

## Current Data

New Retail Deliveries YTD (units)	1,224
Month of Year	11
Average # Retail Units Delivered Per Month	111
Total # Units Currently in Inventory	193
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	6.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 560
CURRENT Monthly Gross Profit	\$ 62,313
CURRENT Yearly Front End Gross Profit Total	\$ 747,753

## Projection

	6.9
\$	560.0
	111
\$	62,146
\$	(167)
\$	745,752
\$	(2,001)

## Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR			2293	\$ (2,293)
PDI & Accessory Sales PVR	760	X 50% Gross	\$ 380	\$ (380)
Trade %	50%	# of Trades	(0.5)	\$ 2

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	(0.0)	\$ (280)
Average Recon on U/C Trade	1180	X 50% Gross	\$ 590	\$ (1,753)
Average PUVR Wholesale			\$ (80)	\$ (78)
Average PUVR (Front and Back) on Trades			\$ 3,691	\$ (165)
Hard Pack Per Unit UV			\$ 165	\$ (221)
Hard Pack Per Unit NV			\$ 165	\$ (25)
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ (275)
OEM Incentives Per Unit			\$ 25	\$ (341)
Floorplan Assistance Per Unit			\$ 275	\$ (166.73)
Advertising Credits Per Unit			\$ 341	\$ (5,810)
Total Washout PNVR (Adjusted for %s)			\$ 6,374	\$ (5,977)
<b>Note: This does not include future Gross Opportunities</b>				\$ 707,380



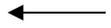
<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	

<b>PROJECTED</b>	<u>Yearly</u>
Additional NV Units	(12)
NV F&I Increase	\$ (27,516)
PDI & Accesory Increase	\$ (4,560)
UV Wholesale Increase	\$ 24



UV Recon Increase	\$ (3,363)
UV Retail PUVR Increase	\$ (21,039)
Hard Pack Increase UV	\$ (941)
Hard Pack Increase NV	\$ (1,980)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (2,655)
OEM Incentives Increase	\$ (300)
Floorplan Assistance Increase	\$ (3,300)
Advertising Credit Increase	\$ (4,092)
Front End Variance (from above)	\$ (2,001)
Additional Income Variance	\$ (69,721)
<b>Total Variance</b>	<b>\$ (71,722)</b>
<b>Total Projected Gross Profit</b>	<b>\$ 8,488,555</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	1,332
	Average <i>Front End</i> Gross Profit PNVR	\$ 560
	Annualized Yearly Front End Gross Profit Total	\$ 745,752



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,293	\$ 3,053,588	
PDI & Accessory Sales PVR	\$ 760	X 50% Gross	\$ 380	\$ 506,046	
Trade %	50%	# of Trades	665.9	665.9	
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	33.3	33.3	
Average Recon on U/C Trade	\$ 1,180	X 50% Gross	\$ 590	\$ 373,209	
Average PUVR Wholesale			\$ (80)	\$ (2,663)	
Average PUVR (Front and Back) on Trades			\$ 3,691	\$ 2,334,770	
Hard Pack Per Unit UV			\$ 165	\$ 109,865	
Hard Pack Per Unit NV			\$ 165	\$ 219,731	
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 294,639	

OEM Incentives Per Unit	\$ 25	\$ 33,293
Floorplan Assistance Per Unit	\$ 275	\$ 366,218
Advertising Credits Per Unit	\$ 341	\$ 454,110
<b>Total Washout PNVR</b>	<b>\$ 6,374</b>	<b>\$ 8,488,555</b>
<b>Note: This does not include future Gross Opportunities</b>		

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