

Current Data

New Retail Deliveries YTD (units)	751
Month of Year	12
Average # Retail Units Delivered Per Month	63
Total # Units Currently in Inventory	155
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 908
CURRENT Monthly Gross Profit	\$ 56,826
CURRENT Yearly Front End Gross Profit Total	\$ 681,908



Projection

	7.5
\$	1,000.0
	97
\$	96,875
\$	40,049
\$	1,162,500
\$	480,592

Additional Income

				Monthly
				35
Current New Vehicle F&I Average PVR			2580	\$ 90,300
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 3,938
Trade %	60%	# of Trades	21.0	\$ 3,686

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	10.5	\$ 8,820
Average Recon on U/C Trade	1680	X 50% Gross	\$ 840	\$ 43,533
Average PUVR Wholesale			\$ 351	\$ 5,250
Average PUVR (Front and Back) on Trades			\$ 4,146	\$ -
Hard Pack Per Unit UV			\$ 500	\$ 38,539
Hard Pack Per Unit NV				\$ 8,820
Doc Fee/ Admin Fee Per Unit			\$ 847	\$ -
OEM Incentives Per Unit			\$ 252	\$ 1,750
Floorplan Assistance Per Unit				\$ 40,049.33
Advertising Credits Per Unit			\$ 50	\$ 204,635
				\$ 244,684
Note: This does not include future Gross Opportunities				\$ 301,510

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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	420
NV F&I Increase	\$ 1,083,600
PDI & Accesory Increase	\$ 47,250
UV Wholesale Increase	\$ 44,226

UV Recon Increase	\$ 105,840
UV Retail PUVR Increase	\$ 522,396
Hard Pack Increase UV	\$ 63,000
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 462,462
OEM Incentives Increase	\$ 105,840
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 21,000
Front End Variance (from above)	\$ 480,592
Total Additional Income	\$ 2,455,614
Total Variance	\$ 2,936,206
Total Projected Gross (Variance + Current)	\$ 3,618,114





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,580	\$ 1,937,580
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 84,488
Trade %	60%	# of Trades	450.6	450.6

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	225.3	225.3
Average Recon on U/C Trade	\$ 1,680	X 50% Gross	\$ 840	\$ 378,504
Average PUVR Wholesale			\$ 351	\$ 79,080
Average PUVR (Front and Back) on Trades			\$ 4,146	\$ 934,094
Hard Pack Per Unit UV			\$ 500	\$ 112,650
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 847	\$ 826,926
OEM Incentives Per Unit			\$ 252	\$ 189,252
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 50	\$ 37,550
Total Washout PNVR			\$ 7,007	\$ 4,580,124
Note: This does not include future Gross Opportunities				

