

Current Data

New Retail Deliveries YTD (units)	472
Month of Year	12
Average # Retail Units Delivered Per Month	39
Total # Units Currently in Inventory	114
Months Supply "In Units"	2.9
CURRENT Inventory Turn Rate	4.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 478
CURRENT Monthly Gross Profit	\$ 18,801
CURRENT Yearly Front End Gross Profit Total	\$ 225,616



Projection

	5.0
\$	700.0
	48
\$	33,250
\$	14,449
\$	399,000
\$	173,384

Additional Income

				Monthly
				9
Current New Vehicle F&I Average PVR			1649	\$ 14,841
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ 1,350
Trade %	40%	# of Trades	3.6	\$ 60

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.4	\$	1,296
Average Recon on U/C Trade	800	X 50% Gross	\$ 400	\$	3,700
Average PUVR Wholesale			\$ 168	\$	1,620
Average PUVR (Front and Back) on Trades			\$ 1,142	\$	-
Hard Pack Per Unit UV			\$ 500	\$	4,272
Hard Pack Per Unit NV			\$ -	\$	8,937
Doc Fee/ Admin Fee Per Unit			\$ 349	\$	1,980
OEM Incentives Per Unit			\$ 993	\$	1,242
Floorplan Assistance Per Unit			\$ 220	\$	14,448.67
Advertising Credits Per Unit			\$ 138	\$	39,298
				\$	53,747
Note: This does not include future Gross Opportunities				\$	72,548

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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	108
NV F&I Increase	\$ 178,092
PDI & Accesory Increase	\$ 16,200
UV Wholesale Increase	\$ 724

UV Recon Increase	\$	15,552
UV Retail PUVR Increase	\$	44,401
Hard Pack Increase UV	\$	19,440
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	51,261
OEM Incentives Increase	\$	107,244
Floorplan Assistance Increase	\$	23,760
Advertising Credit Increase	\$	14,904
Front End Variance (from above)	\$	173,384
Total Additional Income	\$	471,578
Total Variance	\$	644,962
Total Projected Gross (Variance + Current)	\$	870,578





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,649	\$ 778,328
PDI & Accessory Sales PVR	\$ 300	X 50% Gross	\$ 150	\$ 70,800
Trade %	40%	# of Trades	188.8	188.8

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	18.9	18.9
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ 75,520
Average PUVR Wholesale			\$ 168	\$ 3,163
Average PUVR (Front and Back) on Trades			\$ 1,142	\$ 194,049
Hard Pack Per Unit UV			\$ 500	\$ 84,960
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 349	\$ 224,030
OEM Incentives Per Unit			\$ 993	\$ 468,696
Floorplan Assistance Per Unit			\$ 220	\$ 103,840
Advertising Credits Per Unit			\$ 138	\$ 65,136
Total Washout PNVR			\$ 4,860	\$ 2,068,522
Note: This does not include future Gross Opportunities				

