

## Current Data

New Retail Deliveries YTD (units)	418
Month of Year	7
Average # Retail Units Delivered Per Month	60
Total # Units Currently in Inventory	84
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,387
CURRENT Monthly Gross Profit	\$ 202,252
CURRENT Yearly Front End Gross Profit Total	\$ 2,427,027

## Projection

8.0
\$ 2,975.0
56
\$ 166,600
\$ (35,652)
\$ 1,999,200
\$ (427,827)

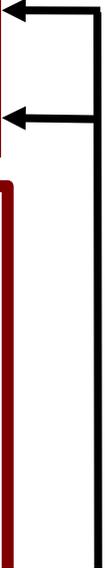
## Additional Income

				Monthly
				(4)
Current New Vehicle F&I Average PVR		1569		\$ (6,276)
PDI & Accessory Sales PVR	321	X 50% Gross	\$ 161	\$ (642)
Trade %	56%	# of Trades	(2.2)	\$ 56

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	(0.3)	\$ (2,068)
Average Recon on U/C Trade	2098	X 50% Gross	\$ 1,049	\$ (5,525)
Average PUVR Wholesale			\$ (210)	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,803	\$ -
Hard Pack Per Unit UV			\$ -	\$ (746)
Hard Pack Per Unit NV			\$ -	\$ (648)
Doc Fee/ Admin Fee Per Unit			\$ 125	\$ (2,840)
OEM Incentives Per Unit			\$ 162	\$ (700)
Floorplan Assistance Per Unit			\$ 710	\$ (35,652.29)
Advertising Credits Per Unit			\$ 175	\$ (19,389)
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 8,234</b>	<b>\$ (55,041)</b>
<b>Note: This does not include future Gross Opportunities</b>				<b>\$ 461,118</b>

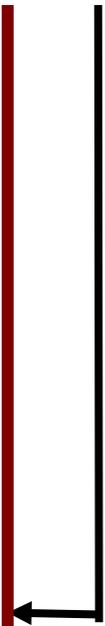


<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(48)
NV F&I Increase	\$ (75,312)
PDI & Accesory Increase	\$ (7,704)
UV Wholesale Increase	\$ 677

UV Recon Increase	\$ (24,813)
UV Retail PUVR Increase	\$ (66,303)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (8,957)
OEM Incentives Increase	\$ (7,776)
Floorplan Assistance Increase	\$ (34,080)
Advertising Credit Increase	\$ (8,400)
Front End Variance (from above)	\$ (427,827)
Additional Income Variance	\$ (232,668)
<b>Total Variance</b>	<b>\$ (660,496)</b>
Total Projected Gross Profit	\$ 5,533,418





## Projections

### Data

Projected New Retail Deliveries YTD (units)	672
Average <u>Front End</u> Gross Profit PNVR	\$ 3,387
Annualized Yearly Front End Gross Profit Total	\$ 2,276,064



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,569	\$ 1,054,368
PDI & Accessory Sales PVR	\$ 321	X 50% Gross	\$ 161	\$ 107,856
Trade %	56%	# of Trades	376.3	376.3
UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	45.2	45.2
Average Recon on U/C Trade	\$ 2,098	X 50% Gross	\$ 1,049	\$ 347,389
Average PUVR Wholesale			\$ (210)	\$ (9,483)
Average PUVR (Front and Back) on Trades			\$ 2,803	\$ 928,246
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 125	\$ 125,395

OEM Incentives Per Unit	\$	162	\$	108,864
Floorplan Assistance Per Unit	\$	710	\$	477,120
Advertising Credits Per Unit	\$	175	\$	117,600
<b>Total Washout PNVR</b>	<b>\$</b>	<b>8,234</b>	<b>\$</b>	<b>5,533,418</b>
<b>Note: This does not include future Gross Opportunities</b>				

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