

## Current Data

New Retail Deliveries YTD (units)	420
Month of Year	8
Average # Retail Units Delivered Per Month	53
Total # Units Currently in Inventory	126
Months Supply "In Units"	2.4
CURRENT Inventory Turn Rate	5.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,691
CURRENT Monthly Gross Profit	\$ 88,778
CURRENT Yearly Front End Gross Profit Total	\$ 1,065,330



## Projection

	7.0
\$	1,500.0
	74
\$	110,250
\$	21,473
\$	1,323,000
\$	257,670

## Additional Income

				Monthly
				21
Current New Vehicle F&I Average PVR			1971	\$ 41,391
PDI & Accessory Sales PVR	185	X 50% Gross	\$ 93	\$ 1,943
Trade %	30%	# of Trades	6.3	\$ 1,937

UV Immediate Wholesale %	53%	# of Trades Immediate Wholesaled	3.3	\$	1,411
Average Recon on U/C Trade	953	X 50% Gross	\$ 477	\$	8,036
Average PUVR Wholesale			\$ 580	\$	2,073
Average PUVR (Front and Back) on Trades			\$ 2,714	\$	3,150
Hard Pack Per Unit UV			\$ 700	\$	2,133
Hard Pack Per Unit NV			\$ 150	\$	15,603
Doc Fee/ Admin Fee Per Unit			\$ 89	\$	6,615
OEM Incentives Per Unit			\$ 743	\$	-
Floorplan Assistance Per Unit			\$ 315	\$	21,472.50
Advertising Credits Per Unit			\$ -	\$	84,290
				\$	105,763
<b>Note: This does not include future Gross Opportunities</b>				\$	194,540

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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	252
NV F&I Increase	\$ 496,692
PDI & Accesory Increase	\$ 23,310
UV Wholesale Increase	\$ 23,239

UV Recon Increase	\$ 16,931
UV Retail PUVR Increase	\$ 96,434
Hard Pack Increase UV	\$ 24,872
Hard Pack Increase NV	\$ 37,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 25,590
OEM Incentives Increase	\$ 187,236
Floorplan Assistance Increase	\$ 79,380
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 257,670
Total Additional Income	\$ 1,011,485
<b>Total Variance</b>	<b>\$ 1,269,155</b>
Total Projected Gross (Variance + Current)	\$ 2,334,485





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,971	\$ 827,820
PDI & Accessory Sales PVR	\$ 185	X 50% Gross	\$ 93	\$ 38,850
Trade %	30%	# of Trades	126.0	126.0

UV Immediate Wholesale %	53%	# of Trades Immediate Wholesaled	66.8	66.8
Average Recon on U/C Trade	\$ 953	X 50% Gross	\$ 477	\$ 60,039
Average PUVR Wholesale			\$ 580	\$ 38,732
Average PUVR (Front and Back) on Trades			\$ 2,714	\$ 160,723
Hard Pack Per Unit UV			\$ 700	\$ 41,454
Hard Pack Per Unit NV			\$ 150	\$ 63,000
Doc Fee/ Admin Fee Per Unit			\$ 89	\$ 42,651
OEM Incentives Per Unit			\$ 743	\$ 312,060
Floorplan Assistance Per Unit			\$ 315	\$ 132,300
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 6,626</b>	<b>\$ 1,717,629</b>
<b>Note: This does not include future Gross Opportunities</b>				

