

## Current Data

New Retail Deliveries YTD (units)	618
Month of Year	8
Average # Retail Units Delivered Per Month	77
Total # Units Currently in Inventory	118
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	7.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ (28)
CURRENT Monthly Gross Profit	\$ (2,163)
CURRENT Yearly Front End Gross Profit Total	\$ (25,956)



## Projection

	4.5
\$	(75.0)
	44
\$	(3,319)
\$	(1,156)
\$	(39,825)
\$	(13,869)

## Additional Income

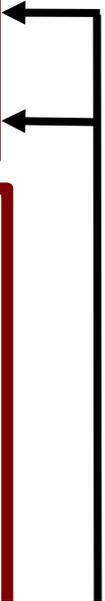
				Monthly
				(33)
Current New Vehicle F&I Average PVR		1013		\$ (33,429)
PDI & Accessory Sales PVR	86	X 50% Gross	\$ 43	\$ (1,419)
Trade %	46%	# of Trades	(15.0)	\$ (1,493)

UV Immediate Wholesale %	11%	# of Trades Immediate Wholesaled	(1.7)	\$ (7,679)
Average Recon on U/C Trade	1148	X 50% Gross	\$ 574	\$ (30,795)
Average PUVR Wholesale			\$ 894	\$ (4,682)
Average PUVR (Front and Back) on Trades			\$ 2,302	\$ (13,200)
Hard Pack Per Unit UV			\$ 350	\$ (27,780)
Hard Pack Per Unit NV			\$ 400	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ (4,884)
OEM Incentives Per Unit			\$ -	\$ (5,808)
Floorplan Assistance Per Unit			\$ 148	\$ (1,155.75)
Advertising Credits Per Unit			\$ 176	\$ (131,170)
				\$ (132,326)
<b>Note: This does not include future Gross Opportunities</b>				\$ (134,489)

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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	(396)
NV F&I Increase	\$ (401,148)
PDI & Accesory Increase	\$ (17,028)
UV Wholesale Increase	\$ (17,919)



UV Recon Increase	\$ (92,145)
UV Retail PUVR Increase	\$ (369,545)
Hard Pack Increase UV	\$ (56,186)
Hard Pack Increase NV	\$ (158,400)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (333,363)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (58,608)
Advertising Credit Increase	\$ (69,696)
Front End Variance (from above)	\$ (13,869)
Total Additional Income	\$ (1,574,038)
<b>Total Variance</b>	<b>\$ (1,587,907)</b>
Total Projected Gross (Variance + Current)	\$ (1,613,863)





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,013	\$ 626,034
PDI & Accessory Sales PVR	\$ 86	X 50% Gross	\$ 43	\$ 26,574
Trade %	46%	# of Trades	281.8	281.8

UV Immediate Wholesale %	11%	# of Trades Immediate Wholesaled	31.3	31.3
Average Recon on U/C Trade	\$ 1,148	X 50% Gross	\$ 574	\$ 161,758
Average PUVR Wholesale			\$ 894	\$ 27,965
Average PUVR (Front and Back) on Trades			\$ 2,302	\$ 576,714
Hard Pack Per Unit UV			\$ 350	\$ 87,685
Hard Pack Per Unit NV			\$ 400	\$ 247,200
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ 520,248
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 148	\$ 91,464
Advertising Credits Per Unit			\$ 176	\$ 108,768
<b>Total Washout PNVR</b>			<b>\$ 3,962</b>	<b>\$ 2,474,409</b>
<b>Note: This does not include future Gross Opportunities</b>				

