

## Current Data

New Retail Deliveries YTD (units)	1,367
Month of Year	12
Average # Retail Units Delivered Per Month	125
Total # Units Currently in Inventory	248
Months Supply "In Units"	2.0
CURRENT Inventory Turn Rate	6.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,194
CURRENT Monthly Gross Profit	\$ 274,250
CURRENT Yearly Front End Gross Profit Total	\$ 3,291,000

## Projection

	6.5
\$	2,250.0
	134
\$	302,250
\$	28,000
\$	3,627,000
\$	336,000

## Additional Income

				Monthly
				10
Current New Vehicle F&I Average PVR			1984	\$ 19,840
PDI & Accessory Sales PVR	155	X 50% Gross	\$ 78	\$ 775
Trade %	55%	# of Trades	5.5	\$ (488)

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	1.7	\$	11,046
Average Recon on U/C Trade	2955	X 50% Gross	\$ 2,869	\$	5,948
Average PUVR Wholesale			\$ (296)	\$	-
Average PUVR (Front and Back) on Trades			\$ 1,545	\$	-
Hard Pack Per Unit UV			\$ -	\$	6,426
Hard Pack Per Unit NV			\$ -	\$	4,500
Doc Fee/ Admin Fee Per Unit			\$ 464	\$	4,800
OEM Incentives Per Unit			\$ 450	\$	-
Floorplan Assistance Per Unit			\$ 480	\$	28,000.00
Advertising Credits Per Unit			\$ -	\$	52,847
Total Washout PNVR (Adjusted for %s)			\$ 6,943	\$	80,847
<b>Note: This does not include future Gross Opportunities</b>				\$	932,671



<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	120
NV F&I Increase	\$ 238,080
PDI & Accesory Increase	\$ 9,300
UV Wholesale Increase	\$ (5,861)

UV Recon Increase	\$ 132,548
UV Retail PUVR Increase	\$ 71,379
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 77,117
OEM Incentives Increase	\$ 54,000
Floorplan Assistance Increase	\$ 57,600
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 336,000
Additional Income Variance	\$ 634,163
<b>Total Variance</b>	<b>\$ 970,163</b>
<b>Total Projected Gross Profit</b>	<b>\$ 11,192,056</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	1,612
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,194
	Annualized Yearly Front End Gross Profit Total	\$ 3,536,728



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,984	\$ 3,198,208	
PDI & Accessory Sales PVR	\$ 155	X 50% Gross	\$ 78	\$ 124,930	
Trade %	55%	# of Trades	886.6	886.6	
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	266.0	266.0	
Average Recon on U/C Trade	\$ 2,955	X 50% Gross	\$ 1,478	\$ 916,966	
Average PUVR Wholesale			\$ (296)	\$ (78,730)	
Average PUVR (Front and Back) on Trades			\$ 1,545	\$ 958,858	
Hard Pack Per Unit UV			\$ -	\$ -	
Hard Pack Per Unit NV			\$ -	\$ -	
Doc Fee/ Admin Fee Per Unit			\$ 464	\$ 1,035,936	

OEM Incentives Per Unit	\$ 450	\$ 725,400
Floorplan Assistance Per Unit	\$ 480	\$ 773,760
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 6,943</b>	<b>\$ 11,192,056</b>
<b>Note: This does not include future Gross Opportunities</b>		

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