

## Current Data

New Retail Deliveries YTD (units)	659
Month of Year	9
Average # Retail Units Delivered Per Month	73
Total # Units Currently in Inventory	121
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,150
CURRENT Monthly Gross Profit	\$ 157,428
CURRENT Yearly Front End Gross Profit Total	\$ 1,889,133

## Projection

	14.0
\$	1,955.0
	141
\$	275,981
\$	118,553
\$	3,311,770
\$	1,422,637

## Additional Income

				Monthly
				68
Current New Vehicle F&I Average PVR		2625	\$ 178,500	
PDI & Accessory Sales PVR	279	X 50% Gross	\$ 140	\$ 9,486
Trade %	46%	# of Trades	31.3	\$ 3,802

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	12.5	\$	32,459
Average Recon on U/C Trade	3459	X 50% Gross	\$ 1,730	\$	28,584
Average PUVR Wholesale			\$ 304	\$	16,891
Average PUVR (Front and Back) on Trades			\$ 1,523	\$	71,400
Hard Pack Per Unit UV			\$ 900	\$	77,657
Hard Pack Per Unit NV			\$ 1,050	\$	63,988
Doc Fee/ Admin Fee Per Unit			\$ 895	\$	21,284
OEM Incentives Per Unit			\$ 941	\$	11,220
Floorplan Assistance Per Unit			\$ 313	\$	118,553.06
Advertising Credits Per Unit			\$ 165	\$	515,272
Total Washout PNVR (Adjusted for %s)			\$ 9,893	\$	633,825
<b>Note: This does not include future Gross Opportunities</b>				\$	1,396,580



<b>ns</b>	
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 <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additional NV Units	816
NV F&I Increase	\$ 2,142,000
PDI & Accesory Increase	\$ 113,832
UV Wholesale Increase	\$ 45,629

UV Recon Increase	\$ 389,511
UV Retail PUVR Increase	\$ 343,004
Hard Pack Increase UV	\$ 202,694
Hard Pack Increase NV	\$ 856,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 931,888
OEM Incentives Increase	\$ 767,856
Floorplan Assistance Increase	\$ 255,408
Advertising Credit Increase	\$ 134,640
Front End Variance (from above)	\$ 1,422,637
Additional Income Variance	\$ 6,183,263
<b>Total Variance</b>	<b>\$ 7,605,899</b>
<b>Total Projected Gross Profit</b>	<b>\$ 16,758,958</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,694
Average <u>Front End</u> Gross Profit PNVR	\$ 2,150
Annualized Yearly Front End Gross Profit Total	\$ 3,642,100



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,625	\$ 4,446,750
PDI & Accessory Sales PVR	\$ 279	X 50% Gross	\$ 140	\$ 236,313
Trade %	46%	# of Trades	779.2	779.2
UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	311.7	311.7
Average Recon on U/C Trade	\$ 3,459	X 50% Gross	\$ 1,730	\$ 808,617
Average PUVR Wholesale			\$ 304	\$ 94,724
Average PUVR (Front and Back) on Trades			\$ 1,523	\$ 712,070
Hard Pack Per Unit UV			\$ 900	\$ 701,316
Hard Pack Per Unit NV			\$ 1,050	\$ 1,778,700

Doc Fee/ Admin Fee Per Unit	\$	895	\$	1,934,582
OEM Incentives Per Unit	\$	941	\$	1,594,054
Floorplan Assistance Per Unit	\$	313	\$	530,222
Advertising Credits Per Unit	\$	165	\$	279,510
<b>Total Washout PNVR</b>	<b>\$</b>	<b>9,893</b>	<b>\$</b>	<b>16,758,958</b>
<b>Note: This does not include future Gross Opportunities</b>				

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