



Current Data	
New Retail Deliveries YTD (units)	726
Month of Year	12
Average # Retail Units Delivered Per Month	61
Total # Units Currently in Inventory	57
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	12.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,804
CURRENT Monthly Gross Profit	\$ 169,642
CURRENT Yearly Front End Gross Profit Total	\$ 2,347,611

Projections	
30.0	PROJECTED Inventory Turn Rate
\$ 2,500.0	PROJECTED Average <u>Front End</u> Gross Profit PVR
143	PROJECTED Monthly Units Delivered
\$ 356,250	PROJECTED Monthly Gross Profit
\$ 186,608	PROJECTED Monthly Gross Profit Variance
\$ 4,275,000	PROJECTED Yearly Front End Gross Profit Total
\$ 2,239,296	PROJECTED Annualized Front End Gross Profit Variance

Additional Income			
Current New Vehicle F&I Average PVR			1280
PDI & Accessory Sales PVR	110	X 50% Gross	\$ 55
Trade %	50%	# of Trades	41.0
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	8.2
Average Recon on U/C Trade	888	X 50% Gross	\$ 444
Average PUVR Wholesale			\$ 1,422
Average PUVR (Front and Back) on Trades			\$ 4,084
Hard Pack Per Unit UV			\$ -
Hard Pack Per Unit NV			\$ -
Doc Fee/ Admin Fee Per Unit			\$ 349
OEM Incentives Per Unit			\$ 550
Floorplan Assistance Per Unit			\$ 300
Advertising Credits Per Unit			\$ 250
Total Washout PNVR (Adjusted for %s)			\$ 7,681
Note: This does not include future Gross Opportunities			

Monthly	PROJECTED	Yearly
82	Additional NV Units	984
\$ 104,960	NV F&I Increase	\$ 1,259,520
\$ 4,510	PDI & Accessory Increase	\$ 54,120
\$ 11,660	UV Wholesale Increase	\$ 139,925
\$ 14,563	UV Recon Increase	\$ 174,758
\$ 133,955	UV Retail PUVR Increase	\$ 1,607,462
\$ -	Hard Pack Increase UV	\$ -
\$ -	Hard Pack Increase NV	\$ -
\$ 40,065	Doc Fee/Admin Fee/ Service Charge Increase	\$ 480,782
\$ 45,100	OEM Incentives Increase	\$ 541,200
\$ 24,600	Floorplan Assistance Increase	\$ 295,200
\$ 20,500	Advertising Credit Increase	\$ 246,000
\$ 186,608.00	Front End Variance (from above)	\$ 2,239,296
\$ 399,914	Additional Income Variance	\$ 4,798,968
\$ 586,522	Total Variance	\$ 7,038,264
\$ 1,094,543	Total Projected Gross Profit	\$ 13,134,510

## Projections

Projected New Retail Deliveries YTD (units)	1,710
Average <i>Front End</i> Gross Profit PNVR	\$ 2,804
Annualized Yearly Front End Gross Profit Total	\$ 4,794,840



## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR				\$	2,188,800
PDI & Accessory Sales PVR		X 50% Gross	\$ 55	\$	94,050
Trade %		# of Trades			855.0
UV Immediate Wholesale %		# of Trades Immediate Wholesaled			171.0
Average Recon on U/C Trade		X 50% Gross	\$ 444	\$	303,696
Average PUVR Wholesale				\$	243,162
Average PUVR (Front and Back) on Trades				\$	2,793,456
Hard Pack Per Unit UV				\$	-
Hard Pack Per Unit NV				\$	-
Doc Fee/ Admin Fee Per Unit				\$	835,506
OEM Incentives Per Unit				\$	940,500
Floorplan Assistance Per Unit				\$	513,000
Advertising Credits Per Unit				\$	427,500
<b>Total Washout PNVR</b>			<b>\$ 7,681</b>	<b>\$</b>	<b>13,134,510</b>

Note: This does not include future Gross Opportunities