

## Current Data

New Retail Deliveries YTD (units)	55
Month of Year	3
Average # Retail Units Delivered Per Month	18
Total # Units Currently in Inventory	45
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,056
CURRENT Monthly Gross Profit	\$ 56,027
CURRENT Yearly Front End Gross Profit Total	\$ 672,320



## Projection

	6.5
\$	2,750.0
	24
\$	67,031
\$	11,005
\$	804,375
\$	132,055

## Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR			1504	\$ 10,528
PDI & Accessory Sales PVR	115	X 50% Gross	\$ 58	\$ 403
Trade %	60%	# of Trades	4.2	\$ 279

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	1.1	\$	1,890
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$	15,054
Average PUVR Wholesale			\$ 266	\$	2,315
Average PUVR (Front and Back) on Trades			\$ 4,779	\$	945
Hard Pack Per Unit UV			\$ 735	\$	6,080
Hard Pack Per Unit NV			\$ 135	\$	805
Doc Fee/ Admin Fee Per Unit			\$ 599	\$	3,829
OEM Incentives Per Unit			\$ 115	\$	4,291
Floorplan Assistance Per Unit			\$ 547	\$	11,004.58
Advertising Credits Per Unit			\$ 613	\$	46,419
				\$	57,423
<b>Note: This does not include future Gross Opportunities</b>				\$	113,450

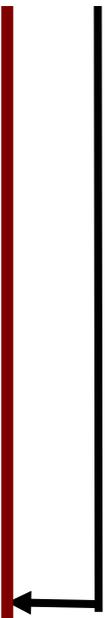
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<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	84
NV F&I Increase	\$ 126,336
PDI & Accesory Increase	\$ 4,830
UV Wholesale Increase	\$ 3,352

UV Recon Increase	\$ 22,680
UV Retail PUVR Increase	\$ 180,646
Hard Pack Increase UV	\$ 27,783
Hard Pack Increase NV	\$ 11,340
Doc Fee/Admin Fee/ Service Charge Increase	\$ 72,958
OEM Incentives Increase	\$ 9,660
Floorplan Assistance Increase	\$ 45,948
Advertising Credit Increase	\$ 51,492
Front End Variance (from above)	\$ 132,055
Total Additional Income	\$ 557,025
Total Variance	\$ 689,080
Total Projected Gross (Variance + Current)	\$ 1,361,400





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,504	\$ 82,720
PDI & Accessory Sales PVR	\$ 115	X 50% Gross	\$ 58	\$ 3,163
Trade %	60%	# of Trades	33.0	33.0

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	8.3	8.3
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 19,800
Average PUVR Wholesale			\$ 266	\$ 2,195
Average PUVR (Front and Back) on Trades			\$ 4,779	\$ 118,280
Hard Pack Per Unit UV			\$ 735	\$ 18,191
Hard Pack Per Unit NV			\$ 135	\$ 7,425
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ 47,770
OEM Incentives Per Unit			\$ 115	\$ 6,325
Floorplan Assistance Per Unit			\$ 547	\$ 30,085
Advertising Credits Per Unit			\$ 613	\$ 33,715
<b>Total Washout PNVR</b>			<b>\$ 18,945</b>	<b>\$ 369,669</b>
<b>Note: This does not include future Gross Opportunities</b>				

