

Current Data

New Retail Deliveries YTD (units)	151
Month of Year	3
Average # Retail Units Delivered Per Month	50
Total # Units Currently in Inventory	51
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 889
CURRENT Monthly Gross Profit	\$ 44,746
CURRENT Yearly Front End Gross Profit Total	\$ 536,956



Projection

	12.0
\$	1,500.0
	51
\$	76,500
\$	31,754
\$	918,000
\$	381,044

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1251	\$ 1,251
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	50%	# of Trades	0.5	\$ 89

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	0.1	\$	128
Average Recon on U/C Trade	681	X 50% Gross	\$ 341	\$	1,010
Average PUVR Wholesale			\$ 709	\$	279
Average PUVR (Front and Back) on Trades			\$ 2,692	\$	545
Hard Pack Per Unit UV			\$ 745	\$	687
Hard Pack Per Unit NV			\$ 545	\$	775
Doc Fee/ Admin Fee Per Unit			\$ 500	\$	400
OEM Incentives Per Unit			\$ 775	\$	200
Floorplan Assistance Per Unit			\$ 400	\$	31,753.67
Advertising Credits Per Unit			\$ 200	\$	5,363
				\$	37,116
Note: This does not include future Gross Opportunities				\$	81,863

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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	12
NV F&I Increase	\$ 15,012
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 1,064

UV Recon Increase	\$	1,532
UV Retail PUVR Increase	\$	12,114
Hard Pack Increase UV	\$	3,353
Hard Pack Increase NV	\$	6,540
Doc Fee/Admin Fee/ Service Charge Increase	\$	8,242
OEM Incentives Increase	\$	9,294
Floorplan Assistance Increase	\$	4,800
Advertising Credit Increase	\$	2,400
Front End Variance (from above)	\$	381,044
Total Additional Income	\$	64,350
Total Variance	\$	445,394
Total Projected Gross (Variance + Current)	\$	982,350





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,251	\$ 188,901
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	50%	# of Trades	75.5	75.5

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	18.9	18.9
Average Recon on U/C Trade	\$ 681	X 50% Gross	\$ 341	\$ 25,708
Average PUVR Wholesale			\$ 709	\$ 13,382
Average PUVR (Front and Back) on Trades			\$ 2,692	\$ 152,435
Hard Pack Per Unit UV			\$ 745	\$ 42,186
Hard Pack Per Unit NV			\$ 545	\$ 82,295
Doc Fee/ Admin Fee Per Unit			\$ 500	\$ 103,709
OEM Incentives Per Unit			\$ 775	\$ 116,956
Floorplan Assistance Per Unit			\$ 400	\$ 60,400
Advertising Credits Per Unit			\$ 200	\$ 30,200
Total Washout PNVR			\$ 8,961	\$ 816,170
Note: This does not include future Gross Opportunities				

