

Current Data

New Retail Deliveries YTD (units)	624
Month of Year	8
Average # Retail Units Delivered Per Month	78
Total # Units Currently in Inventory	154
Months Supply "In Units"	2.0
CURRENT Inventory Turn Rate	6.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,853
CURRENT Monthly Gross Profit	\$ 222,534
CURRENT Yearly Front End Gross Profit Total	\$ 2,670,408



Projection

	10.0
\$	2,500.0
	128
\$	320,833
\$	98,299
\$	3,850,000
\$	1,179,592

Additional Income

				Monthly
				51
Current New Vehicle F&I Average PVR			575	\$ 29,325
PDI & Accessory Sales PVR	391	X 50% Gross	\$ 196	\$ 9,971
Trade %	65%	# of Trades	33.2	\$ 515

UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled	2.0	\$	11,374
Average Recon on U/C Trade	730	X 50% Gross	\$ 365	\$	119,315
Average PUVR Wholesale			\$ 259	\$	17,139
Average PUVR (Front and Back) on Trades			\$ 3,829	\$	28,050
Hard Pack Per Unit UV			\$ 550	\$	18,075
Hard Pack Per Unit NV			\$ 550	\$	49,725
Doc Fee/ Admin Fee Per Unit			\$ 220	\$	25,143
OEM Incentives Per Unit			\$ 975	\$	5,049
Floorplan Assistance Per Unit			\$ 493	\$	98,299.33
Advertising Credits Per Unit			\$ 99	\$	313,681
				\$	411,980
Note: This does not include future Gross Opportunities				\$	634,514

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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	612
NV F&I Increase	\$ 351,900
PDI & Accesory Increase	\$ 119,646
UV Wholesale Increase	\$ 6,182

UV Recon Increase	\$ 136,485
UV Retail PUVR Increase	\$ 1,431,786
Hard Pack Increase UV	\$ 205,663
Hard Pack Increase NV	\$ 336,600
Doc Fee/Admin Fee/ Service Charge Increase	\$ 216,905
OEM Incentives Increase	\$ 596,700
Floorplan Assistance Increase	\$ 301,716
Advertising Credit Increase	\$ 60,588
Front End Variance (from above)	\$ 1,179,592
Total Additional Income	\$ 3,764,170
Total Variance	\$ 4,943,762
Total Projected Gross (Variance + Current)	\$ 7,614,170





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 575	\$ 358,800
PDI & Accessory Sales PVR	\$ 391	X 50% Gross	\$ 196	\$ 121,992
Trade %	65%	# of Trades	405.6	405.6

UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled	24.3	24.3
Average Recon on U/C Trade	\$ 730	X 50% Gross	\$ 365	\$ 148,044
Average PUVR Wholesale			\$ 259	\$ 6,303
Average PUVR (Front and Back) on Trades			\$ 3,829	\$ 1,459,860
Hard Pack Per Unit UV			\$ 550	\$ 209,695
Hard Pack Per Unit NV			\$ 550	\$ 343,200
Doc Fee/ Admin Fee Per Unit			\$ 220	\$ 221,158
OEM Incentives Per Unit			\$ 975	\$ 608,400
Floorplan Assistance Per Unit			\$ 493	\$ 307,632
Advertising Credits Per Unit			\$ 99	\$ 61,776
Total Washout PNVR			\$ 10,444	\$ 3,846,860
Note: This does not include future Gross Opportunities				

