

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



Projection

	7.5
	\$ 675.0
	-
	\$ -
	\$ (26,866)
	\$ -
	\$ (322,390)

Additional Income

				Monthly
				(43)
Current New Vehicle F&I Average PVR			863	\$ (37,109)
PDI & Accessory Sales PVR	249	X 50% Gross	\$ 125	\$ (5,354)
Trade %	46%	# of Trades	(19.8)	\$ (4,042)

UV Immediate Wholesale %	67%	# of Trades Immediate Wholesaled	(13.3)	\$ (9,040)
Average Recon on U/C Trade	2770	X 50% Gross	\$ 1,385	\$ (8,009)
Average PUVR Wholesale			\$ 305	\$ (2,121)
Average PUVR (Front and Back) on Trades			\$ 1,227	\$ -
Hard Pack Per Unit UV			\$ 325	\$ (22,287)
Hard Pack Per Unit NV			\$ -	\$ (162,798)
Doc Fee/ Admin Fee Per Unit			\$ 450	\$ -
OEM Incentives Per Unit			\$ 3,786	\$ (10,750)
Floorplan Assistance Per Unit			\$ -	\$ (26,865.83)
Advertising Credits Per Unit			\$ 250	\$ (261,511)
				\$ (288,377)
Note: This does not include future Gross Opportunities				\$ (261,511)

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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	(516)
NV F&I Increase	\$ (445,308)
PDI & Accesory Increase	\$ (64,242)
UV Wholesale Increase	\$ (48,505)

UV Recon Increase	\$ (108,485)
UV Retail PUVR Increase	\$ (96,109)
Hard Pack Increase UV	\$ (25,457)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (267,448)
OEM Incentives Increase	\$ (1,953,576)
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ (129,000)
Front End Variance (from above)	\$ (322,390)
Total Additional Income	\$ (3,138,130)
Total Variance	\$ (3,460,520)
Total Projected Gross (Variance + Current)	\$ (3,138,130)





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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				

