

## 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
<b>Note: This does not include future Gross Opportunities</b>				\$ 301,510

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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	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
<b>Total Variance</b>	<b>\$ 2,936,206</b>
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
<b>Total Washout PNVR</b>			<b>\$ 7,007</b>	<b>\$ 4,580,124</b>
<b>Note: This does not include future Gross Opportunities</b>				

