

Current Data

New Retail Deliveries YTD (units)	257
Month of Year	2
Average # Retail Units Delivered Per Month	129
Total # Units Currently in Inventory	121
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	12.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,628
CURRENT Monthly Gross Profit	\$ 339,012
CURRENT Yearly Front End Gross Profit Total	\$ 4,068,144

Projection

	16.0
\$	3,500.0
	161
\$	564,667
\$	225,655
\$	6,776,000
\$	2,707,856

Additional Income

				Monthly
				33
Current New Vehicle F&I Average PVR		1605		\$ 52,965
PDI & Accessory Sales PVR	1	X 50% Gross	\$ 1	\$ 17
Trade %	55%	# of Trades	18.2	\$ 3,176

UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	6.4	\$	11,178
Average Recon on U/C Trade	1895	X 50% Gross	\$ 948	\$	7,668
Average PUVR Wholesale			\$ 500	\$	7,079
Average PUVR (Front and Back) on Trades			\$ 650	\$	19,800
Hard Pack Per Unit UV			\$ 600	\$	44,795
Hard Pack Per Unit NV			\$ 600	\$	3,346
Doc Fee/ Admin Fee Per Unit			\$ 1,000	\$	2,805
OEM Incentives Per Unit			\$ 101	\$	20,544
Floorplan Assistance Per Unit			\$ 85	\$	225,654.67
Advertising Credits Per Unit			\$ 623	\$	173,374
Total Washout PNVR (Adjusted for %s)			\$ 7,997	\$	399,028
Note: This does not include future Gross Opportunities				\$	1,290,223



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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>
Additional NV Units	396
NV F&I Increase	\$ 635,580
PDI & Accesory Increase	\$ 198
UV Wholesale Increase	\$ 38,115

UV Recon Increase	\$ 134,138
UV Retail PUVR Increase	\$ 92,021
Hard Pack Increase UV	\$ 84,942
Hard Pack Increase NV	\$ 237,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 537,543
OEM Incentives Increase	\$ 40,154
Floorplan Assistance Increase	\$ 33,660
Advertising Credit Increase	\$ 246,534
Front End Variance (from above)	\$ 2,707,856
Additional Income Variance	\$ 2,080,484
Total Variance	\$ 4,788,340
Total Projected Gross Profit	\$ 15,482,673





Projections

Data

Projected New Retail Deliveries YTD (units)	1,936
Average <u>Front End</u> Gross Profit PNVR	\$ 2,628
Annualized Yearly Front End Gross Profit Total	\$ 5,087,808



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,605	\$ 3,107,280
PDI & Accessory Sales PVR	\$ 1	X 50% Gross	\$ 1	\$ 968
Trade %	55%	# of Trades	1,064.8	1,064.8
UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	372.7	372.7
Average Recon on U/C Trade	\$ 1,895	X 50% Gross	\$ 948	\$ 655,784
Average PUVR Wholesale			\$ 500	\$ 186,340
Average PUVR (Front and Back) on Trades			\$ 650	\$ 449,878
Hard Pack Per Unit UV			\$ 600	\$ 638,880
Hard Pack Per Unit NV			\$ 600	\$ 1,161,600

Doc Fee/ Admin Fee Per Unit	\$ 1,000	\$ 2,627,989
OEM Incentives Per Unit	\$ 101	\$ 196,310
Floorplan Assistance Per Unit	\$ 85	\$ 164,560
Advertising Credits Per Unit	\$ 623	\$ 1,205,276
Total Washout PNVR	\$ 7,997	\$ 15,482,673
Note: This does not include future Gross Opportunities		

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