

## Current Data

New Retail Deliveries YTD (units)	142
Month of Year	7
Average # Retail Units Delivered Per Month	20
Total # Units Currently in Inventory	47
Months Supply "In Units"	2.3
CURRENT Inventory Turn Rate	5.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 618
CURRENT Monthly Gross Profit	\$ 12,537
CURRENT Yearly Front End Gross Profit Total	\$ 150,439



## Projection

	10.0
\$	1,250.0
	39
\$	48,958
\$	36,422
\$	587,500
\$	437,061

## Additional Income

				Monthly
				19
Current New Vehicle F&I Average PVR			1150	\$ 21,850
PDI & Accessory Sales PVR	600	X 50% Gross	\$ 300	\$ 5,700
Trade %	40%	# of Trades	7.6	\$ (12)

UV Immediate Wholesale %	3%	# of Trades Immediate Wholesaled	0.2	\$	5,175
Average Recon on U/C Trade	1404	X 50% Gross	\$ 702	\$	5,787
Average PUVR Wholesale			\$ (51)	\$	3,870
Average PUVR (Front and Back) on Trades			\$ 785	\$	950
Hard Pack Per Unit UV			\$ 525	\$	3,297
Hard Pack Per Unit NV			\$ 50	\$	7,600
Doc Fee/ Admin Fee Per Unit			\$ 125	\$	-
OEM Incentives Per Unit			\$ 400	\$	-
Floorplan Assistance Per Unit				\$	36,421.76
Advertising Credits Per Unit				\$	54,217
				\$	90,639
<b>Note: This does not include future Gross Opportunities</b>				\$	103,176

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<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	228
NV F&I Increase	\$ 262,200
PDI & Accesory Increase	\$ 68,400
UV Wholesale Increase	\$ (140)

UV Recon Increase	\$ 62,102
UV Retail PUVR Increase	\$ 69,444
Hard Pack Increase UV	\$ 46,444
Hard Pack Increase NV	\$ 11,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 39,558
OEM Incentives Increase	\$ 91,200
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 437,061
Total Additional Income	\$ 650,608
Total Variance	\$ 1,087,669
Total Projected Gross (Variance + Current)	\$ 1,238,108





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,150	\$ 163,300
PDI & Accessory Sales PVR	\$ 600	X 50% Gross	\$ 300	\$ 42,600
Trade %	40%	# of Trades	56.8	56.8

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,404	X 50% Gross	\$ 702	\$ 39,874
Average PUVR Wholesale			\$ 1	\$ -
Average PUVR (Front and Back) on Trades			\$ 785	\$ 44,588
Hard Pack Per Unit UV			\$ 525	\$ 29,820
Hard Pack Per Unit NV			\$ 50	\$ 7,100
Doc Fee/ Admin Fee Per Unit			\$ 125	\$ 24,850
OEM Incentives Per Unit			\$ 400	\$ 56,800
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 3,939</b>	<b>\$ 408,932</b>
<b>Note: This does not include future Gross Opportunities</b>				

