

## Current Data

New Retail Deliveries YTD (units)	272
Month of Year	3
Average # Retail Units Delivered Per Month	91
Total # Units Currently in Inventory	70
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	15.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,633
CURRENT Monthly Gross Profit	\$ 239,603
CURRENT Yearly Front End Gross Profit Total	\$ 2,875,236

## Projection

	18.0
\$	2,500.0
	105
\$	262,500
\$	22,897
\$	3,150,000
\$	274,764

## Additional Income

				Monthly
				14
Current New Vehicle F&I Average PVR			1219	\$ 17,066
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ 3,500
Trade %	30%	# of Trades	4.2	\$ 252

UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled	0.3	\$	4,935
Average Recon on U/C Trade	2500	X 50% Gross	\$ 1,250	\$	13,028
Average PUVR Wholesale			\$ 1,000	\$	395
Average PUVR (Front and Back) on Trades			\$ 3,300	\$	1,400
Hard Pack Per Unit UV			\$ 100	\$	8,615
Hard Pack Per Unit NV			\$ 100	\$	7,000
Doc Fee/ Admin Fee Per Unit			\$ 480	\$	-
OEM Incentives Per Unit			\$ 500	\$	728
Floorplan Assistance Per Unit				\$	22,897.00
Advertising Credits Per Unit			\$ 52	\$	56,919
Total Washout PNVR (Adjusted for %s)			\$ 6,700	\$	79,816
<b>Note: This does not include future Gross Opportunities</b>				\$	703,548

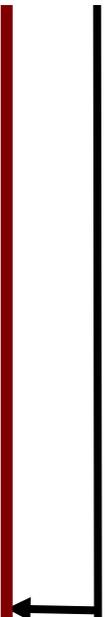


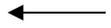
<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	

<b>PROJECTED</b>	<u>Yearly</u>
Additional NV Units	168
NV F&I Increase	\$ 204,792
PDI & Accesory Increase	\$ 42,000
UV Wholesale Increase	\$ 3,024



UV Recon Increase	\$ 59,220
UV Retail PUVR Increase	\$ 156,341
Hard Pack Increase UV	\$ 4,738
Hard Pack Increase NV	\$ 16,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 103,380
OEM Incentives Increase	\$ 84,000
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 8,736
Front End Variance (from above)	\$ 274,764
Additional Income Variance	\$ 683,031
<b>Total Variance</b>	<b>\$ 957,795</b>
<b>Total Projected Gross Profit</b>	<b>\$ 8,442,580</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	1,260
	Average <i>Front End</i> Gross Profit PNVR	\$ 2,633
	Annualized Yearly Front End Gross Profit Total	\$ 3,317,580



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$	1,219	\$ 1,535,940
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$	250	\$ 315,000
Trade %	30%	# of Trades		378.0	378.0
UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled		22.7	22.7
Average Recon on U/C Trade	\$ 2,500	X 50% Gross	\$	1,250	\$ 444,150
Average PUVR Wholesale			\$	1,000	\$ 22,680
Average PUVR (Front and Back) on Trades			\$	3,300	\$ 1,172,556
Hard Pack Per Unit UV			\$	100	\$ 37,800
Hard Pack Per Unit NV			\$	100	\$ 126,000
Doc Fee/ Admin Fee Per Unit			\$	480	\$ 775,354

OEM Incentives Per Unit	\$ 500	\$ 630,000
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 52	\$ 65,520
<b>Total Washout PNVR</b>	<b>\$ 6,700</b>	<b>\$ 8,442,580</b>
<b>Note: This does not include future Gross Opportunities</b>		

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