

Current Data

New Retail Deliveries YTD (units)	922
Month of Year	12
Average # Retail Units Delivered Per Month	77
Total # Units Currently in Inventory	147
Months Supply "In Units"	1.9
CURRENT Inventory Turn Rate	6.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,682
CURRENT Monthly Gross Profit	\$ 129,234
CURRENT Yearly Front End Gross Profit Total	\$ 1,550,804



Projection

	6.8
\$	1,700.0
	83
\$	141,610
\$	12,376
\$	1,699,320
\$	148,516

Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR			1914	\$ 13,398
PDI & Accessory Sales PVR	190	X 50% Gross	\$ 95	\$ 665
Trade %	55%	# of Trades	3.9	\$ 330

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	0.8	\$	2,543
Average Recon on U/C Trade	1651	X 50% Gross	\$ 826	\$	9,024
Average PUVR Wholesale			\$ 429	\$	2,310
Average PUVR (Front and Back) on Trades			\$ 2,930	\$	2,100
Hard Pack Per Unit UV			\$ 750	\$	5,030
Hard Pack Per Unit NV			\$ 300	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	6,846
OEM Incentives Per Unit			0%	\$	350
Floorplan Assistance Per Unit			\$ 978	\$	12,376.33
Advertising Credits Per Unit			\$ 50	\$	42,596
				\$	54,973
Note: This does not include future Gross Opportunities				\$	184,206

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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	84
NV F&I Increase	\$ 160,776
PDI & Accesory Increase	\$ 7,980
UV Wholesale Increase	\$ 3,964

UV Recon Increase	\$ 30,510
UV Retail PUVR Increase	\$ 108,293
Hard Pack Increase UV	\$ 27,720
Hard Pack Increase NV	\$ 25,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 60,359
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 82,152
Advertising Credit Increase	\$ 4,200
Front End Variance (from above)	\$ 148,516
Total Additional Income	\$ 511,154
Total Variance	\$ 659,670
Total Projected Gross (Variance + Current)	\$ 2,210,474





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,914	\$ 1,764,708
PDI & Accessory Sales PVR	\$ 190	X 50% Gross	\$ 95	\$ 87,590
Trade %	55%	# of Trades	507.1	507.1

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	101.4	101.4
Average Recon on U/C Trade	\$ 1,651	X 50% Gross	\$ 826	\$ 418,611
Average PUVR Wholesale			\$ 429	\$ 43,509
Average PUVR (Front and Back) on Trades			\$ 2,930	\$ 1,188,642
Hard Pack Per Unit UV			\$ 750	\$ 304,260
Hard Pack Per Unit NV			\$ 300	\$ 276,600
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ 662,512
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 978	\$ 901,716
Advertising Credits Per Unit			\$ 50	\$ 46,100
Total Washout PNVR			\$ 7,858	\$ 5,694,249
Note: This does not include future Gross Opportunities				

