

## Current Data

New Retail Deliveries YTD (units)	149
Month of Year	2
Average # Retail Units Delivered Per Month	75
Total # Units Currently in Inventory	38
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	23.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,663

CURRENT Monthly Gross Profit \$ 272,894

CURRENT Yearly Front End Gross Profit Total \$ 3,274,722

## Projection

25.0
\$ 3,900.0
79
\$ 308,750
\$ 35,857
\$ 3,705,000
\$ 430,278

## Additional Income

Current New Vehicle F&I Average PVR			5028
PDI & Accessory Sales PVR	625	X 50% Gross	\$ 313
Trade %	45%	# of Trades	2.3
UV Immediate Wholesale %	34%	# of Trades Immediate Wholesaled	0.8
Average Recon on U/C Trade	1750	X 50% Gross	\$ 875
Average PUVR Wholesale			\$ 416
Average PUVR (Front and Back) on Trades			\$ 4,228
Hard Pack Per Unit UV			\$ 400
Hard Pack Per Unit NV			
Doc Fee/ Admin Fee Per Unit			\$ 200

### Monthly

5
\$ 25,140
\$ 1,563
\$ 318
\$ 1,299
\$ 6,279
\$ 594
\$ -
\$ 1,297
\$ -
\$ -

OEM Incentives Per Unit		\$	-
Floorplan Assistance Per Unit		\$	35,856.50
Advertising Credits Per Unit		\$	36,490
<b>Total Washout PNVR (Adjusted for %s)</b>	<b>\$ 11,022</b>	<b>\$</b>	<b>72,346</b>
<b>Note: This does not include future Gross Opportunities</b>		<b>\$</b>	<b>872,586</b>

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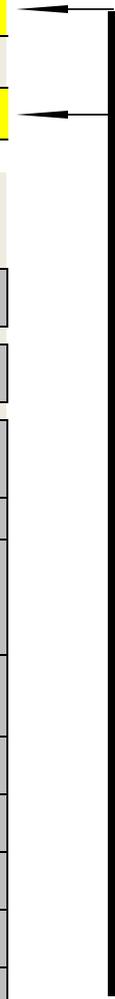






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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



<b>PROJECTED</b>	<u>Yearly</u>
Additional NV Units	60
NV F&I Increase	\$ 301,680
PDI & Accesory Increase	\$ 18,750
UV Wholesale Increase	\$ 3,819
UV Recon Increase	\$ 15,593
UV Retail PUVR Increase	\$ 75,343
Hard Pack Increase UV	\$ 7,128
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 15,564
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -

<b>Advertising Credit Increase</b>	\$	-
<b>Front End Variance (from above)</b>	\$	<b>430,278</b>
<b>Additional Income Variance</b>	\$	<b>437,876</b>
<b>Total Variance</b>	\$	<b>868,154</b>
<b>Total Projected Gross Profit</b>	\$	<b>10,471,032</b>





















































































