

## Current Data

New Retail Deliveries YTD (units)	232
Month of Year	7
Average # Retail Units Delivered Per Month	33
Total # Units Currently in Inventory	58
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	6.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,300
CURRENT Monthly Gross Profit	\$ 76,229
CURRENT Yearly Front End Gross Profit Total	\$ 914,743

## Projection

	12.0
\$	2,500.0
	58
\$	145,000
\$	68,771
\$	1,740,000
\$	825,257

## Additional Income

				Monthly
				25
Current New Vehicle F&I Average PVR		995		\$ 24,875
PDI & Accessory Sales PVR	47600	X 50% Gross	\$ 23,800	\$ 595,000
Trade %	33%	# of Trades	8.3	\$ (248)

UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	0.2	\$	7,903
Average Recon on U/C Trade	1955	X 50% Gross	\$ 978	\$	18,596
Average PUVR Wholesale			\$ (1,500)	\$	3,032
Average PUVR (Front and Back) on Trades			\$ 2,300	\$	7,500
Hard Pack Per Unit UV			\$ 375	\$	7,411
Hard Pack Per Unit NV			\$ 300	\$	10,000
Doc Fee/ Admin Fee Per Unit			\$ 224	\$	7,500
OEM Incentives Per Unit			\$ 400	\$	6,800
Floorplan Assistance Per Unit			\$ 300	\$	68,771.43
Advertising Credits Per Unit			\$ 272	\$	688,369
Total Washout PNVR (Adjusted for %s)			\$ 29,837	\$	757,140
<b>Note: This does not include future Gross Opportunities</b>				\$	1,730,560



<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>
Additonal NV Units	300
NV F&I Increase	\$ 298,500
PDI & Accesory Increase	\$ 7,140,000
UV Wholesale Increase	\$ (2,970)

UV Recon Increase	\$ 94,837
UV Retail PUVR Increase	\$ 223,146
Hard Pack Increase UV	\$ 36,383
Hard Pack Increase NV	\$ 90,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 88,932
OEM Incentives Increase	\$ 120,000
Floorplan Assistance Increase	\$ 90,000
Advertising Credit Increase	\$ 81,600
Front End Variance (from above)	\$ 825,257
Additional Income Variance	\$ 8,260,428
<b>Total Variance</b>	<b>\$ 9,085,685</b>
<b>Total Projected Gross Profit</b>	<b>\$ 20,766,716</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	696
Average <u>Front End</u> Gross Profit PNVR	\$ 2,300
Annualized Yearly Front End Gross Profit Total	\$ 1,600,800



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 995	\$ 692,520
PDI & Accessory Sales PVR	\$ 47,600	X 50% Gross	\$ 23,800	\$ 16,564,800
Trade %	33%	# of Trades	229.7	229.7
UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	4.6	4.6
Average Recon on U/C Trade	\$ 1,955	X 50% Gross	\$ 978	\$ 220,022
Average PUVR Wholesale			\$ (1,500)	\$ (6,890)
Average PUVR (Front and Back) on Trades			\$ 2,300	\$ 517,699
Hard Pack Per Unit UV			\$ 375	\$ 86,130
Hard Pack Per Unit NV			\$ 300	\$ 208,800
Doc Fee/ Admin Fee Per Unit			\$ 224	\$ 206,323

OEM Incentives Per Unit	\$	400	\$	278,400
Floorplan Assistance Per Unit	\$	300	\$	208,800
Advertising Credits Per Unit	\$	272	\$	189,312
<b>Total Washout PNVR</b>	<b>\$</b>	<b>29,837</b>	<b>\$</b>	<b>20,766,716</b>
<b>Note: This does not include future Gross Opportunities</b>				

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