

## Current Data

New Retail Deliveries YTD (units)	445
Month of Year	12
Average # Retail Units Delivered Per Month	37
Total # Units Currently in Inventory	114
Months Supply "In Units"	3.1
CURRENT Inventory Turn Rate	3.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ (388)
CURRENT Monthly Gross Profit	\$ (14,388)
CURRENT Yearly Front End Gross Profit Total	\$ (172,660)



## Projection

	7.0
\$	500.0
	67
\$	33,250
\$	47,638
\$	399,000
\$	571,660

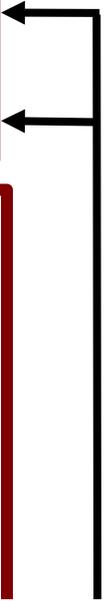
## Additional Income

				Monthly
				30
Current New Vehicle F&I Average PVR			1368	\$ 41,040
PDI & Accessory Sales PVR	280	X 50% Gross	\$ 140	\$ 4,200
Trade %	20%	# of Trades	6.0	\$ 2,250

UV Immediate Wholesale %	75%	# of Trades Immediate Wholesaled	4.5	\$	600
Average Recon on U/C Trade	800	X 50% Gross	\$ 400	\$	1,050
Average PUVR Wholesale			\$ 500	\$	750
Average PUVR (Front and Back) on Trades			\$ 700	\$	7,500
Hard Pack Per Unit UV			\$ 500	\$	13,388
Hard Pack Per Unit NV			\$ 250	\$	49,200
Doc Fee/ Admin Fee Per Unit			\$ 425	\$	-
OEM Incentives Per Unit			\$ 1,640	\$	9,000
Floorplan Assistance Per Unit			\$ -	\$	47,638.33
Advertising Credits Per Unit			\$ 300	\$	128,978
				\$	176,616
<b>Note: This does not include future Gross Opportunities</b>				\$	162,228

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<b>ns</b>	
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 <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	360
NV F&I Increase	\$ 492,480
PDI & Accesory Increase	\$ 50,400
UV Wholesale Increase	\$ 27,000

UV Recon Increase	\$ 7,200
UV Retail PUVR Increase	\$ 12,600
Hard Pack Increase UV	\$ 9,000
Hard Pack Increase NV	\$ 90,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 160,650
OEM Incentives Increase	\$ 590,400
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 108,000
Front End Variance (from above)	\$ 571,660
Total Additional Income	\$ 1,547,730
Total Variance	\$ 2,119,390
Total Projected Gross (Variance + Current)	\$ 1,946,730





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,368	\$ 608,760
PDI & Accessory Sales PVR	\$ 280	X 50% Gross	\$ 140	\$ 62,300
Trade %	20%	# of Trades	89.0	89.0

UV Immediate Wholesale %	75%	# of Trades Immediate Wholesaled	66.8	66.8
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ 35,600
Average PUVR Wholesale			\$ 500	\$ 33,375
Average PUVR (Front and Back) on Trades			\$ 700	\$ 15,575
Hard Pack Per Unit UV			\$ 500	\$ 11,125
Hard Pack Per Unit NV			\$ 250	\$ 111,250
Doc Fee/ Admin Fee Per Unit			\$ 425	\$ 198,581
OEM Incentives Per Unit			\$ 1,640	\$ 729,800
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 300	\$ 133,500
<b>Total Washout PNVR</b>			<b>\$ 3,971</b>	<b>\$ 1,939,866</b>
<b>Note: This does not include future Gross Opportunities</b>				

