

## Current Data

New Retail Deliveries YTD (units)	326
Month of Year	4
Average # Retail Units Delivered Per Month	82
Total # Units Currently in Inventory	59
Months Supply "In Units"	0.7
CURRENT Inventory Turn Rate	16.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,058
CURRENT Monthly Gross Profit	\$ 86,227
CURRENT Yearly Front End Gross Profit Total	\$ 1,034,724



## Projection

	17.0
\$	1,500.0
	84
\$	125,375
\$	39,148
\$	1,504,500
\$	469,776

## Additional Income

				Monthly
				3
Current New Vehicle F&I Average PVR			925	\$ 2,775
PDI & Accessory Sales PVR	125	X 50% Gross	\$ 63	\$ 188
Trade %	50%	# of Trades	1.5	\$ 179

UV Immediate Wholesale %	13%	# of Trades Immediate Wholesaled	0.2	\$	1,047
Average Recon on U/C Trade	1604	X 50% Gross	\$ 802	\$	3,410
Average PUVR Wholesale			\$ 920	\$	228
Average PUVR (Front and Back) on Trades			\$ 2,613	\$	-
Hard Pack Per Unit UV			\$ 175	\$	990
Hard Pack Per Unit NV			\$ -	\$	2,007
Doc Fee/ Admin Fee Per Unit			\$ 230	\$	1,888
OEM Incentives Per Unit			\$ 669	\$	-
Floorplan Assistance Per Unit			\$ 629	\$	39,148.00
Advertising Credits Per Unit			\$ -	\$	12,712
				\$	51,860
<b>Note: This does not include future Gross Opportunities</b>				\$	138,087

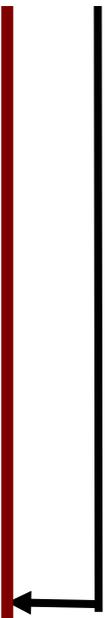
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<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	36
NV F&I Increase	\$ 33,300
PDI & Accesory Increase	\$ 2,250
UV Wholesale Increase	\$ 2,152

UV Recon Increase	\$	12,559
UV Retail PUVR Increase	\$	40,920
Hard Pack Increase UV	\$	2,741
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	11,882
OEM Incentives Increase	\$	24,084
Floorplan Assistance Increase	\$	22,658
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	469,776
Total Additional Income	\$	152,545
<b>Total Variance</b>	<b>\$</b>	<b>622,321</b>
Total Projected Gross (Variance + Current)	\$	1,657,045





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 925	\$ 301,550
PDI & Accessory Sales PVR	\$ 125	X 50% Gross	\$ 63	\$ 20,375
Trade %	50%	# of Trades	163.0	163.0

UV Immediate Wholesale %	13%	# of Trades Immediate Wholesaled	21.2	21.2
Average Recon on U/C Trade	\$ 1,604	X 50% Gross	\$ 802	\$ 130,726
Average PUVR Wholesale			\$ 920	\$ 19,490
Average PUVR (Front and Back) on Trades			\$ 2,613	\$ 370,550
Hard Pack Per Unit UV			\$ 175	\$ 24,817
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 230	\$ 107,596
OEM Incentives Per Unit			\$ 669	\$ 218,094
Floorplan Assistance Per Unit			\$ 629	\$ 205,181
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 7,464</b>	<b>\$ 1,398,378</b>
<b>Note: This does not include future Gross Opportunities</b>				

