

Current Data

New Retail Deliveries YTD (units)	360
Month of Year	3
Average # Retail Units Delivered Per Month	120
Total # Units Currently in Inventory	203
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 6,953
CURRENT Monthly Gross Profit	\$ 834,360
CURRENT Yearly Front End Gross Profit Total	\$ 10,012,320

Projection

	10.0
\$	7,250.0
	169
\$	1,226,458
\$	392,098
\$	14,717,500
\$	4,705,180

Additional Income

				Monthly
				50
Current New Vehicle F&I Average PVR			1050	\$ 52,500
PDI & Accessory Sales PVR	200	X 50% Gross	\$ 100	\$ 5,000
Trade %	50%	# of Trades	25.0	\$ 188

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	6.3	\$	8,438
Average Recon on U/C Trade	900	X 50% Gross	\$ 450	\$	37,500
Average PUVR Wholesale			\$ 30	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,000	\$	-
Hard Pack Per Unit UV			\$ -	\$	61,806
Hard Pack Per Unit NV			\$ -	\$	27,500
Doc Fee/ Admin Fee Per Unit			\$ 899	\$	-
OEM Incentives Per Unit			\$ 550	\$	20,000
Floorplan Assistance Per Unit			\$ -	\$	392,098.33
Advertising Credits Per Unit			\$ 400	\$	212,931
Total Washout PNVR (Adjusted for %s)			\$ 11,212	\$	605,030
Note: This does not include future Gross Opportunities				\$	1,896,633



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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	600
NV F&I Increase	\$ 630,000
PDI & Accesory Increase	\$ 60,000
UV Wholesale Increase	\$ 2,250

UV Recon Increase	\$ 101,250
UV Retail PUVR Increase	\$ 450,000
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 741,675
OEM Incentives Increase	\$ 330,000
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 240,000
Front End Variance (from above)	\$ 4,705,180
Additional Income Variance	\$ 2,555,175
Total Variance	\$ 7,260,355
Total Projected Gross Profit	\$ 22,759,599





Projections

Data	Projected New Retail Deliveries YTD (units)	2,030
	Average <u>Front End</u> Gross Profit PNVR	\$ 6,953
	Annualized Yearly Front End Gross Profit Total	\$ 14,114,590



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,050	\$ 2,131,500	
PDI & Accessory Sales PVR	\$ 200	X 50% Gross	\$ 100	\$ 203,000	
Trade %	50%	# of Trades	1,015.0	1,015.0	
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	253.8	253.8	
Average Recon on U/C Trade	\$ 900	X 50% Gross	\$ 450	\$ 342,563	
Average PUVR Wholesale			\$ 30	\$ 7,613	
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ 1,522,500	
Hard Pack Per Unit UV			\$ -	\$ -	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$ 899	\$ 2,509,334
OEM Incentives Per Unit	\$ 550	\$ 1,116,500
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 400	\$ 812,000
Total Washout PNVR	\$ 11,212	\$ 22,759,599
Note: This does not include future Gross Opportunities		

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