

## Current Data

New Retail Deliveries YTD (units)	87
Month of Year	3
Average # Retail Units Delivered Per Month	29
Total # Units Currently in Inventory	289
Months Supply "In Units"	10.0
CURRENT Inventory Turn Rate	1.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 8,228
CURRENT Monthly Gross Profit	\$ 306,867
CURRENT Yearly Front End Gross Profit Total	\$ 3,682,404

## Projection

	12.0
\$	10,000.0
	42
\$	420,000
\$	113,133
\$	5,040,000
\$	1,357,596

## Additional Income

### Monthly

	13
\$	3,705
\$	3,900
\$	-

Current New Vehicle F&I Average PVR		285
PDI & Accessory Sales PVR	600	X 50% Gross \$ 300
Trade %	0%	# of Trades -

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UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	0	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ 3,900
Hard Pack Per Unit UV			\$ -	\$ 1,950
Hard Pack Per Unit NV			\$ 300	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ 113,133.00
Advertising Credits Per Unit			\$ -	\$ 13,455
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 9,263	\$ 126,588
<b>Note: This does not include future Gross Opportunities</b>				\$ 389,046



<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	156
NV F&I Increase	\$ 44,460
PDI & Accesory Increase	\$ 46,800
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ 46,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 23,400
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 1,357,596
Additional Income Variance	\$ 161,460
<b>Total Variance</b>	<b>\$ 1,519,056</b>
Total Projected Gross Profit	\$ 4,668,552





## Projections

### Data

Projected New Retail Deliveries YTD (units)	504
Average <u>Front End</u> Gross Profit PNVR	\$ 8,228
Annualized Yearly Front End Gross Profit Total	\$ 4,146,912



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 285	\$ 143,640
PDI & Accessory Sales PVR	\$ 600	X 50% Gross	\$ 300	\$ 151,200
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ -	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ 300	\$ 151,200
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 75,600

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 9,263</b>	<b>\$ 4,668,552</b>
<b>Note: This does not include future Gross Opportunities</b>		

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