

## 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
<b>Note: This does not include future Gross Opportunities</b>				\$	39,174

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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	36
NV F&I Increase	\$ 63,108
PDI & Accesory Increase	\$ 7,644
UV Wholesale Increase	\$ 1,428

UV Recon Increase	\$ 5,244
UV Retail PUVR Increase	\$ 40,524
Hard Pack Increase UV	\$ 5,784
Hard Pack Increase NV	\$ 14,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 15,096
OEM Incentives Increase	\$ 113,400
Floorplan Assistance Increase	\$ 26,136
Advertising Credit Increase	\$ 24,624
Front End Variance (from above)	\$ 19,282
<b>Total Additional Income</b>	<b>\$ 317,388</b>
<b>Total Variance</b>	<b>\$ 336,670</b>
<b>Total Projected Gross (Variance + Current)</b>	<b>\$ 470,100</b>





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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
<b>Total Washout PNVR</b>			<b>\$ 9,659</b>	<b>\$ 1,537,606</b>
<b>Note: This does not include future Gross Opportunities</b>				

