

## Current Data

New Retail Deliveries YTD (units)	650
Month of Year	5
Average # Retail Units Delivered Per Month	130
Total # Units Currently in Inventory	68
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	22.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,986
CURRENT Monthly Gross Profit	\$ 258,180
CURRENT Yearly Front End Gross Profit Total	\$ 3,098,160

## Projection

	22.9
\$	1,986.0
	130
\$	257,717
\$	(463)
\$	3,092,599
\$	(5,561)

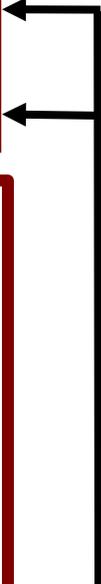
## Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR			1938	\$ (1,938)
PDI & Accessory Sales PVR	303	X 50% Gross	\$ 152	\$ (152)
Trade %	34%	# of Trades	#REF!	#REF!

UV Immediate Wholesale %	4	# of Trades Immediate Wholesaled	#REF!	#REF!
Average Recon on U/C Trade	1252	X 50% Gross	\$ 626	#REF!
Average PUVR Wholesale			\$ (220)	#REF!
Average PUVR (Front and Back) on Trades			\$ 3,742	\$ (750)
Hard Pack Per Unit UV			\$ 750	#REF!
Hard Pack Per Unit NV			\$ 750	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ -
OEM Incentives Per Unit				\$ (470)
Floorplan Assistance Per Unit				\$ (463.40)
Advertising Credits Per Unit			\$ 470	#REF!
Total Washout PNVR (Adjusted for %s)				#REF!
<b>Note: This does not include future Gross Opportunities</b>				Err:509



<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	(12)
NV F&I Increase	\$ (23,256)
PDI & Accesory Increase	\$ (1,818)
UV Wholesale Increase	#REF!

UV Recon Increase		#REF!
UV Retail PUVR Increase		#REF!
Hard Pack Increase UV		#REF!
Hard Pack Increase NV	\$	(9,000)
Doc Fee/Admin Fee/ Service Charge Increase		#REF!
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	(5,640)
Front End Variance (from above)	\$	(5,561)
Additional Income Variance		#REF!
Total Variance		#REF!
Total Projected Gross Profit		Err:509





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	1,557
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,986
	Annualized Yearly Front End Gross Profit Total	\$ 3,092,599



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,938	\$	3,017,854
PDI & Accessory Sales PVR	\$ 303	X 50% Gross	\$ 152	\$	235,916
Trade %	Err:509	# of Trades	Err:509		Err:509
UV Immediate Wholesale %	34%	# of Trades Immediate Wholesaled	Err:509		Err:509
Average Recon on U/C Trade	\$ 1,252	X 50% Gross	\$ 626		Err:509
Average PUVR Wholesale			\$ (220)		Err:509
Average PUVR (Front and Back) on Trades			\$ 3,742		Err:509
Hard Pack Per Unit UV			\$ 750		Err:509
Hard Pack Per Unit NV			\$ 750	\$	1,167,900
Doc Fee/ Admin Fee Per Unit			\$ 150		Err:509

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 470	\$ 731,884
<b>Total Washout PNVR</b>	<b>Err:509</b>	<b>Err:509</b>
<b>Note: This does not include future Gross Opportunities</b>		

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