

## Current Data

New Retail Deliveries YTD (units)	405
Month of Year	10
Average # Retail Units Delivered Per Month	41
Total # Units Currently in Inventory	89
Months Supply "In Units"	2.2
CURRENT Inventory Turn Rate	5.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 877
CURRENT Monthly Gross Profit	\$ 35,519
CURRENT Yearly Front End Gross Profit Total	\$ 426,222

## Projection

	8.7
\$	550.0
	65
\$	35,489
\$	(30)
\$	425,865
\$	(357)

## Additional Income

				Monthly
				25
Current New Vehicle F&I Average PVR			1029	\$ 25,725
PDI & Accessory Sales PVR	499	X 50% Gross	\$ 250	\$ 6,238
Trade %	43%	# of Trades	10.8	\$ 3,499

UV Immediate Wholesale %	70%	# of Trades Immediate Wholesaled	7.5	\$ 2,983
Average Recon on U/C Trade	1850	X 50% Gross	\$ 925	\$ -
Average PUVR Wholesale			\$ 465	\$ 645
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 200	\$ 15,242
Hard Pack Per Unit NV			\$ -	\$ 35,150
Doc Fee/ Admin Fee Per Unit			\$ 540	\$ 8,775
OEM Incentives Per Unit			\$ 1,406	\$ 20,725
Floorplan Assistance Per Unit			\$ 351	\$ (29.75)
Advertising Credits Per Unit			\$ 829	\$ 118,981
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 5,696</b>	<b>\$ 118,952</b>
<b>Note: This does not include future Gross Opportunities</b>				<b>\$ 367,563</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	300
NV F&I Increase	\$ 308,700
PDI & Accesory Increase	\$ 74,850
UV Wholesale Increase	\$ 41,990

UV Recon Increase	\$ 35,798
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ 7,740
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 182,898
OEM Incentives Increase	\$ 421,800
Floorplan Assistance Increase	\$ 105,300
Advertising Credit Increase	\$ 248,700
Front End Variance (from above)	\$ (357)
Additional Income Variance	\$ 1,427,775
<b>Total Variance</b>	<b>\$ 1,427,418</b>
Total Projected Gross Profit	\$ 4,410,761





## Projections

### Data

Projected New Retail Deliveries YTD (units)	774
Average <u>Front End</u> Gross Profit PNVR	\$ 877
Annualized Yearly Front End Gross Profit Total	\$ 679,061



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,029	\$	796,755
PDI & Accessory Sales PVR	\$ 499	X 50% Gross	\$ 250	\$	193,188
Trade %	43%	# of Trades	332.9		332.9
UV Immediate Wholesale %	70%	# of Trades Immediate Wholesaled	233.1		233.1
Average Recon on U/C Trade	\$ 1,850	X 50% Gross	\$ 925	\$	92,393
Average PUVR Wholesale			\$ 465	\$	108,375
Average PUVR (Front and Back) on Trades			\$ -	\$	-
Hard Pack Per Unit UV			\$ 200	\$	66,590
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$	540	\$	472,060
OEM Incentives Per Unit	\$	1,406	\$	1,088,666
Floorplan Assistance Per Unit	\$	351	\$	271,779
Advertising Credits Per Unit	\$	829	\$	641,895
<b>Total Washout PNVR</b>	<b>\$</b>	<b>5,696</b>	<b>\$</b>	<b>4,410,761</b>
<b>Note: This does not include future Gross Opportunities</b>				

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