

## Current Data

New Retail Deliveries YTD (units)	605
Month of Year	10
Average # Retail Units Delivered Per Month	61
Total # Units Currently in Inventory	34
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	21.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,094
CURRENT Monthly Gross Profit	\$ 187,187
CURRENT Yearly Front End Gross Profit Total	\$ 2,246,244

## Projection

	25.0
\$	2,500.0
	71
\$	177,083
\$	(10,104)
\$	2,125,000
\$	(121,244)

## Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			1377	\$ 15,147
PDI & Accessory Sales PVR	136	X 50% Gross	\$ 68	\$ 748
Trade %	60%	# of Trades	6.6	\$ 61

UV Immediate Wholesale %	31%	# of Trades Immediate Wholesaled	2.0	\$	3,866
Average Recon on U/C Trade	1698	X 50% Gross	\$ 849	\$	12,291
Average PUVR Wholesale			\$ 30	\$	820
Average PUVR (Front and Back) on Trades			\$ 2,699	\$	165
Hard Pack Per Unit UV			\$ 180	\$	6,984
Hard Pack Per Unit NV			\$ 15	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 449	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	(10,103.67)
Advertising Credits Per Unit			\$ -	\$	40,082
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 6,771	\$	29,979
<b>Note: This does not include future Gross Opportunities</b>				\$	479,636



<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	132
NV F&I Increase	\$ 181,764
PDI & Accesory Increase	\$ 8,976
UV Wholesale Increase	\$ 737

UV Recon Increase	\$ 46,396
UV Retail PUVR Increase	\$ 147,495
Hard Pack Increase UV	\$ 9,837
Hard Pack Increase NV	\$ 1,980
Doc Fee/Admin Fee/ Service Charge Increase	\$ 83,805
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (121,244)
Additional Income Variance	\$ 480,989
<b>Total Variance</b>	<b>\$ 359,745</b>
<b>Total Projected Gross Profit</b>	<b>\$ 5,755,637</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	850
Average <u>Front End</u> Gross Profit PNVR	\$ 3,094
Annualized Yearly Front End Gross Profit Total	\$ 2,629,900



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,377	\$ 1,170,450
PDI & Accessory Sales PVR	\$ 136	X 50% Gross	\$ 68	\$ 57,800
Trade %	60%	# of Trades	510.0	510.0
UV Immediate Wholesale %	31%	# of Trades Immediate Wholesaled	158.1	158.1
Average Recon on U/C Trade	\$ 1,698	X 50% Gross	\$ 849	\$ 298,763
Average PUVR Wholesale			\$ 30	\$ 4,743
Average PUVR (Front and Back) on Trades			\$ 2,699	\$ 949,778
Hard Pack Per Unit UV			\$ 180	\$ 91,800
Hard Pack Per Unit NV			\$ 15	\$ 12,750

Doc Fee/ Admin Fee Per Unit	\$ 449	\$ 539,653
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 6,771</b>	<b>\$ 5,755,637</b>
<b>Note: This does not include future Gross Opportunities</b>		

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