

Current Data

New Retail Deliveries YTD (units)		265
Month of Year		5
Average # Retail Units Delivered Per Month		53
Total # Units Currently in Inventory		85
Months Supply "In Units"		1.6
CURRENT Inventory Turn Rate		7.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$	2,876
CURRENT Monthly Gross Profit	\$	152,428
CURRENT Yearly Front End Gross Profit Total	\$	1,829,136

Projection

	7.5
\$	2,400.0
	53
\$	127,500
\$	(24,928)
\$	1,530,000
\$	(299,136)

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1811	\$ 1,811
PDI & Accessory Sales PVR	37213	X 50% Gross	\$ 18,607	\$ 18,607
Trade %	50%	# of Trades	0.5	\$ 450

UV Immediate Wholesale %	60%	# of Trades Immediate Wholesaled	0.3	\$	220
Average Recon on U/C Trade	2200	X 50% Gross	\$ 1,100	\$	900
Average PUVR Wholesale			\$ 1,500	\$	30
Average PUVR (Front and Back) on Trades			\$ 4,500	\$	150
Hard Pack Per Unit UV			\$ 150	\$	599
Hard Pack Per Unit NV			\$ 150	\$	300
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	100
OEM Incentives Per Unit			\$ 300	\$	100
Floorplan Assistance Per Unit			\$ 100	\$	(24,928.00)
Advertising Credits Per Unit			\$ 100	\$	23,266
Total Washout PNVR (Adjusted for %s)			\$ 26,187	\$	(1,662)
Note: This does not include future Gross Opportunities				\$	1,391,200



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	12
NV F&I Increase	\$ 21,732
PDI & Accesory Increase	\$ 223,278
UV Wholesale Increase	\$ 5,400

UV Recon Increase	\$	2,640
UV Retail PUVR Increase	\$	10,800
Hard Pack Increase UV	\$	360
Hard Pack Increase NV	\$	1,800
Doc Fee/Admin Fee/ Service Charge Increase	\$	7,186
OEM Incentives Increase	\$	3,600
Floorplan Assistance Increase	\$	1,200
Advertising Credit Increase	\$	1,200
Front End Variance (from above)	\$	(299,136)
Additional Income Variance	\$	279,196
Total Variance	\$	(19,940)
Total Projected Gross Profit	\$	16,694,404





Projections

Data

Projected New Retail Deliveries YTD (units)	638
Average <u>Front End</u> Gross Profit PNVR	\$ 2,876
Annualized Yearly Front End Gross Profit Total	\$ 1,833,450



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,811	\$ 1,154,513
PDI & Accessory Sales PVR	\$ 37,213	X 50% Gross	\$ 18,607	\$ 11,861,644
Trade %	50%	# of Trades	318.8	318.8
UV Immediate Wholesale %	60%	# of Trades Immediate Wholesaled	191.3	191.3
Average Recon on U/C Trade	\$ 2,200	X 50% Gross	\$ 1,100	\$ 140,250
Average PUVR Wholesale			\$ 1,500	\$ 286,875
Average PUVR (Front and Back) on Trades			\$ 4,500	\$ 573,750
Hard Pack Per Unit UV			\$ 150	\$ 47,813
Hard Pack Per Unit NV			\$ 150	\$ 95,625

Doc Fee/ Admin Fee Per Unit	\$	499	\$	381,735
OEM Incentives Per Unit	\$	300	\$	191,250
Floorplan Assistance Per Unit	\$	100	\$	63,750
Advertising Credits Per Unit	\$	100	\$	63,750
Total Washout PNVR	\$	26,187	\$	16,694,404
Note: This does not include future Gross Opportunities				

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