

## Current Data

New Retail Deliveries YTD (units)	264
Month of Year	8
Average # Retail Units Delivered Per Month	33
Total # Units Currently in Inventory	115
Months Supply "In Units"	3.5
CURRENT Inventory Turn Rate	3.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 5,070
CURRENT Monthly Gross Profit	\$ 167,310
CURRENT Yearly Front End Gross Profit Total	\$ 2,007,720

## Projection

	8.0
\$	4,000.0
	77
\$	306,667
\$	139,357
\$	3,680,000
\$	1,672,280

## Additional Income

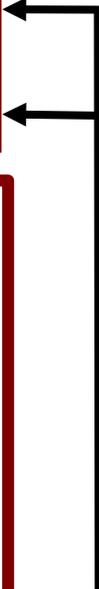
				Monthly
				44
Current New Vehicle F&I Average PVR			2332	\$ 102,608
PDI & Accessory Sales PVR	1176	X 50% Gross	\$ 588	\$ 25,872
Trade %	45%	# of Trades	19.8	\$ (1,980)

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	7.9	\$	4,906
Average Recon on U/C Trade	826	X 50% Gross	\$ 413	\$	60,612
Average PUVR Wholesale			\$ (250)	\$	8,316
Average PUVR (Front and Back) on Trades			\$ 5,102	\$	-
Hard Pack Per Unit UV			\$ 700	\$	10,561
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 189	\$	297
OEM Incentives Per Unit				\$	-
Floorplan Assistance Per Unit			\$ 7	\$	139,356.67
Advertising Credits Per Unit				\$	211,192
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 9,996</b>	<b>\$</b>	<b>350,549</b>
<b>Note: This does not include future Gross Opportunities</b>				\$	766,346



<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>
Additional NV Units	528
NV F&I Increase	\$ 1,231,296
PDI & Accesory Increase	\$ 310,464
UV Wholesale Increase	\$ (23,760)



UV Recon Increase	\$ 58,877
UV Retail PUVR Increase	\$ 727,341
Hard Pack Increase UV	\$ 99,792
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 126,736
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 3,559
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 1,672,280
Additional Income Variance	\$ 2,534,305
<b>Total Variance</b>	<b>\$ 4,206,585</b>
Total Projected Gross Profit	\$ 9,196,154





## Projections

### Data

Projected New Retail Deliveries YTD (units)	920
Average <u>Front End</u> Gross Profit PNVR	\$ 5,070
Annualized Yearly Front End Gross Profit Total	\$ 4,664,400



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,332	\$ 2,145,440
PDI & Accessory Sales PVR	\$ 1,176	X 50% Gross	\$ 588	\$ 540,960
Trade %	45%	# of Trades	414.0	414.0
UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	165.6	165.6
Average Recon on U/C Trade	\$ 826	X 50% Gross	\$ 413	\$ 102,589
Average PUVR Wholesale			\$ (250)	\$ (41,400)
Average PUVR (Front and Back) on Trades			\$ 5,102	\$ 1,267,337
Hard Pack Per Unit UV			\$ 700	\$ 289,800
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 189	\$ 220,828
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 7	\$ 6,201
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 9,996</b>	<b>\$ 9,196,154</b>
<b>Note: This does not include future Gross Opportunities</b>		

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