

NV Washout Gross Per Unit



Current Data	
New Retail Deliveries YTD (units)	515
Month of Year	12
Average # Retail Units Delivered Per Month	43
Total # Units Currently in Inventory	110
Months Supply "In Units"	2.6
CURRENT Inventory Turn Rate	4.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 626
CURRENT Monthly Gross Profit	\$ 26,866
CURRENT Yearly Front End Gross Profit Total	\$ 322,390

Additional Income				
			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 863	\$ 444,445
PDI & Accessory Sales PVR	\$ 249	X 50% Gross	\$ 125	\$ 64,118
Trade %	46%	# of Trades	236.9	236.9
UV Immediate Wholesale %	67%	# of Trades Immediate Wholesaled	158.7	158.7
Average Recon on U/C Trade	\$ 2,770	X 50% Gross	\$ 1,385	\$ 328,107
Average PUVR Wholesale			\$ 305	\$ 48,411
Average PUVR (Front and Back) on Trades			\$ 1,227	\$ 95,923
Hard Pack Per Unit UV			\$ 325	\$ 25,408
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 450	\$ 266,930
OEM Incentives Per Unit			\$ 3,786	\$ 1,949,790
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 250	\$ 128,750
Total Washout PNVR			\$ 7,135	\$ 3,351,880
Note: This does not include future Gross Opportunities				