

## Current Data

New Retail Deliveries YTD (units)		105
Month of Year		5
Average # Retail Units Delivered Per Month		21
Total # Units Currently in Inventory		39
Months Supply "In Units"		1.9
CURRENT Inventory Turn Rate		6.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$	2,482
CURRENT Monthly Gross Profit	\$	52,122
CURRENT Yearly Front End Gross Profit Total	\$	625,464

## Projection

	6.0
\$	2,200.0
	20
\$	42,900
\$	(9,222)
\$	514,800
\$	(110,664)

## Additional Income

				Monthly
				(2)
Current New Vehicle F&I Average PVR			866	\$ (1,732)
PDI & Accessory Sales PVR	110	X 50% Gross	\$ 55	\$ (110)
Trade %	35%	# of Trades	(0.7)	\$ (17)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	(0.0)	\$ (166)
Average Recon on U/C Trade	500	X 50% Gross	\$ 250	\$ (1,995)
Average PUVR Wholesale			\$ 500	\$ (332)
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ (294)
Hard Pack Per Unit UV			\$ 500	\$ (1,596)
Hard Pack Per Unit NV			\$ 147	\$ (500)
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ (1,234)
OEM Incentives Per Unit			\$ 250	\$ (470)
Floorplan Assistance Per Unit			\$ 617	\$ (9,222.00)
Advertising Credits Per Unit			\$ 235	\$ (8,448)
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 6,715</b>	<b>\$ (17,670)</b>
<b>Note: This does not include future Gross Opportunities</b>				<b>\$ 130,934</b>

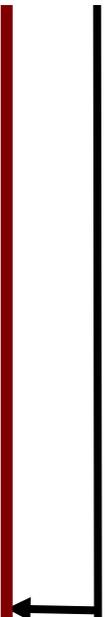


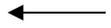
<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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

<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(24)
NV F&I Increase	\$ (20,784)
PDI & Accesory Increase	\$ (1,320)
UV Wholesale Increase	\$ (210)



UV Recon Increase	\$ (1,995)
UV Retail PUVR Increase	\$ (23,940)
Hard Pack Increase UV	\$ (3,990)
Hard Pack Increase NV	\$ (3,528)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (19,156)
OEM Incentives Increase	\$ (6,000)
Floorplan Assistance Increase	\$ (14,808)
Advertising Credit Increase	\$ (5,640)
Front End Variance (from above)	\$ (110,664)
Additional Income Variance	\$ (101,371)
<b>Total Variance</b>	<b>\$ (212,035)</b>
<b>Total Projected Gross Profit</b>	<b>\$ 1,571,203</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	234
Average <u>Front End</u> Gross Profit PNVR	\$ 2,482
Annualized Yearly Front End Gross Profit Total	\$ 580,788



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 866	\$ 202,644
PDI & Accessory Sales PVR	\$ 110	X 50% Gross	\$ 55	\$ 12,870
Trade %	35%	# of Trades	81.9	81.9
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	4.1	4.1
Average Recon on U/C Trade	\$ 500	X 50% Gross	\$ 250	\$ 19,451
Average PUVR Wholesale			\$ 500	\$ 2,047
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 233,415
Hard Pack Per Unit UV			\$ 500	\$ 40,950
Hard Pack Per Unit NV			\$ 147	\$ 34,398
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ 186,771

OEM Incentives Per Unit	\$	250	\$	58,500
Floorplan Assistance Per Unit	\$	617	\$	144,378
Advertising Credits Per Unit	\$	235	\$	54,990
<b>Total Washout PNVR</b>	<b>\$</b>	<b>6,715</b>	<b>\$</b>	<b>1,571,203</b>
<b>Note: This does not include future Gross Opportunities</b>				

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