,264	X 50% Gross	\$ 1,132	\$ 162,845
Average PUVR Wholesale			\$ 545	\$ 8,711
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 431,568
Hard Pack Per Unit UV			\$ 250	\$ 39,960
Hard Pack Per Unit NV			\$ 250	\$ 166,500
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 68,838

OEM Incentives Per Unit	\$	5,897	\$	3,927,402
Floorplan Assistance Per Unit	\$	406	\$	270,396
Advertising Credits Per Unit	\$	371	\$	247,086
Total Washout PNVR	\$	23,472	\$	15,632,320
Note: This does not include future Gross Opportunities				

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