

## Current Data

New Retail Deliveries YTD (units)	138
Month of Year	5
Average # Retail Units Delivered Per Month	28
Total # Units Currently in Inventory	88
Months Supply "In Units"	3.2
CURRENT Inventory Turn Rate	3.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,479
CURRENT Monthly Gross Profit	\$ 68,420
CURRENT Yearly Front End Gross Profit Total	\$ 821,045

## Projection

	-
\$	-
\$	-

## Additional Income

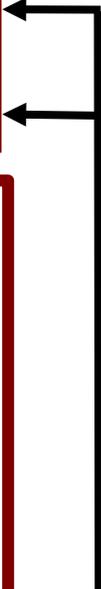
			Monthly	
				(28)
Current New Vehicle F&I Average PVR			563	\$ (15,764)
PDI & Accessory Sales PVR		X 50% Gross	\$ -	\$ -
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1132.5	X 50% Gross	\$ 566	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ (11,200)
Hard Pack Per Unit UV			\$ 400	\$ -
Hard Pack Per Unit NV			\$ 400	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				
Advertising Credits Per Unit				\$ (26,964)
Total Washout PNVR (Adjusted for %s)			#DIV/0!	#VALUE!
<b>Note: This does not include future Gross Opportunities</b>				#DIV/0!



<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	(336)
NV F&I Increase	\$ (189,168)
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -



UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ (134,400)
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	
Additional Income Variance	\$ (323,568)
<b>Total Variance</b>	<b>#VALUE!</b>
Total Projected Gross Profit	\$ 563





## Projections

### Data

Projected New Retail Deliveries YTD (units)

Average Front End Gross Profit PNVR

Annualized Yearly Front End Gross Profit Total

\$	2,479
\$	-



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 563	\$ 563
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,133	X 50% Gross	\$ 566	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 400	\$ -
Hard Pack Per Unit NV			\$ 400	\$ -

Doc Fee/ Admin Fee Per Unit	\$ -	\$ -
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>#DIV/0!</b>	<b>\$ 563</b>
<b>Note: This does not include future Gross Opportunities</b>		

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