

## Current Data

|  |              |
|--|--------------|
| New Retail Deliveries YTD (units)                  | 1,757        |
| Month of Year                                      | 10           |
| Average # Retail Units Delivered Per Month         | 176          |
| Total # Units Currently in Inventory               | 503          |
| Months Supply "In Units"                           | 2.9          |
| CURRENT Inventory Turn Rate                        | 4.2          |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 1,425     |
| CURRENT Monthly Gross Profit                       | \$ 250,373   |
| CURRENT Yearly Front End Gross Profit Total        | \$ 3,004,470 |



## Projection

|    |           |
|----|-----------|
|    | 5.0       |
| \$ | 1,375.0   |
|    | 210       |
| \$ | 288,177   |
| \$ | 37,805    |
| \$ | 3,458,125 |
| \$ | 453,655   |

## Additional Income

|                                     |     |             |        | Monthly   |
|-------------------------------------|-----|-------------|--------|-----------|
|                                     |     |             |        | 34        |
| Current New Vehicle F&I Average PVR |     |             | 742    | \$ 25,228 |
| PDI & Accessory Sales PVR           | 250 | X 50% Gross | \$ 125 | \$ 4,250  |
| Trade %                             | 49% | # of Trades | 16.7   | \$ 625    |

|   |     |                                  |          |    |           |
|---|-----|----------------------------------|----------|----|-----------|
| UV Immediate Wholesale %                                      | 15% | # of Trades Immediate Wholesaled | 2.5      | \$ | 6,670     |
| Average Recon on U/C Trade                                    | 942 | X 50% Gross                      | \$ 471   | \$ | 41,775    |
| Average PUVR Wholesale  |     |                                  | \$ 250   | \$ | 5,664     |
| Average PUVR (Front and Back) on Trades                       |     |                                  | \$ 2,950 | \$ | 13,600    |
| Hard Pack Per Unit UV   |     |                                  | \$ 400   | \$ | 12,040    |
| Hard Pack Per Unit NV   |     |                                  | \$ 400   | \$ | 23,596    |
| Doc Fee/ Admin Fee Per Unit                                   |     |                                  | \$ 250   | \$ | 7,140     |
| OEM Incentives Per Unit                                       |     |                                  | \$ 694   | \$ | 7,650     |
| Floorplan Assistance Per Unit                                 |     |                                  | \$ 210   | \$ | 37,804.58 |
| Advertising Credits Per Unit                                  |     |                                  | \$ 225   | \$ | 148,238   |
|   |     |                                  |          | \$ | 186,043   |
| <b>Note: This does not include future Gross Opportunities</b> |     |                                  |          | \$ | 436,415   |

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|   |  |
|---|--|
| <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      | 408           |
| NV F&I Increase         | \$ 302,736    |
| PDI & Accesory Increase | \$ 51,000     |
| UV Wholesale Increase   | \$ 7,497      |

|  |                     |
|--|---------------------|
| UV Recon Increase                          | \$ 80,038           |
| UV Retail PUVR Increase                    | \$ 501,299          |
| Hard Pack Increase UV                      | \$ 67,973           |
| Hard Pack Increase NV                      | \$ 163,200          |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 144,483          |
| OEM Incentives Increase                    | \$ 283,152          |
| Floorplan Assistance Increase              | \$ 85,680           |
| Advertising Credit Increase                | \$ 91,800           |
| Front End Variance (from above)            | \$ 453,655          |
| Total Additional Income                    | \$ 1,778,858        |
| <b>Total Variance</b>                      | <b>\$ 2,232,513</b> |
| Total Projected Gross (Variance + Current) | \$ 5,236,983        |





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| CURRENT Inventory Turn Rate                        | 4.2          |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 1,425     |
| CURRENT Monthly Gross Profit                       | \$ 250,373   |
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## Additional Income

|                                     |        |             | Per Unit | Totals (YTD) |
|-------------------------------------|--------|-------------|----------|--------------|
| Current New Vehicle F&I Average PVR |        |             | \$ 742   | \$ 1,303,694 |
| PDI & Accessory Sales PVR           | \$ 250 | X 50% Gross | \$ 125   | \$ 219,625   |
| Trade %                             | 49%    | # of Trades | 860.9    | 860.9        |

|   |        |                                  |                 |                     |
|---|--------|----------------------------------|-----------------|---------------------|
| UV Immediate Wholesale %                                      | 15%    | # of Trades Immediate Wholesaled | 129.1           | 129.1               |
| Average Recon on U/C Trade                                    | \$ 942 | X 50% Gross                      | \$ 471          | \$ 405,498          |
| Average PUVR Wholesale  |        |                                  | \$ 250          | \$ 32,285           |
| Average PUVR (Front and Back) on Trades                       |        |                                  | \$ 2,950        | \$ 2,158,782        |
| Hard Pack Per Unit UV   |        |                                  | \$ 400          | \$ 292,716          |
| Hard Pack Per Unit NV   |        |                                  | \$ 400          | \$ 702,800          |
| Doc Fee/ Admin Fee Per Unit                                   |        |                                  | \$ 250          | \$ 622,198          |
| OEM Incentives Per Unit                                       |        |                                  | \$ 694          | \$ 1,219,358        |
| Floorplan Assistance Per Unit                                 |        |                                  | \$ 210          | \$ 368,970          |
| Advertising Credits Per Unit                                  |        |                                  | \$ 225          | \$ 395,325          |
| <b>Total Washout PNVR</b>                                     |        |                                  | <b>\$ 6,105</b> | <b>\$ 7,721,251</b> |
| <b>Note: This does not include future Gross Opportunities</b> |        |                                  |                 |                     |

