



**Current Data**

New Retail Deliveries YTD (units)	1,058
Month of Year	6
Average # Retail Units Delivered Per Month	176
Total # Units Currently in Inventory	610
Months Supply "In Units"	3.5
CURRENT Inventory Turn Rate	3.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,526
CURRENT Monthly Gross Profit	\$ 269,085
CURRENT Yearly Front End Gross Profit Total	\$ 3,229,016

**Projections**

4.0	PROJECTED Inventory Turn Rate
\$ 1,550.0	PROJECTED Average <i>Front End</i> Gross Profit PVR
203	PROJECTED Monthly Units Delivered
\$ 315,167	PROJECTED Monthly Gross Profit
\$ 46,082	PROJECTED Monthly Gross Profit Variance
\$ 3,782,000	PROJECTED Yearly Front End Gross Profit Total
\$ 552,984	PROJECTED Annualized Front End Gross Profit Variance

**Additional Income**

		Monthly	PROJECTED	Yearly
		27	Additional NV Units	324
Current New Vehicle F&I Average PVR		\$ 48,465	NV F&I Increase	\$ 581,580
PDI & Accessory Sales PVR	X 50% Gross	\$ -	PDI & Accessory Increase	\$ -
Trade %	# of Trades	-	UV Wholesale Increase	\$ -
UV Immediate Wholesale %	# of Trades Immediate Wholesaled	-	UV Recon Increase	\$ -
Average Recon on %	X 50% Gross	\$ -	UV Retail PUVR Increase	\$ -
Average PUVR Wholesale		\$ 853	Hard Pack Increase UV	\$ -
Average PUVR (Front and Back) on Trades			Hard Pack Increase NV	\$ -
Hard Pack Per Unit UV		\$ -	Doc Fee/Admin Fee/ Service Charge Increase	\$ 27,540
Hard Pack Per Unit NV		\$ -	OEM Incentives Increase	\$ -
Doc Fee/ Admin Fee Per Unit		\$ 85	Floorplan Assistance Increase	\$ 202,176
OEM Incentives Per Unit		\$ -	Advertising Credit Increase	\$ 80,352
Floorplan Assistance Per Unit		\$ 624	Front End Variance (from above)	\$ 552,984
Advertising Credits Per Unit		\$ 248	Total Additional Income	\$ 891,648
		\$ 120,386	Total Variance	\$ 1,444,632
<b>Note: This does not include future Gross Opportunities</b>		\$ 389,471	Total Projected Gross (Variance + Current)	\$ 4,673,648

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**Additional Income**

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,795	\$ 1,899,110
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on	\$ -	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ 853	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 89,930
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 624	\$ 660,192
Advertising Credits Per Unit			\$ 248	\$ 262,384
<b>Total Washout PNVR</b>			<b>\$ 2,752</b>	<b>\$ 2,911,616</b>

**Note: This does not include future Gross Opportunities**

