

## Current Data

New Retail Deliveries YTD (units)	712
Month of Year	12
Average # Retail Units Delivered Per Month	59
Total # Units Currently in Inventory	77
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,317
CURRENT Monthly Gross Profit	\$ 77,703
CURRENT Yearly Front End Gross Profit Total	\$ 932,436

## Projection

	10.0
\$	1,250.0
	64
\$	80,208
\$	2,505
\$	962,500
\$	30,064

## Additional Income

				Monthly
				6
Current New Vehicle F&I Average PVR			3052	\$ 18,312
PDI & Accessory Sales PVR	494	X 50% Gross	\$ 247	\$ 1,482
Trade %	71%	# of Trades	4.3	\$ 25

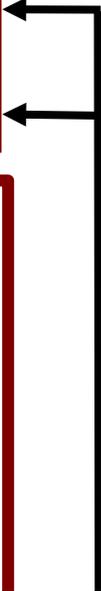
UV Immediate Wholesale %	3%	# of Trades Immediate Wholesaled	0.1	\$	4,545
Average Recon on U/C Trade	2200	X 50% Gross	\$ 1,100	\$	6,707
Average PUVR Wholesale			\$ 196	\$	1,859
Average PUVR (Front and Back) on Trades			\$ 1,623	\$	2,400
Hard Pack Per Unit UV			\$ 450	\$	5,056
Hard Pack Per Unit NV			\$ 400	\$	702
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	-
OEM Incentives Per Unit			\$ 117	\$	1,980
Floorplan Assistance Per Unit			\$ -	\$	2,505.33
Advertising Credits Per Unit			\$ 330	\$	43,068
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 8,505	\$	45,574
<b>Note: This does not include future Gross Opportunities</b>				\$	545,715







<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	72
NV F&I Increase	\$ 219,744
PDI & Accesory Increase	\$ 17,784
UV Wholesale Increase	\$ 300

UV Recon Increase	\$ 54,545
UV Retail PUVR Increase	\$ 80,479
Hard Pack Increase UV	\$ 22,314
Hard Pack Increase NV	\$ 28,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 60,672
OEM Incentives Increase	\$ 8,424
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 23,760
Front End Variance (from above)	\$ 30,064
Additional Income Variance	\$ 516,821
<b>Total Variance</b>	<b>\$ 546,885</b>
<b>Total Projected Gross Profit</b>	<b>\$ 6,548,585</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	770
Average <u>Front End</u> Gross Profit PNVR	\$ 1,317
Annualized Yearly Front End Gross Profit Total	\$ 1,014,090



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 3,052	\$ 2,350,040
PDI & Accessory Sales PVR	\$ 494	X 50% Gross	\$ 247	\$ 190,190
Trade %	71%	# of Trades	546.7	546.7
UV Immediate Wholesale %	3%	# of Trades Immediate Wholesaled	16.4	16.4
Average Recon on U/C Trade	\$ 2,200	X 50% Gross	\$ 1,100	\$ 583,329
Average PUVR Wholesale			\$ 196	\$ 3,206
Average PUVR (Front and Back) on Trades			\$ 1,623	\$ 860,675
Hard Pack Per Unit UV			\$ 450	\$ 246,015
Hard Pack Per Unit NV			\$ 400	\$ 308,000

Doc Fee/ Admin Fee Per Unit	\$	499	\$	648,849
OEM Incentives Per Unit	\$	117	\$	90,090
Floorplan Assistance Per Unit	\$	-	\$	-
Advertising Credits Per Unit	\$	330	\$	254,100
<b>Total Washout PNVR</b>	<b>\$</b>	<b>8,505</b>	<b>\$</b>	<b>6,548,585</b>
<b>Note: This does not include future Gross Opportunities</b>				

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