

## Current Data

New Retail Deliveries YTD (units)	388
Month of Year	6
Average # Retail Units Delivered Per Month	65
Total # Units Currently in Inventory	93
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,208
CURRENT Monthly Gross Profit	\$ 272,117
CURRENT Yearly Front End Gross Profit Total	\$ 3,265,408

## Projection

	95.0
	\$ 4,000.0
	65
	\$ 260,000
	\$ (12,117)
	\$ 3,120,000
	\$ (145,408)

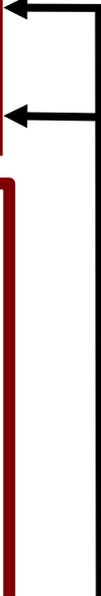
## Additional Income

				Monthly
				10
Current New Vehicle F&I Average PVR			610	\$ 6,100
PDI & Accessory Sales PVR	107	X 50% Gross	\$ 54	\$ 535
Trade %	53%	# of Trades	5.3	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ 1,829
Average Recon on U/C Trade	690	X 50% Gross	\$ 345	\$ -
Average PUVR Wholesale			\$ 850	\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV			\$ -	\$ 9,012
Hard Pack Per Unit NV			\$ -	\$ 2,560
Doc Fee/ Admin Fee Per Unit			\$ 589	\$ 6,780
OEM Incentives Per Unit			\$ 256	\$ 2,000
Floorplan Assistance Per Unit			\$ 678	\$ (12,117.33)
Advertising Credits Per Unit			\$ 200	\$ 28,815
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 6,190</b>	<b>\$ 16,698</b>
<b>Note: This does not include future Gross Opportunities</b>				\$ 402,363



<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	120
NV F&I Increase	\$ 73,200
PDI & Accesory Increase	\$ 6,420
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 21,942
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 108,140
OEM Incentives Increase	\$ 30,720
Floorplan Assistance Increase	\$ 81,360
Advertising Credit Increase	\$ 24,000
Front End Variance (from above)	\$ (145,408)
Additional Income Variance	\$ 345,782
<b>Total Variance</b>	<b>\$ 200,374</b>
<b>Total Projected Gross Profit</b>	<b>\$ 4,828,352</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	780
Average <u>Front End</u> Gross Profit PNVR	\$ 4,208
Annualized Yearly Front End Gross Profit Total	\$ 3,282,240



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 610	\$ 475,800
PDI & Accessory Sales PVR	\$ 107	X 50% Gross	\$ 54	\$ 41,730
Trade %	53%	# of Trades	413.4	413.4
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 690	X 50% Gross	\$ 345	\$ 142,623
Average PUVR Wholesale			\$ 850	\$ 850
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	589	\$	589
OEM Incentives Per Unit	\$	256	\$	199,680
Floorplan Assistance Per Unit	\$	678	\$	528,840
Advertising Credits Per Unit	\$	200	\$	156,000
<b>Total Washout PNVR</b>	<b>\$</b>	<b>6,190</b>	<b>\$</b>	<b>4,828,352</b>
<b>Note: This does not include future Gross Opportunities</b>				

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