

## Current Data

New Retail Deliveries YTD (units)	117
Month of Year	March
Average # Retail Units Delivered Per Month	
Total # Units Currently in Inventory	96
Months Supply "In Units"	
CURRENT Inventory Turn Rate	
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,037
CURRENT Monthly Gross Profit	
CURRENT Yearly Front End Gross Profit Total	

## Projection

	10.0
\$	1,123.0
	80
\$	89,840
\$	1,078,080

## Additional Income

				Monthly
				#VALUE!
Current New Vehicle F&I Average PVR			3278	#VALUE!
PDI & Accessory Sales PVR	585	X 50% Gross	\$ 293	#VALUE!
Trade %	31%	# of Trades	#VALUE!	#VALUE!

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	#VALUE!	#VALUE!
Average Recon on U/C Trade	1869	X 50% Gross	\$ 935	#VALUE!
Average PUVR Wholesale			\$ 639	#VALUE!
Average PUVR (Front and Back) on Trades			\$ 3,915	#VALUE!
Hard Pack Per Unit UV			\$ 500	#VALUE!
Hard Pack Per Unit NV			\$ 250	#VALUE!
Doc Fee/ Admin Fee Per Unit			\$ 699	#VALUE!
OEM Incentives Per Unit			\$ 830	#VALUE!
Floorplan Assistance Per Unit			\$ 1,142	
Advertising Credits Per Unit			\$ 115	#VALUE!
Total Washout PNVR (Adjusted for %s)			\$ 10,366	#VALUE!
<b>Note: This does not include future Gross Opportunities</b>				\$ 829,307



<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	#VALUE!
NV F&I Increase	#VALUE!
PDI & Accesory Increase	#VALUE!
UV Wholesale Increase	#VALUE!

UV Recon Increase	#VALUE!
UV Retail PUVR Increase	#VALUE!
Hard Pack Increase UV	#VALUE!
Hard Pack Increase NV	#VALUE!
Doc Fee/Admin Fee/ Service Charge Increase	#VALUE!
OEM Incentives Increase	#VALUE!
Floorplan Assistance Increase	#VALUE!
Advertising Credit Increase	#VALUE!
Front End Variance (from above)	
Additional Income Variance	#VALUE!
Total Variance	#VALUE!
Total Projected Gross Profit	\$ 9,951,687





## Projections

### Data

Projected New Retail Deliveries YTD (units)	960
Average <u>Front End</u> Gross Profit PNVR	\$ 2,037
Annualized Yearly Front End Gross Profit Total	\$ 1,955,520



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 3,278	\$ 3,146,880
PDI & Accessory Sales PVR	\$ 585	X 50% Gross	\$ 293	\$ 280,800
Trade %	31%	# of Trades	297.6	297.6
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	29.8	29.8
Average Recon on U/C Trade	\$ 1,869	X 50% Gross	\$ 935	\$ 250,296
Average PUVR Wholesale			\$ 639	\$ 19,017
Average PUVR (Front and Back) on Trades			\$ 3,915	\$ 1,048,594
Hard Pack Per Unit UV			\$ 500	\$ 148,800
Hard Pack Per Unit NV			\$ 250	\$ 240,000
Doc Fee/ Admin Fee Per Unit			\$ 699	\$ 858,260

OEM Incentives Per Unit	\$ 830	\$ 796,800
Floorplan Assistance Per Unit	\$ 1,142	\$ 1,096,320
Advertising Credits Per Unit	\$ 115	\$ 110,400
<b>Total Washout PNVR</b>	<b>\$ 10,366</b>	<b>\$ 9,951,687</b>
<b>Note: This does not include future Gross Opportunities</b>		

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