

Current Data

New Retail Deliveries YTD (units)	555
Month of Year	3
Average # Retail Units Delivered Per Month	185
Total # Units Currently in Inventory	92
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	24.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,462
CURRENT Monthly Gross Profit	\$ 455,470
CURRENT Yearly Front End Gross Profit Total	\$ 5,465,640

Projection

	30.0
\$	2,450.0
	230
\$	563,500
\$	108,030
\$	6,762,000
\$	1,296,360

Additional Income

				Monthly
				45
Current New Vehicle F&I Average PVR		1845		\$ 83,025
PDI & Accessory Sales PVR	1000	X 50% Gross	\$ 500	\$ 22,500
Trade %	31%	# of Trades	14.0	\$ 975

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.7	\$	10,602
Average Recon on U/C Trade	1600	X 50% Gross	\$ 800	\$	77,461
Average PUVR Wholesale			\$ 1,398	\$	-
Average PUVR (Front and Back) on Trades			\$ 5,845	\$	-
Hard Pack Per Unit UV				\$	7,282
Hard Pack Per Unit NV				\$	42,795
Doc Fee/ Admin Fee Per Unit			\$ 125	\$	16,470
OEM Incentives Per Unit			\$ 951	\$	3,420
Floorplan Assistance Per Unit			\$ 366	\$	108,030.00
Advertising Credits Per Unit			\$ 76	\$	264,530
Total Washout PNVR (Adjusted for %s)			\$ 8,340	\$	372,560
Note: This does not include future Gross Opportunities				\$	1,918,300



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	540
NV F&I Increase	\$ 996,300
PDI & Accesory Increase	\$ 270,000
UV Wholesale Increase	\$ 11,701

UV Recon Increase	\$ 127,224
UV Retail PUVR Increase	\$ 929,530
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 87,379
OEM Incentives Increase	\$ 513,540
Floorplan Assistance Increase	\$ 197,640
Advertising Credit Increase	\$ 41,040
Front End Variance (from above)	\$ 1,296,360
Additional Income Variance	\$ 3,174,354
Total Variance	\$ 4,470,714
Total Projected Gross Profit	\$ 23,019,598





Projections

Data

Projected New Retail Deliveries YTD (units)	2,760
Average <u>Front End</u> Gross Profit PNVR	\$ 2,462
Annualized Yearly Front End Gross Profit Total	\$ 6,795,120



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,845	\$ 5,092,200
PDI & Accessory Sales PVR	\$ 1,000	X 50% Gross	\$ 500	\$ 1,380,000
Trade %	31%	# of Trades	855.6	855.6
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	42.8	42.8
Average Recon on U/C Trade	\$ 1,600	X 50% Gross	\$ 800	\$ 650,256
Average PUVR Wholesale			\$ 1,398	\$ 59,806
Average PUVR (Front and Back) on Trades			\$ 5,845	\$ 4,750,933
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	125	\$	446,603
OEM Incentives Per Unit	\$	951	\$	2,624,760
Floorplan Assistance Per Unit	\$	366	\$	1,010,160
Advertising Credits Per Unit	\$	76	\$	209,760
Total Washout PNVR	\$	8,340	\$	23,019,598
Note: This does not include future Gross Opportunities				

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