

## Current Data

New Retail Deliveries YTD (units)	1,934
Month of Year	11
Average # Retail Units Delivered Per Month	176
Total # Units Currently in Inventory	283
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	7.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 7,414
CURRENT Monthly Gross Profit	\$ 1,303,516
CURRENT Yearly Front End Gross Profit Total	\$ 15,642,192



## Projection

	8.0
\$	6,000.0
	189
\$	1,132,000
\$	(171,516)
\$	13,584,000
\$	(2,058,192)

## Additional Income

				Monthly
				13
Current New Vehicle F&I Average PVR			2986	\$ 38,818
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	44%	# of Trades	5.7	\$ 450

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.6	\$	2,126
Average Recon on U/C Trade	826	X 50% Gross	\$ 413	\$	7,722
Average PUVR Wholesale			\$ 786	\$	3,084
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	7,787
Hard Pack Per Unit UV			\$ 599	\$	5,426
Hard Pack Per Unit NV			\$ 599	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 299	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit			\$ -	\$	(171,516.00)
Advertising Credits Per Unit			\$ -	\$	65,413
				\$	(106,103)
<b>Note: This does not include future Gross Opportunities</b>				\$	<b>1,197,413</b>

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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	156
NV F&I Increase	\$ 465,816
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 5,395



UV Recon Increase	\$ 25,513
UV Retail PUVR Increase	\$ 92,664
Hard Pack Increase UV	\$ 37,004
Hard Pack Increase NV	\$ 93,444
Doc Fee/Admin Fee/ Service Charge Increase	\$ 65,115
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (2,058,192)
Total Additional Income	\$ 784,951
<b>Total Variance</b>	<b>\$ (1,273,241)</b>
Total Projected Gross (Variance + Current)	\$ 14,368,951





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,986	\$ 5,774,924
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	44%	# of Trades	851.0	851.0

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	85.1	85.1
Average Recon on U/C Trade	\$ 826	X 50% Gross	\$ 413	\$ 351,446
Average PUVR Wholesale			\$ 786	\$ 66,885
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 1,148,796
Hard Pack Per Unit UV			\$ 599	\$ 458,753
Hard Pack Per Unit NV			\$ 599	\$ 1,158,466
Doc Fee/ Admin Fee Per Unit			\$ 299	\$ 807,259
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 13,138</b>	<b>\$ 9,766,530</b>
<b>Note: This does not include future Gross Opportunities</b>				

