

## Current Data

New Retail Deliveries YTD (units)	385
Month of Year	6
Average # Retail Units Delivered Per Month	64
Total # Units Currently in Inventory	185
Months Supply "In Units"	2.9
CURRENT Inventory Turn Rate	4.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,983
CURRENT Monthly Gross Profit	\$ 191,409
CURRENT Yearly Front End Gross Profit Total	\$ 2,296,910

## Projection

	45.0
\$	2,983.0
	694
\$	2,069,456
\$	1,878,047
\$	24,833,475
\$	22,536,565

## Additional Income

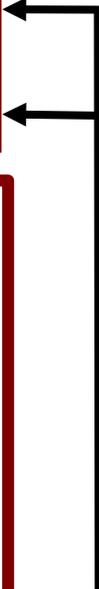
				Monthly
				630
Current New Vehicle F&I Average PVR			2623	\$ 1,652,490
PDI & Accessory Sales PVR	770	X 50% Gross	\$ 385	\$ 242,550
Trade %	50%	# of Trades	315.0	\$ 1,852

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	37.8	\$	163,548
Average Recon on U/C Trade	1180	X 50% Gross	\$ 590	\$	829,660
Average PUVR Wholesale			\$ 49	\$	45,738
Average PUVR (Front and Back) on Trades			\$ 2,993	\$	47,250
Hard Pack Per Unit UV			\$ 165	\$	77,112
Hard Pack Per Unit NV			\$ 75	\$	201,600
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	371,700
OEM Incentives Per Unit			\$ 320	\$	447,300
Floorplan Assistance Per Unit			\$ 590	\$	1,878,047.08
Advertising Credits Per Unit			\$ 710	\$	4,080,800
Total Washout PNVR (Adjusted for %s)			\$ 9,470	\$	5,958,847
<b>Note: This does not include future Gross Opportunities</b>				\$	6,570,062



<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	7,560
NV F&I Increase	\$ 19,829,880
PDI & Accesory Increase	\$ 2,910,600
UV Wholesale Increase	\$ 22,226



UV Recon Increase	\$ 1,962,576
UV Retail PUVR Increase	\$ 9,955,915
Hard Pack Increase UV	\$ 548,856
Hard Pack Increase NV	\$ 567,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 925,344
OEM Incentives Increase	\$ 2,419,200
Floorplan Assistance Increase	\$ 4,460,400
Advertising Credit Increase	\$ 5,367,600
Front End Variance (from above)	\$ 22,536,565
Additional Income Variance	\$ 48,969,598
<b>Total Variance</b>	<b>\$ 71,506,163</b>
<b>Total Projected Gross Profit</b>	<b>\$ 78,840,747</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	8,325
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,983
	Annualized Yearly Front End Gross Profit Total	\$ 24,833,475



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,623	\$	21,836,475
PDI & Accessory Sales PVR	\$ 770	X 50% Gross	\$ 385	\$	3,205,125
Trade %	50%	# of Trades	4,162.5		4,162.5
UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	499.5		499.5
Average Recon on U/C Trade	\$ 1,180	X 50% Gross	\$ 590	\$	2,161,170
Average PUVR Wholesale			\$ 49	\$	24,476
Average PUVR (Front and Back) on Trades			\$ 2,993	\$	10,963,359
Hard Pack Per Unit UV			\$ 165	\$	686,813
Hard Pack Per Unit NV			\$ 75	\$	624,375

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 1,018,980
OEM Incentives Per Unit	\$ 320	\$ 2,664,000
Floorplan Assistance Per Unit	\$ 590	\$ 4,911,750
Advertising Credits Per Unit	\$ 710	\$ 5,910,750
<b>Total Washout PNVR</b>	<b>\$ 9,470</b>	<b>\$ 78,840,747</b>
<b>Note: This does not include future Gross Opportunities</b>		

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