

## Current Data

New Retail Deliveries YTD (units)	136
Month of Year	12
Average # Retail Units Delivered Per Month	11
Total # Units Currently in Inventory	50
Months Supply "In Units"	4.4
CURRENT Inventory Turn Rate	2.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,634
CURRENT Monthly Gross Profit	\$ 52,519
CURRENT Yearly Front End Gross Profit Total	\$ 630,224



## Projection

	4.0
\$	4,634.0
	17
\$	77,233
\$	24,715
\$	926,800
\$	296,576

## Additional Income

				Monthly
				6
Current New Vehicle F&I Average PVR			697	\$ 4,182
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 675
Trade %	60%	# of Trades	3.6	\$ (371)

UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	0.9	\$	1,499
Average Recon on U/C Trade	1100	X 50% Gross	\$ 550	\$	4,053
Average PUVR Wholesale			\$ (424)	\$	886
Average PUVR (Front and Back) on Trades			\$ 1,487	\$	1,950
Hard Pack Per Unit UV			\$ 325	\$	1,736
Hard Pack Per Unit NV			\$ 325	\$	39,540
Doc Fee/ Admin Fee Per Unit			\$ 199	\$	-
OEM Incentives Per Unit			\$ 6,590	\$	-
Floorplan Assistance Per Unit			\$ -	\$	24,714.67
Advertising Credits Per Unit			\$ -	\$	54,151
				\$	78,866
<b>Note: This does not include future Gross Opportunities</b>				\$	131,384

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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	72
NV F&I Increase	\$ 50,184
PDI & Accesory Increase	\$ 8,100
UV Wholesale Increase	\$ (4,448)

UV Recon Increase	\$ 17,990
UV Retail PUVR Increase	\$ 48,638
Hard Pack Increase UV	\$ 10,630
Hard Pack Increase NV	\$ 23,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 20,837
OEM Incentives Increase	\$ 474,480
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 296,576
Total Additional Income	\$ 649,810
<b>Total Variance</b>	<b>\$ 946,386</b>
Total Projected Gross (Variance + Current)	\$ 1,576,610





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 697	\$ 94,792
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 15,300
Trade %	60%	# of Trades	81.6	81.6

UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	19.8	19.8
Average Recon on U/C Trade	\$ 1,100	X 50% Gross	\$ 550	\$ 44,880
Average PUVR Wholesale			\$ (424)	\$ (8,402)
Average PUVR (Front and Back) on Trades			\$ 1,487	\$ 91,871
Hard Pack Per Unit UV			\$ 325	\$ 20,079
Hard Pack Per Unit NV			\$ 325	\$ 44,200
Doc Fee/ Admin Fee Per Unit			\$ 199	\$ 39,359
OEM Incentives Per Unit			\$ 6,590	\$ 896,240
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 13,739</b>	<b>\$ 1,238,319</b>
<b>Note: This does not include future Gross Opportunities</b>				

