

Current Data

New Retail Deliveries YTD (units)	642
Month of Year	9
Average # Retail Units Delivered Per Month	71
Total # Units Currently in Inventory	236
Months Supply "In Units"	3.3
CURRENT Inventory Turn Rate	3.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,944
CURRENT Monthly Gross Profit	\$ 138,672
CURRENT Yearly Front End Gross Profit Total	\$ 1,664,064

Projection

	45.0
\$	2,000.0
	885
\$	1,770,000
\$	1,631,328
\$	21,240,000
\$	19,575,936

Additional Income

				Monthly
				814
Current New Vehicle F&I Average PVR			2653	\$ 2,159,542
PDI & Accessory Sales PVR	176	X 50% Gross	\$ 88	\$ 71,632
Trade %	35%	# of Trades	284.9	\$ (1,140)

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	71.2	\$	106,837
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$	630,555
Average PUVR Wholesale			\$ (16)	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,951	\$	-
Hard Pack Per Unit UV				\$	564,194
Hard Pack Per Unit NV				\$	284,900
Doc Fee/ Admin Fee Per Unit			\$ 549	\$	819,698
OEM Incentives Per Unit			\$ 350	\$	203,500
Floorplan Assistance Per Unit			\$ 1,007	\$	1,631,328.00
Advertising Credits Per Unit			\$ 250	\$	4,839,718
Total Washout PNVR (Adjusted for %s)			\$ 7,890	\$	6,471,046
Note: This does not include future Gross Opportunities				\$	6,982,296



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	9,768
NV F&I Increase	\$ 25,914,504
PDI & Accesory Increase	\$ 859,584
UV Wholesale Increase	\$ (13,675)

UV Recon Increase	\$	1,282,050
UV Retail PUVR Increase	\$	7,566,659
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	6,770,323
OEM Incentives Increase	\$	3,418,800
Floorplan Assistance Increase	\$	9,836,376
Advertising Credit Increase	\$	2,442,000
Front End Variance (from above)	\$	19,575,936
Additional Income Variance	\$	58,076,621
Total Variance	\$	77,652,557
Total Projected Gross Profit	\$	83,787,552





Projections

Data

Projected New Retail Deliveries YTD (units)	10,620
Average <u>Front End</u> Gross Profit PNVR	\$ 1,944
Annualized Yearly Front End Gross Profit Total	\$ 20,645,280



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,653	\$ 28,174,860
PDI & Accessory Sales PVR	\$ 176	X 50% Gross	\$ 88	\$ 934,560
Trade %	35%	# of Trades	3,717.0	3,717.0
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	929.2	929.2
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 1,393,875
Average PUVR Wholesale			\$ (16)	\$ (14,868)
Average PUVR (Front and Back) on Trades			\$ 2,951	\$ 8,226,650
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 549	\$ 7,360,855

OEM Incentives Per Unit	\$	350	\$	3,717,000
Floorplan Assistance Per Unit	\$	1,007	\$	10,694,340
Advertising Credits Per Unit	\$	250	\$	2,655,000
Total Washout PNVR	\$	7,890	\$	83,787,552
Note: This does not include future Gross Opportunities				

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