

## Current Data

New Retail Deliveries YTD (units)	574
Month of Year	7
Average # Retail Units Delivered Per Month	82
Total # Units Currently in Inventory	34
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	28.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 7,294
CURRENT Monthly Gross Profit	\$ 598,108
CURRENT Yearly Front End Gross Profit Total	\$ 7,177,296

## Projection

	10.0
	\$ 7,294.0
	82
	\$ 598,108
	\$ -
	\$ 7,177,296
	\$ -

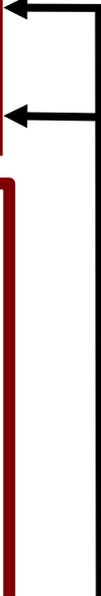
## Additional Income

				Monthly
				8
Current New Vehicle F&I Average PVR			1451.69	\$ 11,614
PDI & Accessory Sales PVR	156	X 50% Gross	\$ 78	\$ 624
Trade %	60%	# of Trades	4.8	\$ 129

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	1.0	\$ 2,400
Average Recon on U/C Trade	1250	X 50% Gross	\$ 625	\$ 15,817
Average PUVR Wholesale			\$ 135	\$ -
Average PUVR (Front and Back) on Trades			\$ 4,119	\$ -
Hard Pack Per Unit UV			\$ -	\$ 4,996
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 422	\$ 1,098
OEM Incentives Per Unit			\$ -	\$ 3,617
Floorplan Assistance Per Unit			\$ 137	\$ -
Advertising Credits Per Unit			\$ 452	\$ 40,295
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 12,331</b>	<b>\$ 40,295</b>
<b>Note: This does not include future Gross Opportunities</b>				\$ 1,011,129



<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	96
NV F&I Increase	\$ 139,362
PDI & Accesory Increase	\$ 7,488
UV Wholesale Increase	\$ 1,551

UV Recon Increase	\$ 28,800
UV Retail PUVR Increase	\$ 189,804
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 59,958
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 13,172
Advertising Credit Increase	\$ 43,403
Front End Variance (from above)	\$ -
Additional Income Variance	\$ 483,537
<b>Total Variance</b>	<b>\$ 483,537</b>
Total Projected Gross Profit	\$ 12,133,551





## Projections

### Data

Projected New Retail Deliveries YTD (units)	984
Average <u>Front End</u> Gross Profit PNVR	\$ 7,294
Annualized Yearly Front End Gross Profit Total	\$ 7,177,296



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## Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 1,452	\$ 1,428,463	
PDI & Accessory Sales PVR	\$ 156	X 50% Gross	\$ 78	\$ 76,752	
Trade %	60%	# of Trades	590.4	590.4	
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	118.1	118.1	
Average Recon on U/C Trade	\$ 1,250	X 50% Gross	\$ 625	\$ 295,200	
Average PUVR Wholesale			\$ 135	\$ 15,896	
Average PUVR (Front and Back) on Trades			\$ 4,119	\$ 1,945,486	
Hard Pack Per Unit UV			\$ -	\$ -	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$ 422	\$ 614,567
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 137	\$ 135,015
Advertising Credits Per Unit	\$ 452	\$ 444,876
<b>Total Washout PNVR</b>	<b>\$ 12,331</b>	<b>\$ 12,133,551</b>
<b>Note: This does not include future Gross Opportunities</b>		

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