



Current Data

| | |
|--|--------------|
| New Retail Deliveries YTD (units) | 266 |
| Month of Year | 6 |
| Average # Retail Units Delivered Per Month | 44 |
| Total # Units Currently in Inventory | 56 |
| Months Supply "In Units" | 1.3 |
| CURRENT Inventory Turn Rate | 9.5 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 2,383 |
| CURRENT Monthly Gross Profit | \$ 105,649 |
| CURRENT Yearly Front End Gross Profit Total | \$ 1,267,793 |

Projections

| | |
|----------------|--|
| 1.6 | PROJECTED Inventory Turn Rate |
| \$ 2,500.0 | PROJECTED Average <i>Front End</i> Gross Profit PVR |
| 7 | PROJECTED Monthly Units Delivered |
| \$ 18,667 | PROJECTED Monthly Gross Profit |
| \$ (86,983) | PROJECTED Monthly Gross Profit Variance |
| \$ 224,000 | PROJECTED Yearly Front End Gross Profit Total |
| \$ (1,043,793) | PROJECTED Annualized Front End Gross Profit Variance |

Additional Income

| | Monthly | PROJECTED | Yearly |
|---|----------------|--|----------------|
| | (40) | Additional NV Units | (480) |
| Current New Vehicle F&I Average PVR | \$ -00 | NV F&I Increase | \$ -00 |
| PDI & Accessory Sales PVR | \$ -00 | PDI & Accessory Increase | \$ -00 |
| Trade % | \$ -00 | UV Wholesale Increase | \$ -00 |
| UV Immediate Wholesale % | \$ -00 | UV Recon Increase | \$ -00 |
| Average Recon on U/C Trade | \$ -00 | UV Retail PUVR Increase | \$ -00 |
| Average PUVR Wholesale | \$ -00 | Hard Pack Increase UV | \$ -00 |
| Average PUVR (Front and Back) on Trades | \$ -00 | Hard Pack Increase NV | \$ -00 |
| Hard Pack Per Unit UV | \$ -00 | Doc Fee/Admin Fee/ Service Charge Increase | \$ -00 |
| Hard Pack Per Unit NV | \$ -00 | OEM Incentives Increase | \$ -00 |
| Doc Fee/ Admin Fee Per Unit | \$ -00 | Floorplan Assistance Increase | \$ -00 |
| OEM Incentives Per Unit | \$ -00 | Advertising Credit Increase | \$ -00 |
| Floorplan Assistance Per Unit | \$ (86,982.77) | Front End Variance (from above) | \$ (1,043,793) |
| Advertising Credits Per Unit | \$ -00 | Total Additional Income | \$ -00 |
| | \$ (86,983) | Total Variance | \$ (1,043,793) |
| | \$ 18,667 | Total Projected Gross (Variance + Current) | \$ 224,000 |

Note: This does not include future Gross Opportunities

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| | | Per Unit | Totals (YTD) |
|---|-------------------------------------|-----------------|--------------|
| Current New Vehicle F&I Average PVR | | \$ -00 | \$ -0 |
| PDI & Accessory Sales PVR | \$ -00 X 50% Gross | \$ -0 | \$ -0 |
| Trade % | 0% # of Trades | -00 | -00 |
| UV Immediate Wholesale % | 0% # of Trades Immediate Wholesaled | -00 | -00 |
| Average Recon on U/C Trade | \$ -00 X 50% Gross | \$ -0 | \$ -0 |
| Average PUVR Wholesale | | \$ -00 | \$ -0 |
| Average PUVR (Front and Back) on Trades | | \$ -00 | \$ -0 |
| Hard Pack Per Unit UV | | \$ -00 | \$ -0 |
| Hard Pack Per Unit NV | | \$ -00 | \$ -0 |
| Doc Fee/ Admin Fee Per Unit | | \$ -00 | \$ -0 |
| OEM Incentives Per Unit | | \$ -00 | \$ -0 |
| Floorplan Assistance Per Unit | | \$ -00 | \$ -0 |
| Advertising Credits Per Unit | | \$ -00 | \$ -0 |
| Total Washout PNVR | | \$ 4,766 | \$ -0 |
| Note: This does not include future Gross Opportunities | | | |