

Current Data

New Retail Deliveries YTD (units)	785
Month of Year	8
Average # Retail Units Delivered Per Month	98
Total # Units Currently in Inventory	42
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	28.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 6,042
CURRENT Monthly Gross Profit	\$ 592,871
CURRENT Yearly Front End Gross Profit Total	\$ 7,114,455

Projection

	28.0
	\$ 6,000.0
	98
	\$ 588,000
	\$ (4,871)
	\$ 7,056,000
	\$ (58,455)

Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR			1509	\$ (1,509)
PDI & Accessory Sales PVR	1051	X 50% Gross	\$ 526	\$ (526)
Trade %	40%	# of Trades	(0.4)	\$ -

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	(0.0)	\$ (270)
Average Recon on U/C Trade	1420	X 50% Gross	\$ 710	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV				\$ -
Hard Pack Per Unit NV				\$ -
Doc Fee/ Admin Fee Per Unit				\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ (4,871.25)
Advertising Credits Per Unit				\$ (2,304)
Total Washout PNVR (Adjusted for %s)			\$ 8,346	\$ (7,176)
Note: This does not include future Gross Opportunities				\$ 817,937



ns	
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 Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	

PROJECTED	<u>Yearly</u>
Additonal NV Units	(12)
NV F&I Increase	\$ (18,108)
PDI & Accesory Increase	\$ (6,306)
UV Wholesale Increase	\$ -



UV Recon Increase	\$ (3,238)
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (58,455)
Additional Income Variance	\$ (27,652)
Total Variance	\$ (86,107)
Total Projected Gross Profit	\$ 9,815,249





Projections

Data

Projected New Retail Deliveries YTD (units)	1,176
Average <u>Front End</u> Gross Profit PNVR	\$ 6,042
Annualized Yearly Front End Gross Profit Total	\$ 7,105,392



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,509	\$ 1,774,584
PDI & Accessory Sales PVR	\$ 1,051	X 50% Gross	\$ 526	\$ 617,988
Trade %	40%	# of Trades	470.4	470.4
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	23.5	23.5
Average Recon on U/C Trade	\$ 1,420	X 50% Gross	\$ 710	\$ 317,285
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 8,346	\$ 9,815,249
Note: This does not include future Gross Opportunities		

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