

## Current Data

New Retail Deliveries YTD (units)	393
Month of Year	9
Average # Retail Units Delivered Per Month	44
Total # Units Currently in Inventory	19
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	27.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 7,683
CURRENT Monthly Gross Profit	\$ 335,491
CURRENT Yearly Front End Gross Profit Total	\$ 4,025,892

## Projection

20.0
\$ 2,500.0
32
\$ 79,167
\$ (256,324)
\$ 950,000
\$ (3,075,892)

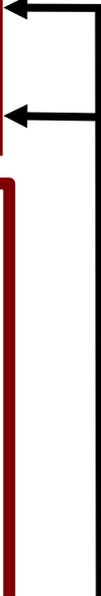
## Additional Income

				Monthly
				(12)
Current New Vehicle F&I Average PVR			2388	\$ (28,656)
PDI & Accessory Sales PVR	1500	X 50% Gross	\$ 750	\$ (9,000)
Trade %	24%	# of Trades	(2.9)	\$ (537)

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	(0.9)	\$ (2,419)
Average Recon on U/C Trade	2400	X 50% Gross	\$ 1,200	\$ (245,418)
Average PUVR Wholesale			\$ 622	\$ (752)
Average PUVR (Front and Back) on Trades			\$ 121,735	\$ (1,560)
Hard Pack Per Unit UV			\$ 373	\$ (1,191)
Hard Pack Per Unit NV			\$ 130	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ (256,324.33)
Advertising Credits Per Unit				\$ (289,534)
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 31,838</b>	<b>\$ (545,858)</b>
<b>Note: This does not include future Gross Opportunities</b>				<b>\$ 1,008,193</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	(144)
NV F&I Increase	\$ (343,872)
PDI & Accesory Increase	\$ (108,000)
UV Wholesale Increase	\$ (6,449)

UV Recon Increase	\$ (29,030)
UV Retail PUVR Increase	\$ (2,945,013)
Hard Pack Increase UV	\$ (9,024)
Hard Pack Increase NV	\$ (18,720)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (14,296)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (3,075,892)
Additional Income Variance	\$ (3,474,404)
<b>Total Variance</b>	<b>\$ (6,550,296)</b>
Total Projected Gross Profit	\$ 12,098,312





## Projections

### Data

Projected New Retail Deliveries YTD (units)	380
Average <u>Front End</u> Gross Profit PNVR	\$ 7,683
Annualized Yearly Front End Gross Profit Total	\$ 2,919,540



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 2,388	\$ 907,440
PDI & Accessory Sales PVR	\$ 1,500	X 50% Gross	\$ 750	\$ 285,000
Trade %	24%	# of Trades	91.2	91.2
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	27.4	27.4
Average Recon on U/C Trade	\$ 2,400	X 50% Gross	\$ 1,200	\$ 76,608
Average PUVR Wholesale			\$ 622	\$ 17,018
Average PUVR (Front and Back) on Trades			\$ 121,735	\$ 7,771,562
Hard Pack Per Unit UV			\$ 373	\$ 34,018
Hard Pack Per Unit NV			\$ 130	\$ 49,400

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 37,726
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 31,838</b>	<b>\$ 12,098,312</b>
<b>Note: This does not include future Gross Opportunities</b>		

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