

Current Data

New Retail Deliveries YTD (units)	2,015
Month of Year	4
Average # Retail Units Delivered Per Month	504
Total # Units Currently in Inventory	70
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	86.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,122
CURRENT Monthly Gross Profit	\$ 1,572,708
CURRENT Yearly Front End Gross Profit Total	\$ 18,872,490

Projection

	110.0
\$	2,250.0
	642
\$	1,443,750
\$	(128,958)
\$	17,325,000
\$	(1,547,490)

Additional Income

				Monthly
				138
Current New Vehicle F&I Average PVR			2353	\$ 324,714
PDI & Accessory Sales PVR	104	X 50% Gross	\$ 52	\$ 7,176
Trade %	40%	# of Trades	55.2	\$ 12,470

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	16.6	\$	47,044
Average Recon on U/C Trade	2435	X 50% Gross	\$ 1,218	\$	227,010
Average PUVR Wholesale			\$ 753	\$	19,320
Average PUVR (Front and Back) on Trades			\$ 5,875	\$	-
Hard Pack Per Unit UV			\$ 500	\$	26,496
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	52,440
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ 380	\$	(128,957.50)
Advertising Credits Per Unit			\$ -	\$	716,670
Total Washout PNVR (Adjusted for %s)			\$ 8,375	\$	587,712
Note: This does not include future Gross Opportunities				\$	5,374,125



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>
Additonal NV Units	1,656
NV F&I Increase	\$ 3,896,568
PDI & Accesory Increase	\$ 86,112
UV Wholesale Increase	\$ 149,636

UV Recon Increase	\$ 564,530
UV Retail PUVR Increase	\$ 2,724,120
Hard Pack Increase UV	\$ 231,840
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 317,952
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 629,280
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (1,547,490)
Additional Income Variance	\$ 8,600,039
Total Variance	\$ 7,052,549
Total Projected Gross Profit	\$ 64,489,502





Projections

Data	Projected New Retail Deliveries YTD (units)	7,700
	Average <u>Front End</u> Gross Profit PNVR	\$ 3,122
	Annualized Yearly Front End Gross Profit Total	\$ 24,039,400



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,353	\$	18,118,100
PDI & Accessory Sales PVR	\$ 104	X 50% Gross	\$ 52	\$	400,400
Trade %	40%	# of Trades	3,080.0		3,080.0
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	924.0		924.0
Average Recon on U/C Trade	\$ 2,435	X 50% Gross	\$ 1,218	\$	2,624,930
Average PUVR Wholesale			\$ 753	\$	695,772
Average PUVR (Front and Back) on Trades			\$ 5,875	\$	12,666,500
Hard Pack Per Unit UV			\$ 500	\$	1,540,000
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$ 150	\$ 1,478,400
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 380	\$ 2,926,000
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 8,375	\$ 64,489,502
Note: This does not include future Gross Opportunities		

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