

Current Data

New Retail Deliveries YTD (units)	359
Month of Year	3
Average # Retail Units Delivered Per Month	120
Total # Units Currently in Inventory	146
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,993
CURRENT Monthly Gross Profit	\$ 477,829
CURRENT Yearly Front End Gross Profit Total	\$ 5,733,948

Projection

	15.0
\$	3,900.0
	183
\$	711,750
\$	233,921
\$	8,541,000
\$	2,807,052

Additional Income

				Monthly
				63
Current New Vehicle F&I Average PVR		2100		\$ 132,300
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ 15,750
Trade %	45%	# of Trades	28.4	\$ 2,722

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	3.4	\$	24,948
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$	87,318
Average PUVR Wholesale			\$ 800	\$	23,701
Average PUVR (Front and Back) on Trades			\$ 3,500	\$	18,900
Hard Pack Per Unit UV			\$ 950	\$	69,919
Hard Pack Per Unit NV			\$ 300	\$	47,250
Doc Fee/ Admin Fee Per Unit			\$ 795	\$	-
OEM Incentives Per Unit			\$ 750	\$	21,609
Floorplan Assistance Per Unit			\$ -	\$	233,921.00
Advertising Credits Per Unit			\$ 343	\$	444,416
Total Washout PNVR (Adjusted for %s)			\$ 11,099	\$	678,337
Note: This does not include future Gross Opportunities				\$	2,025,480



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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	756
NV F&I Increase	\$ 1,587,600
PDI & Accesory Increase	\$ 189,000
UV Wholesale Increase	\$ 32,659

UV Recon Increase	\$ 299,376
UV Retail PUVR Increase	\$ 1,047,816
Hard Pack Increase UV	\$ 284,407
Hard Pack Increase NV	\$ 226,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 839,024
OEM Incentives Increase	\$ 567,000
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 259,308
Front End Variance (from above)	\$ 2,807,052
Additional Income Variance	\$ 5,332,990
Total Variance	\$ 8,140,042
Total Projected Gross Profit	\$ 24,305,759





Projections

Data

Projected New Retail Deliveries YTD (units)	2,190
Average <u>Front End</u> Gross Profit PNVR	\$ 3,993
Annualized Yearly Front End Gross Profit Total	\$ 8,744,670



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,100	\$ 4,599,000
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 547,500
Trade %	45%	# of Trades	985.5	985.5
UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	118.3	118.3
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$ 867,240
Average PUVR Wholesale			\$ 800	\$ 94,608
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 3,035,340
Hard Pack Per Unit UV			\$ 950	\$ 936,225
Hard Pack Per Unit NV			\$ 300	\$ 657,000

Doc Fee/ Admin Fee Per Unit	\$ 795	\$ 2,430,506
OEM Incentives Per Unit	\$ 750	\$ 1,642,500
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 343	\$ 751,170
Total Washout PNVR	\$ 11,099	\$ 24,305,759
Note: This does not include future Gross Opportunities		

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