

## Current Data

New Retail Deliveries YTD (units)	582
Month of Year	5
Average # Retail Units Delivered Per Month	116
Total # Units Currently in Inventory	89
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	15.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,026
CURRENT Monthly Gross Profit	\$ 468,626
CURRENT Yearly Front End Gross Profit Total	\$ 5,623,517

## Projection

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\$	4,000.0
	89
\$	356,000
\$	(112,626)
\$	4,272,000
\$	(1,351,517)

## Additional Income

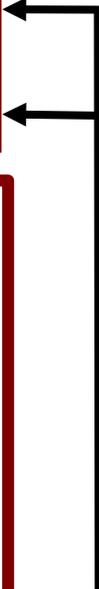
				Monthly
				(28)
Current New Vehicle F&I Average PVR		2369		\$ (66,332)
PDI & Accessory Sales PVR	572	X 50% Gross	\$ 286	\$ (8,008)
Trade %	35%	# of Trades	(9.8)	\$ (6,468)

UV Immediate Wholesale %	44%	# of Trades Immediate Wholesaled	(4.3)	\$ (4,635)
Average Recon on U/C Trade	1689	X 50% Gross	\$ 845	\$ (10,976)
Average PUVR Wholesale			\$ 1,500	\$ (2,607)
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ (13,300)
Hard Pack Per Unit UV			\$ 475	\$ (2,846)
Hard Pack Per Unit NV			\$ 475	\$ (73,388)
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ (37,492)
OEM Incentives Per Unit			\$ 2,621	\$ (27,860)
Floorplan Assistance Per Unit			\$ 1,339	\$ (112,626.40)
Advertising Credits Per Unit			\$ 995	\$ (253,912)
Total Washout PNVR (Adjusted for %s)			\$ 1	\$ (366,538)
<b>Note: This does not include future Gross Opportunities</b>				\$ 1,171,901



<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	(336)
NV F&I Increase	\$ (795,984)
PDI & Accesory Increase	\$ (96,096)
UV Wholesale Increase	\$ (77,616)



UV Recon Increase	\$ (55,615)
UV Retail PUVR Increase	\$ (131,712)
Hard Pack Increase UV	\$ (31,282)
Hard Pack Increase NV	\$ (159,600)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (34,158)
OEM Incentives Increase	\$ (880,656)
Floorplan Assistance Increase	\$ (449,904)
Advertising Credit Increase	\$ (334,320)
Front End Variance (from above)	\$ (1,351,517)
Additional Income Variance	\$ (3,046,943)
<b>Total Variance</b>	<b>\$ (4,398,460)</b>
<b>Total Projected Gross Profit</b>	<b>\$ 14,062,817</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,068
Average <u>Front End</u> Gross Profit PNVR	\$ 4,026
Annualized Yearly Front End Gross Profit Total	\$ 4,299,768



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,369	\$ 2,530,092
PDI & Accessory Sales PVR	\$ 572	X 50% Gross	\$ 286	\$ 305,448
Trade %	35%	# of Trades	373.8	373.8
UV Immediate Wholesale %	44%	# of Trades Immediate Wholesaled	164.5	164.5
Average Recon on U/C Trade	\$ 1,689	X 50% Gross	\$ 845	\$ 176,777
Average PUVR Wholesale			\$ 1,500	\$ 246,708
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ 418,656
Hard Pack Per Unit UV			\$ 475	\$ 177,555
Hard Pack Per Unit NV			\$ 475	\$ 507,300

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 108,573
OEM Incentives Per Unit	\$ 2,621	\$ 2,799,228
Floorplan Assistance Per Unit	\$ 1,339	\$ 1,430,052
Advertising Credits Per Unit	\$ 995	\$ 1,062,660
<b>Total Washout PNVR</b>	<b>\$ 13,167</b>	<b>\$ 14,062,817</b>
<b>Note: This does not include future Gross Opportunities</b>		

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