

Current Data

New Retail Deliveries YTD (units)	382
Month of Year	3
Average # Retail Units Delivered Per Month	127
Total # Units Currently in Inventory	116
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	13.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 607
CURRENT Monthly Gross Profit	\$ 77,342
CURRENT Yearly Front End Gross Profit Total	\$ 928,107



Projection

	15.0
\$	300.0
	145
\$	43,500
\$	(33,842)
\$	522,000
\$	(406,107)

Additional Income

				Monthly
				18
Current New Vehicle F&I Average PVR			2752	\$ 49,536
PDI & Accessory Sales PVR	186	X 50% Gross	\$ 93	\$ 1,674
Trade %	32%	# of Trades	5.8	\$ 1,916

UV Immediate Wholesale %	63%	# of Trades Immediate Wholesaled	3.6	\$	1,110
Average Recon on U/C Trade	1042	X 50% Gross	\$ 521	\$	8,296
Average PUVR Wholesale			\$ 528	\$	533
Average PUVR (Front and Back) on Trades			\$ 3,893	\$	2,250
Hard Pack Per Unit UV			\$ 250	\$	1,711
Hard Pack Per Unit NV			\$ 125	\$	18,162
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	12,060
OEM Incentives Per Unit			\$ 1,009	\$	6,462
Floorplan Assistance Per Unit			\$ 670	\$	(33,842.27)
Advertising Credits Per Unit			\$ 359	\$	103,710
				\$	69,868
Note: This does not include future Gross Opportunities				\$	147,210

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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	216
NV F&I Increase	\$ 594,432
PDI & Accesory Increase	\$ 20,088
UV Wholesale Increase	\$ 22,992

UV Recon Increase	\$ 13,324
UV Retail PUVR Increase	\$ 99,549
Hard Pack Increase UV	\$ 6,394
Hard Pack Increase NV	\$ 27,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 20,534
OEM Incentives Increase	\$ 217,944
Floorplan Assistance Increase	\$ 144,720
Advertising Credit Increase	\$ 77,544
Front End Variance (from above)	\$ (406,107)
Total Additional Income	\$ 1,244,521
Total Variance	\$ 838,413
Total Projected Gross (Variance + Current)	\$ 1,766,521





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,752	\$ 1,051,264
PDI & Accessory Sales PVR	\$ 186	X 50% Gross	\$ 93	\$ 35,526
Trade %	32%	# of Trades	122.2	122.2

UV Immediate Wholesale %	63%	# of Trades Immediate Wholesaled	77.0	77.0
Average Recon on U/C Trade	\$ 1,042	X 50% Gross	\$ 521	\$ 63,687
Average PUVR Wholesale			\$ 528	\$ 40,662
Average PUVR (Front and Back) on Trades			\$ 3,893	\$ 176,054
Hard Pack Per Unit UV			\$ 250	\$ 11,307
Hard Pack Per Unit NV			\$ 125	\$ 47,750
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 36,314
OEM Incentives Per Unit			\$ 1,009	\$ 385,438
Floorplan Assistance Per Unit			\$ 670	\$ 255,940
Advertising Credits Per Unit			\$ 359	\$ 137,138
Total Washout PNVR			\$ 8,296	\$ 2,241,081
Note: This does not include future Gross Opportunities				

