

Current Data

New Retail Deliveries YTD (units)	153
Month of Year	2
Average # Retail Units Delivered Per Month	77
Total # Units Currently in Inventory	59
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	15.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,212
CURRENT Monthly Gross Profit	\$ 169,218
CURRENT Yearly Front End Gross Profit Total	\$ 2,030,616



Projection

	16.5
\$	2,550.0
	81
\$	206,869
\$	37,651
\$	2,482,425
\$	451,809

Additional Income

				Monthly
				5
Current New Vehicle F&I Average PVR			1871	\$ 9,355
PDI & Accessory Sales PVR	505	X 50% Gross	\$ 253	\$ 1,263
Trade %	61%	# of Trades	3.1	\$ 46

UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.0	\$	3,907
Average Recon on U/C Trade	2588	X 50% Gross	\$ 1,294	\$	8,923
Average PUVR Wholesale			\$ 1,519	\$	2,355
Average PUVR (Front and Back) on Trades			\$ 2,955	\$	1,650
Hard Pack Per Unit UV			\$ 780	\$	6,408
Hard Pack Per Unit NV			\$ 330	\$	2,000
Doc Fee/ Admin Fee Per Unit			\$ 799	\$	3,000
OEM Incentives Per Unit			\$ 400	\$	3,200
Floorplan Assistance Per Unit			\$ 600	\$	37,650.75
Advertising Credits Per Unit			\$ 640	\$	42,106
				\$	79,757
Note: This does not include future Gross Opportunities				\$	248,975

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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	60
NV F&I Increase	\$ 112,260
PDI & Accesory Increase	\$ 15,150
UV Wholesale Increase	\$ 556

UV Recon Increase	\$ 46,887
UV Retail PUVR Increase	\$ 107,071
Hard Pack Increase UV	\$ 28,263
Hard Pack Increase NV	\$ 19,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 76,891
OEM Incentives Increase	\$ 24,000
Floorplan Assistance Increase	\$ 36,000
Advertising Credit Increase	\$ 38,400
Front End Variance (from above)	\$ 451,809
Total Additional Income	\$ 505,278
Total Variance	\$ 957,087
Total Projected Gross (Variance + Current)	\$ 2,987,703





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,871	\$ 286,263
PDI & Accessory Sales PVR	\$ 505	X 50% Gross	\$ 253	\$ 38,633
Trade %	61%	# of Trades	93.3	93.3

UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.9	0.9
Average Recon on U/C Trade	\$ 2,588	X 50% Gross	\$ 1,294	\$ 120,769
Average PUVR Wholesale			\$ 1,519	\$ 1,418
Average PUVR (Front and Back) on Trades			\$ 2,955	\$ 273,032
Hard Pack Per Unit UV			\$ 780	\$ 72,069
Hard Pack Per Unit NV			\$ 330	\$ 50,490
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 196,072
OEM Incentives Per Unit			\$ 400	\$ 61,200
Floorplan Assistance Per Unit			\$ 600	\$ 91,800
Advertising Credits Per Unit			\$ 640	\$ 97,920
Total Washout PNVR			\$ 21,701	\$ 1,289,666
Note: This does not include future Gross Opportunities				

