

## Current Data

New Retail Deliveries YTD (units)	1,702
Month of Year	12
Average # Retail Units Delivered Per Month	142
Total # Units Currently in Inventory	189
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,209
CURRENT Monthly Gross Profit	\$ 313,310
CURRENT Yearly Front End Gross Profit Total	\$ 3,759,718



## Projection

	9.5
\$	2,000.0
	150
\$	299,250
\$	(14,060)
\$	3,591,000
\$	(168,718)

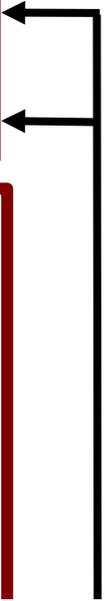
## Additional Income

				Monthly
				8
Current New Vehicle F&I Average PVR			2523	\$ 20,184
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	30%	# of Trades	2.4	\$ 433

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	0.6	\$	1,350
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	6,318
Average PUVR Wholesale			\$ 721	\$	1,278
Average PUVR (Front and Back) on Trades			\$ 3,510	\$	1,104
Hard Pack Per Unit UV			\$ 710	\$	833
Hard Pack Per Unit NV			\$ 138	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	2,432
OEM Incentives Per Unit			\$ -	\$	1,840
Floorplan Assistance Per Unit			\$ 304	\$	(14,059.83)
Advertising Credits Per Unit			\$ 230	\$	35,772
				\$	21,712
<b>Note: This does not include future Gross Opportunities</b>				\$	335,022

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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	96
NV F&I Increase	\$ 242,208
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 5,191

UV Recon Increase	\$ 16,200
UV Retail PUVR Increase	\$ 75,816
Hard Pack Increase UV	\$ 15,336
Hard Pack Increase NV	\$ 13,248
Doc Fee/Admin Fee/ Service Charge Increase	\$ 9,996
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 29,184
Advertising Credit Increase	\$ 22,080
Front End Variance (from above)	\$ (168,718)
Total Additional Income	\$ 429,259
Total Variance	\$ 260,541
Total Projected Gross (Variance + Current)	\$ 4,020,259





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,523	\$ 4,294,146
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	30%	# of Trades	510.6	510.6

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	127.7	127.7
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 382,950
Average PUVR Wholesale			\$ 721	\$ 92,036
Average PUVR (Front and Back) on Trades			\$ 3,510	\$ 1,344,155
Hard Pack Per Unit UV			\$ 710	\$ 271,895
Hard Pack Per Unit NV			\$ 138	\$ 234,876
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 177,221
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 304	\$ 517,408
Advertising Credits Per Unit			\$ 230	\$ 391,460
<b>Total Washout PNVR</b>			<b>\$ 6,737</b>	<b>\$ 7,706,145</b>
<b>Note: This does not include future Gross Opportunities</b>				

