

## Current Data

New Retail Deliveries YTD (units)	124
Month of Year	4
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	110
Months Supply "In Units"	3.5
CURRENT Inventory Turn Rate	3.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,067
CURRENT Monthly Gross Profit	\$ 33,077
CURRENT Yearly Front End Gross Profit Total	\$ 396,924



## Projection

	4.0
\$	1,100.0
	37
\$	40,333
\$	7,256
\$	484,000
\$	87,076

## Additional Income

				Monthly
				6
Current New Vehicle F&I Average PVR			770	\$ 4,620
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 675
Trade %	45%	# of Trades	2.7	\$ 946

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	1.4	\$	908
Average Recon on U/C Trade	1345	X 50% Gross	\$ 673	\$	1,320
Average PUVR Wholesale			\$ 701	\$	338
Average PUVR (Front and Back) on Trades			\$ 978	\$	1,200
Hard Pack Per Unit UV			\$ 250	\$	3,668
Hard Pack Per Unit NV			\$ 200	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	7,256.33
Advertising Credits Per Unit			\$ -	\$	13,675
				\$	20,931
<b>Note: This does not include future Gross Opportunities</b>				\$	54,008

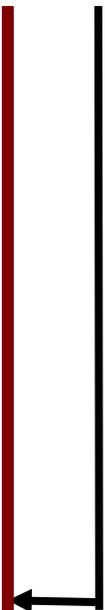
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<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	72
NV F&I Increase	\$ 55,440
PDI & Accesory Increase	\$ 8,100
UV Wholesale Increase	\$ 11,356

UV Recon Increase	\$ 10,895
UV Retail PUVR Increase	\$ 15,844
Hard Pack Increase UV	\$ 4,050
Hard Pack Increase NV	\$ 14,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 44,012
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 87,076
Total Additional Income	\$ 164,096
<b>Total Variance</b>	<b>\$ 251,172</b>
Total Projected Gross (Variance + Current)	\$ 648,096





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 770	\$ 95,480
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 13,950
Trade %	45%	# of Trades	55.8	55.8

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	27.9	27.9
Average Recon on U/C Trade	\$ 1,345	X 50% Gross	\$ 673	\$ 37,526
Average PUVR Wholesale			\$ 701	\$ 19,558
Average PUVR (Front and Back) on Trades			\$ 978	\$ 27,286
Hard Pack Per Unit UV			\$ 250	\$ 6,975
Hard Pack Per Unit NV			\$ 200	\$ 24,800
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ 75,798
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 5,631</b>	<b>\$ 301,373</b>
<b>Note: This does not include future Gross Opportunities</b>				

