

## Current Data

New Retail Deliveries YTD (units)	7,344
Month of Year	12
Average # Retail Units Delivered Per Month	612
Total # Units Currently in Inventory	816
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,326
CURRENT Monthly Gross Profit	\$ 1,423,512
CURRENT Yearly Front End Gross Profit Total	\$ 17,082,144

## Projection

	9.7
\$	2,525.0
	660
\$	1,665,490
\$	241,978
\$	19,985,880
\$	2,903,736

## Additional Income

				Monthly
				48
Current New Vehicle F&I Average PVR			2205	\$ 105,840
PDI & Accessory Sales PVR	104	X 50% Gross	\$ 52	\$ 2,496
Trade %	35%	# of Trades	16.8	\$ 2,429

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	5.0	\$	14,994
Average Recon on U/C Trade	2550	X 50% Gross	\$ 1,275	\$	67,032
Average PUVR Wholesale			\$ 482	\$	5,880
Average PUVR (Front and Back) on Trades			\$ 5,700	\$	-
Hard Pack Per Unit UV			\$ 500	\$	8,964
Hard Pack Per Unit NV				\$	-
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	18,240
OEM Incentives Per Unit				\$	-
Floorplan Assistance Per Unit			\$ 380	\$	241,978.00
Advertising Credits Per Unit				\$	225,875
Total Washout PNVR (Adjusted for %s)			\$ 7,084	\$	467,853
<b>Note: This does not include future Gross Opportunities</b>				\$	4,672,761



<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	576
NV F&I Increase	\$ 1,270,080
PDI & Accesory Increase	\$ 29,952
UV Wholesale Increase	\$ 29,151

UV Recon Increase	\$ 179,928
UV Retail PUVR Increase	\$ 804,384
Hard Pack Increase UV	\$ 70,560
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 107,568
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 218,880
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 2,903,736
Additional Income Variance	\$ 2,710,503
<b>Total Variance</b>	<b>\$ 5,614,239</b>
<b>Total Projected Gross Profit</b>	<b>\$ 56,073,137</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	7,915
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,326
	Annualized Yearly Front End Gross Profit Total	\$ 18,410,755



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,205	\$ 17,453,016	
PDI & Accessory Sales PVR	\$ 104	X 50% Gross	\$ 52	\$ 411,590	
Trade %	35%	# of Trades	2,770.3	2,770.3	
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	831.1	831.1	
Average Recon on U/C Trade	\$ 2,550	X 50% Gross	\$ 1,275	\$ 2,472,511	
Average PUVR Wholesale			\$ 482	\$ 400,588	
Average PUVR (Front and Back) on Trades			\$ 5,700	\$ 11,053,577	
Hard Pack Per Unit UV			\$ 500	\$ 1,385,160	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$ 150	\$ 1,478,164
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 380	\$ 3,007,776
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 7,084</b>	<b>\$ 56,073,137</b>
<b>Note: This does not include future Gross Opportunities</b>		

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