

## Current Data

New Retail Deliveries YTD (units)	532
Month of Year	5
Average # Retail Units Delivered Per Month	106
Total # Units Currently in Inventory	86
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	14.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 10,656
CURRENT Monthly Gross Profit	\$ 1,133,798
CURRENT Yearly Front End Gross Profit Total	\$ 13,605,581

## Projection

14.8
\$ 10,656.0
106
\$ 1,130,246
\$ (3,552)
\$ 13,562,957
\$ (42,624)

## Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR			3661	\$ (3,661)
PDI & Accessory Sales PVR	266	X 50% Gross	\$ 133	\$ (133)
Trade %	50%	# of Trades	(0.5)	\$ (253)

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	(0.1)	\$	(343)
Average Recon on U/C Trade	1717	X 50% Gross	\$ 859	\$	(4,503)
Average PUVR Wholesale			\$ 2,526	\$	-
Average PUVR (Front and Back) on Trades			\$ 11,258	\$	-
Hard Pack Per Unit UV			\$ -	\$	(1,119)
Hard Pack Per Unit NV			\$ -	\$	(1,492)
Doc Fee/ Admin Fee Per Unit			\$ 799	\$	(743)
OEM Incentives Per Unit			\$ 1,492	\$	(640)
Floorplan Assistance Per Unit			\$ 743	\$	(3,552.00)
Advertising Credits Per Unit			\$ 640	\$	(12,887)
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 23,543	\$	<b>(16,439)</b>
<b>Note: This does not include future Gross Opportunities</b>				\$	2,497,146

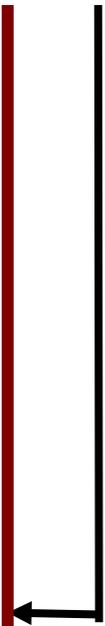


<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(12)
NV F&I Increase	\$ (43,932)
PDI & Accesory Increase	\$ (1,596)
UV Wholesale Increase	\$ (3,031)

UV Recon Increase	\$ (4,121)
UV Retail PUVR Increase	\$ (54,038)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (13,423)
OEM Incentives Increase	\$ (17,908)
Floorplan Assistance Increase	\$ (8,916)
Advertising Credit Increase	\$ (7,680)
Front End Variance (from above)	\$ (42,624)
Additional Income Variance	\$ (154,646)
<b>Total Variance</b>	<b>\$ (197,270)</b>
Total Projected Gross Profit	\$ 29,965,750





## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,273
Average <u>Front End</u> Gross Profit PNVR	\$ 10,656
Annualized Yearly Front End Gross Profit Total	\$ 13,562,957



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 3,661	\$ 4,659,721
PDI & Accessory Sales PVR	\$ 266	X 50% Gross	\$ 133	\$ 169,282
Trade %	50%	# of Trades	636.4	636.4
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	127.3	127.3
Average Recon on U/C Trade	\$ 1,717	X 50% Gross	\$ 859	\$ 437,080
Average PUVR Wholesale			\$ 2,526	\$ 321,529
Average PUVR (Front and Back) on Trades			\$ 11,258	\$ 5,731,673
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 1,423,754

OEM Incentives Per Unit	\$ 1,492	\$ 1,899,472
Floorplan Assistance Per Unit	\$ 743	\$ 945,690
Advertising Credits Per Unit	\$ 640	\$ 814,592
<b>Total Washout PNVR</b>	<b>\$ 23,543</b>	<b>\$ 29,965,750</b>
<b>Note: This does not include future Gross Opportunities</b>		

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