

Current Data

New Retail Deliveries YTD (units)	590
Month of Year	December
Average # Retail Units Delivered Per Month	49
Total # Units Currently in Inventory	108
Months Supply "In Units"	2.2
CURRENT Inventory Turn Rate	5.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,105
CURRENT Monthly Gross Profit	\$ 54,145
CURRENT Yearly Front End Gross Profit Total	\$ 649,740



Projection

	9.0
\$	1,500.0
	81
\$	121,500
\$	67,355
\$	1,458,000
\$	808,260

Additional Income

				Monthly
				32
Current New Vehicle F&I Average PVR			1920	\$ 61,440
PDI & Accessory Sales PVR	1153	X 50% Gross	\$ 577	\$ 18,448
Trade %	55%	# of Trades	17.6	\$ 65,912

UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	6.2	\$ 8,797
Average Recon on U/C Trade	1538	X 50% Gross	\$ 769	\$ 35,464
Average PUVR Wholesale			\$ 10,700	\$ 11,429
Average PUVR (Front and Back) on Trades			\$ 3,100	\$ 28,736
Hard Pack Per Unit UV			\$ 999	\$ -
Hard Pack Per Unit NV			\$ 898	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ 67,355.00
Advertising Credits Per Unit			\$ -	\$ 230,226
				\$ 297,581
Note: This does not include future Gross Opportunities				\$ 351,726

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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	384
NV F&I Increase	\$ 737,280
PDI & Accesory Increase	\$ 221,376
UV Wholesale Increase	\$ 790,944

UV Recon Increase	\$ 105,568
UV Retail PUVR Increase	\$ 425,568
Hard Pack Increase UV	\$ 137,143
Hard Pack Increase NV	\$ 344,832
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 808,260
Total Additional Income	\$ 2,762,711
Total Variance	\$ 3,570,971
Total Projected Gross (Variance + Current)	\$ 4,220,711





Current Data

New Retail Deliveries YTD (units)	590
Month of Year	December
Average # Retail Units Delivered Per Month	20
Total # Units Currently in Inventory	108
Months Supply "In Units"	5.4
CURRENT Inventory Turn Rate	2.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,105
CURRENT Monthly Gross Profit	\$ 22,100
CURRENT Yearly Front End Gross Profit Total	\$ 265,200



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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,920	\$ 1,132,800
PDI & Accessory Sales PVR	\$ 1,153	X 50% Gross	\$ 577	\$ 340,135
Trade %	55%	# of Trades	324.5	324.5

UV Immediate Wholesale %	35%	# of Trades Immediate Wholesaled	113.6	113.6
Average Recon on U/C Trade	\$ 1,538	X 50% Gross	\$ 769	\$ 249,541
Average PUVR Wholesale			\$ 10,700	\$ 1,215,253
Average PUVR (Front and Back) on Trades			\$ 3,100	\$ 653,868
Hard Pack Per Unit UV			\$ 999	\$ 210,714
Hard Pack Per Unit NV			\$ 898	\$ 529,820
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
Total Washout PNVR			\$ 7,792	\$ 4,332,130
Note: This does not include future Gross Opportunities				

