

Current Data

New Retail Deliveries YTD (units)	173
Month of Year	11
Average # Retail Units Delivered Per Month	16
Total # Units Currently in Inventory	27
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 707
CURRENT Monthly Gross Profit	\$ 11,119
CURRENT Yearly Front End Gross Profit Total	\$ 133,430



Projection

	8.0
\$	707.0
	18
\$	12,726
\$	1,607
\$	152,712
\$	19,282

Additional Income

				Monthly
				3
Current New Vehicle F&I Average PVR			1753	\$ 5,259
PDI & Accessory Sales PVR	424.4	X 50% Gross	\$ 212	\$ 637
Trade %	60%	# of Trades	1.8	\$ 119

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	0.6	\$	437
Average Recon on U/C Trade	725	X 50% Gross	\$ 363	\$	3,377
Average PUVR Wholesale			\$ 200	\$	482
Average PUVR (Front and Back) on Trades			\$ 2,800	\$	1,200
Hard Pack Per Unit UV			\$ 400	\$	1,258
Hard Pack Per Unit NV			\$ 400	\$	9,450
Doc Fee/ Admin Fee Per Unit			\$ 299	\$	2,178
OEM Incentives Per Unit			\$ 3,150	\$	2,052
Floorplan Assistance Per Unit			\$ 726	\$	1,606.82
Advertising Credits Per Unit			\$ 684	\$	26,448
				\$	28,055
Note: This does not include future Gross Opportunities				\$	39,174

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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	36
NV F&I Increase	\$ 63,108
PDI & Accesory Increase	\$ 7,639
UV Wholesale Increase	\$ 1,426

UV Recon Increase	\$ 5,246
UV Retail PUVR Increase	\$ 40,522
Hard Pack Increase UV	\$ 5,789
Hard Pack Increase NV	\$ 14,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 15,091
OEM Incentives Increase	\$ 113,400
Floorplan Assistance Increase	\$ 26,136
Advertising Credit Increase	\$ 24,624
Front End Variance (from above)	\$ 19,282
Total Additional Income	\$ 317,380
Total Variance	\$ 336,662
Total Projected Gross (Variance + Current)	\$ 470,092





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,753	\$ 303,269
PDI & Accessory Sales PVR	\$ 424	X 50% Gross	\$ 212	\$ 36,711
Trade %	60%	# of Trades	103.8	103.8

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	34.3	34.3
Average Recon on U/C Trade	\$ 725	X 50% Gross	\$ 363	\$ 37,628
Average PUVR Wholesale			\$ 200	\$ 6,851
Average PUVR (Front and Back) on Trades			\$ 2,800	\$ 194,729
Hard Pack Per Unit UV			\$ 400	\$ 27,818
Hard Pack Per Unit NV			\$ 400	\$ 69,200
Doc Fee/ Admin Fee Per Unit			\$ 299	\$ 72,521
OEM Incentives Per Unit			\$ 3,150	\$ 544,950
Floorplan Assistance Per Unit			\$ 726	\$ 125,598
Advertising Credits Per Unit			\$ 684	\$ 118,332
Total Washout PNVR			\$ 9,659	\$ 1,537,606
Note: This does not include future Gross Opportunities				

