

## Current Data

New Retail Deliveries YTD (units)	2,263
Month of Year	11
Average # Retail Units Delivered Per Month	206
Total # Units Currently in Inventory	550
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,104
CURRENT Monthly Gross Profit	\$ 432,850
CURRENT Yearly Front End Gross Profit Total	\$ 5,194,202



## Projection

	5.5
\$	1,990.0
	252
\$	501,646
\$	68,796
\$	6,019,750
\$	825,548

## Additional Income

				Monthly
				47
Current New Vehicle F&I Average PVR			1245	\$ 58,515
PDI & Accessory Sales PVR	700	X 50% Gross	\$ 350	\$ 16,450
Trade %	55%	# of Trades	25.9	\$ 1,281

UV Immediate Wholesale %	4%	# of Trades Immediate Wholesaled	1.0	\$	18,612
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	106,039
Average PUVR Wholesale			\$ 1,239	\$	-
Average PUVR (Front and Back) on Trades			\$ 4,273	\$	-
Hard Pack Per Unit UV			\$ -	\$	35,836
Hard Pack Per Unit NV			\$ -	\$	18,800
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	15,510
OEM Incentives Per Unit			\$ 400	\$	6,110
Floorplan Assistance Per Unit			\$330	\$	68,795.65
Advertising Credits Per Unit			\$ 130	\$	277,153
				\$	345,949
<b>Note: This does not include future Gross Opportunities</b>				\$	778,799

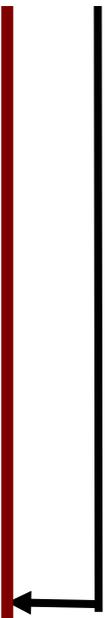
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<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	564
NV F&I Increase	\$ 702,180
PDI & Accesory Increase	\$ 197,400
UV Wholesale Increase	\$ 15,374

UV Recon Increase	\$ 223,344
UV Retail PUVR Increase	\$ 1,272,465
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 430,034
OEM Incentives Increase	\$ 225,600
Floorplan Assistance Increase	\$ 186,120
Advertising Credit Increase	\$ 73,320
Front End Variance (from above)	\$ 825,548
Total Additional Income	\$ 3,325,837
<b>Total Variance</b>	<b>\$ 4,151,385</b>
Total Projected Gross (Variance + Current)	\$ 9,345,587





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,245	\$ 2,817,435
PDI & Accessory Sales PVR	\$ 700	X 50% Gross	\$ 350	\$ 792,050
Trade %	55%	# of Trades	1,244.7	1,244.7

UV Immediate Wholesale %	4%	# of Trades Immediate Wholesaled	49.8	49.8
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 933,488
Average PUVR Wholesale			\$ 1,239	\$ 61,685
Average PUVR (Front and Back) on Trades			\$ 4,273	\$ 5,105,654
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ 1,725,474
OEM Incentives Per Unit			\$ 400	\$ 905,200
Floorplan Assistance Per Unit			\$ 330	\$ 746,790
Advertising Credits Per Unit			\$ 130	\$ 294,190
<b>Total Washout PNVR</b>			<b>\$ 8,209</b>	<b>\$ 13,381,965</b>
<b>Note: This does not include future Gross Opportunities</b>				

