

Current Data

New Retail Deliveries YTD (units)	3,291
Month of Year	6
Average # Retail Units Delivered Per Month	549
Total # Units Currently in Inventory	565
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,690
CURRENT Monthly Gross Profit	\$ 926,965
CURRENT Yearly Front End Gross Profit Total	\$ 11,123,580

Projection

	12.0
\$	2,440.0
	565
\$	1,378,600
\$	451,635
\$	16,543,200
\$	5,419,620

Additional Income

				Monthly
				17
Current New Vehicle F&I Average PVR			750	\$ 12,750
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ 4,250
Trade %	15%	# of Trades	2.6	\$ 164

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.4	\$	845
Average Recon on U/C Trade	780	X 50% Gross	\$ 390	\$	5,202
Average PUVR Wholesale			\$ 430	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,400	\$	-
Hard Pack Per Unit UV			\$ -	\$	2,875
Hard Pack Per Unit NV			\$ -	\$	7,650
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	-
OEM Incentives Per Unit			\$ 450	\$	-
Floorplan Assistance Per Unit			\$ -	\$	451,635.00
Advertising Credits Per Unit			\$ -	\$	33,737
Total Washout PNVR (Adjusted for %s)			\$ 3,675	\$	485,372
Note: This does not include future Gross Opportunities				\$	2,076,107



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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	204
NV F&I Increase	\$ 153,000
PDI & Accesory Increase	\$ 51,000
UV Wholesale Increase	\$ 1,974

UV Recon Increase	\$ 10,144
UV Retail PUVR Increase	\$ 62,424
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 34,502
OEM Incentives Increase	\$ 91,800
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 5,419,620
Additional Income Variance	\$ 404,843
Total Variance	\$ 5,824,463
Total Projected Gross Profit	\$ 24,913,280





Projections

Data	Projected New Retail Deliveries YTD (units)	6,780
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,690
	Annualized Yearly Front End Gross Profit Total	\$ 11,458,200



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 750	\$	5,085,000
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$	1,695,000
Trade %	15%	# of Trades	1,017.0		1,017.0
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	152.5		152.5
Average Recon on U/C Trade	\$ 780	X 50% Gross	\$ 390	\$	337,136
Average PUVR Wholesale			\$ 430	\$	65,596
Average PUVR (Front and Back) on Trades			\$ 2,400	\$	2,074,680
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	1,146,668

OEM Incentives Per Unit	\$ 450	\$ 3,051,000
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 3,675	\$ 24,913,280
Note: This does not include future Gross Opportunities		

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