

## Current Data

New Retail Deliveries YTD (units)	780
Month of Year	7
Average # Retail Units Delivered Per Month	111
Total # Units Currently in Inventory	19
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	70.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,958
CURRENT Monthly Gross Profit	\$ 329,606
CURRENT Yearly Front End Gross Profit Total	\$ 3,955,269

## Projection

	77.0
\$	2,950.0
	122
\$	359,654
\$	30,048
\$	4,315,850
\$	360,581

## Additional Income

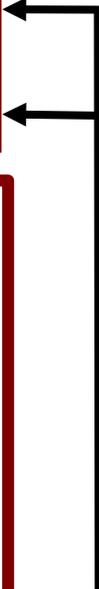
				Monthly
				11
Current New Vehicle F&I Average PVR			1538	\$ 16,918
PDI & Accessory Sales PVR	245	X 50% Gross	\$ 123	\$ 1,348
Trade %	48%	# of Trades	5.3	\$ 135

UV Immediate Wholesale %	7%	# of Trades Immediate Wholesaled	0.4	\$	6,102
Average Recon on U/C Trade	2472	X 50% Gross	\$ 1,236	\$	20,730
Average PUVR Wholesale			\$ 364	\$	1,160
Average PUVR (Front and Back) on Trades			\$ 4,199	\$	3,135
Hard Pack Per Unit UV			\$ 235	\$	9,546
Hard Pack Per Unit NV			\$ 285	\$	7,315
Doc Fee/ Admin Fee Per Unit			\$ 599	\$	-
OEM Incentives Per Unit			\$ 665	\$	-
Floorplan Assistance Per Unit			\$ -	\$	30,048.45
Advertising Credits Per Unit			\$ -	\$	66,390
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 9,001	\$	96,438
<b>Note: This does not include future Gross Opportunities</b>				\$	1,097,418



<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	132
NV F&I Increase	\$ 203,016
PDI & Accesory Increase	\$ 16,170
UV Wholesale Increase	\$ 1,623



UV Recon Increase	\$ 73,226
UV Retail PUVR Increase	\$ 248,765
Hard Pack Increase UV	\$ 13,922
Hard Pack Increase NV	\$ 37,620
Doc Fee/Admin Fee/ Service Charge Increase	\$ 114,555
OEM Incentives Increase	\$ 87,780
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 360,581
Additional Income Variance	\$ 796,678
<b>Total Variance</b>	<b>\$ 1,157,259</b>
<b>Total Projected Gross Profit</b>	<b>\$ 13,169,012</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	1,463
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,958
	Annualized Yearly Front End Gross Profit Total	\$ 4,327,554



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,538	\$ 2,250,094	
PDI & Accessory Sales PVR	\$ 245	X 50% Gross	\$ 123	\$ 179,218	
Trade %	48%	# of Trades	706.0	706.0	
UV Immediate Wholesale %	7%	# of Trades Immediate Wholesaled	49.4	49.4	
Average Recon on U/C Trade	\$ 2,472	X 50% Gross	\$ 1,236	\$ 811,583	
Average PUVR Wholesale			\$ 364	\$ 17,990	
Average PUVR (Front and Back) on Trades			\$ 4,199	\$ 2,757,150	
Hard Pack Per Unit UV			\$ 235	\$ 165,920	
Hard Pack Per Unit NV			\$ 285	\$ 416,955	

Doc Fee/ Admin Fee Per Unit	\$ 599	\$ 1,269,653
OEM Incentives Per Unit	\$ 665	\$ 972,895
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 9,001</b>	<b>\$ 13,169,012</b>
<b>Note: This does not include future Gross Opportunities</b>		

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