

## Current Data

New Retail Deliveries YTD (units)	551
Month of Year	4
Average # Retail Units Delivered Per Month	138
Total # Units Currently in Inventory	19
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	87.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,139
CURRENT Monthly Gross Profit	\$ 570,147
CURRENT Yearly Front End Gross Profit Total	\$ 6,841,767

## Projection

87.0
\$ 4,200.0
138
\$ 578,550
\$ 8,403
\$ 6,942,600
\$ 100,833

## Additional Income

				Monthly
				-
Current New Vehicle F&I Average PVR			1495	\$ -
PDI & Accessory Sales PVR	2498	X 50% Gross	\$ 1,249	\$ -
Trade %	53%	# of Trades	-	\$ -

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1733	X 50% Gross	\$ 867	\$ -
Average PUVR Wholesale			\$ 304	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,097	\$ -
Hard Pack Per Unit UV			\$ 1,575	\$ -
Hard Pack Per Unit NV			\$ 625	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 342	\$ 8,402.75
Advertising Credits Per Unit			\$ 175	\$ -
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 10,997</b>	<b>\$ 8,403</b>
<b>Note: This does not include future Gross Opportunities</b>				<b>\$ 1,514,775</b>



<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	0
NV F&I Increase	\$ -
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$	-
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	-
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	100,833
Additional Income Variance	\$	-
<b>Total Variance</b>	\$	<b>100,833</b>
Total Projected Gross Profit	\$	18,177,303





## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,653
Average <u>Front End</u> Gross Profit PNVR	\$ 4,139
Annualized Yearly Front End Gross Profit Total	\$ 6,841,767



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## Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,495	\$	2,471,235
PDI & Accessory Sales PVR	\$ 2,498	X 50% Gross	\$ 1,249	\$	2,064,597
Trade %	53%	# of Trades	876.1		876.1
UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	289.1		289.1
Average Recon on U/C Trade	\$ 1,733	X 50% Gross	\$ 867	\$	508,618
Average PUVR Wholesale			\$ 304	\$	87,889
Average PUVR (Front and Back) on Trades			\$ 3,097	\$	1,817,878
Hard Pack Per Unit UV			\$ 1,575	\$	1,379,842
Hard Pack Per Unit NV			\$ 625	\$	1,033,125

Doc Fee/ Admin Fee Per Unit	\$ 499	\$ 1,117,750
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 342	\$ 565,326
Advertising Credits Per Unit	\$ 175	\$ 289,275
<b>Total Washout PNVR</b>	<b>\$ 10,997</b>	<b>\$ 18,177,303</b>
<b>Note: This does not include future Gross Opportunities</b>		

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