



Current Data

New Retail Deliveries YTD (units)	343
Month of Year	10
Average # Retail Units Delivered Per Month	34
Total # Units Currently in Inventory	120
Months Supply "In Units"	3.5
CURRENT Inventory Turn Rate	3.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,767
CURRENT Monthly Gross Profit	\$ 60,608
CURRENT Yearly Front End Gross Profit Total	\$ 727,297

Projections

3.4	PROJECTED Inventory Turn Rate
\$ 1,767.0	PROJECTED Average <u>Front End</u> Gross Profit PVR
34	PROJECTED Monthly Units Delivered
\$ 60,078	PROJECTED Monthly Gross Profit
\$ (530)	PROJECTED Monthly Gross Profit Variance
\$ 720,936	PROJECTED Yearly Front End Gross Profit Total
\$ (6,361)	PROJECTED Annualized Front End Gross Profit Variance

Additional Income

Current New Vehicle F&I Average PVR	2159
PDI & Accessory Sales PVR	265.6 X 50% Gross \$ 133
Trade %	59% # of Trades (0.6)
UV Immediate Wholesale %	10% # of Trades Immediate Wholesaled (0.1)
Average Recon on U/C Trade	1300 X 50% Gross \$ 650
Average PUVR Wholesale	\$ 346
Average PUVR (Front and Back) on Trades	\$ 3,573
Hard Pack Per Unit UV	\$ 150
Hard Pack Per Unit NV	\$ -
Doc Fee/ Admin Fee Per Unit	\$ 799
OEM Incentives Per Unit	\$ 590
Floorplan Assistance Per Unit	\$ 1,153
Advertising Credits Per Unit	\$ 847
Total Washout PNVR (Adjusted for %s)	\$ 10,224

Monthly	PROJECTED	Yearly
(1)		(12)
	Additional NV Units	
\$ (2,159)	NV F&I Increase	\$ (25,908)
\$ (133)	PDI & Accessory Increase	\$ (1,594)
\$ (20)	UV Wholesale Increase	\$ (245)
\$ (345)	UV Recon Increase	\$ (4,142)
\$ (1,897)	UV Retail PUVR Increase	\$ (22,767)
\$ (80)	Hard Pack Increase UV	\$ (956)
\$ -	Hard Pack Increase NV	\$ -
\$ (1,223)	Doc Fee/Admin Fee/ Service Charge Increase	\$ (14,679)
\$ (590)	OEM Incentives Increase	\$ (7,084)
\$ (1,153)	Floorplan Assistance Increase	\$ (13,832)
\$ (847)	Advertising Credit Increase	\$ (10,165)
\$ (530.10)	Front End Variance (from above)	\$ (6,361)
\$ (8,448)	Additional Income Variance	\$ (101,372)
\$ (8,978)	Total Variance	\$ (107,733)
\$ 347,600	Total Projected Gross Profit	\$ 4,171,199

Note: This does not include future Gross Opportunities

Projections

Data

Projected New Retail Deliveries YTD (units)	408
Average <u>Front End</u> Gross Profit PNVR	\$ 1,767
Annualized Yearly Front End Gross Profit Total	\$ 720,936



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,159	\$ 880,872
PDI & Accessory Sales PVR	\$ 266	X 50% Gross	\$ 133	\$ 54,182
Trade %	59%	# of Trades	240.7	240.7
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	24.1	24.1
Average Recon on U/C Trade	\$ 1,300	X 50% Gross	\$ 650	\$ 140,821
Average PUVR Wholesale			\$ 346	\$ 8,329
Average PUVR (Front and Back) on Trades			\$ 3,573	\$ 774,083
Hard Pack Per Unit UV			\$ 150	\$ 36,108
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	799	\$	499,094
OEM Incentives Per Unit	\$	590	\$	240,872
Floorplan Assistance Per Unit	\$	1,153	\$	470,287
Advertising Credits Per Unit	\$	847	\$	345,614
Total Washout PNVR	\$	10,224	\$	4,171,199
Note: This does not include future Gross Opportunities				

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