

Current Data

New Retail Deliveries YTD (units)	219
Month of Year	4
Average # Retail Units Delivered Per Month	55
Total # Units Currently in Inventory	46
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	14.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 7,541
CURRENT Monthly Gross Profit	\$ 412,870
CURRENT Yearly Front End Gross Profit Total	\$ 4,954,437



Projection

	6.5
\$	4,486.0
	25
\$	111,776
\$	(301,094)
\$	1,341,314
\$	(3,613,123)

Additional Income

				Monthly
				(30)
Current New Vehicle F&I Average PVR			2737	\$ (82,110)
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ (3,375)
Trade %	53%	# of Trades	(15.9)	\$ (3,975)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(8.0)	\$ (11,011)
Average Recon on U/C Trade	2770	X 50% Gross	\$ 1,385	\$ (11,925)
Average PUVR Wholesale			\$ 500	\$ (9,620)
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ (17,850)
Hard Pack Per Unit UV			\$ 1,210	\$ (22,694)
Hard Pack Per Unit NV			\$ 595	\$ (45,000)
Doc Fee/ Admin Fee Per Unit			\$ 598	\$ (15,000)
OEM Incentives Per Unit			\$ 1,500	\$ (7,500)
Floorplan Assistance Per Unit			\$ 500	\$ (301,093.58)
Advertising Credits Per Unit			\$ 250	\$ (230,059)
				\$ (531,153)
Note: This does not include future Gross Opportunities				\$ (118,283)

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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	(360)
NV F&I Increase	\$ (985,320)
PDI & Accesory Increase	\$ (40,500)
UV Wholesale Increase	\$ (47,700)

UV Recon Increase	\$ (132,129)
UV Retail PUVR Increase	\$ (143,100)
Hard Pack Increase UV	\$ (115,434)
Hard Pack Increase NV	\$ (214,200)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (272,329)
OEM Incentives Increase	\$ (540,000)
Floorplan Assistance Increase	\$ (180,000)
Advertising Credit Increase	\$ (90,000)
Front End Variance (from above)	\$ (3,613,123)
Total Additional Income	\$ (2,760,712)
Total Variance	\$ (6,373,835)
Total Projected Gross (Variance + Current)	\$ (1,419,398)





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,737	\$ 599,403
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 24,638
Trade %	53%	# of Trades	116.1	116.1

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	58.0	58.0
Average Recon on U/C Trade	\$ 2,770	X 50% Gross	\$ 1,385	\$ 160,757
Average PUVR Wholesale			\$ 500	\$ 29,018
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 87,053
Hard Pack Per Unit UV			\$ 1,210	\$ 70,222
Hard Pack Per Unit NV			\$ 595	\$ 130,305
Doc Fee/ Admin Fee Per Unit			\$ 598	\$ 165,667
OEM Incentives Per Unit			\$ 1,500	\$ 328,500
Floorplan Assistance Per Unit			\$ 500	\$ 109,500
Advertising Credits Per Unit			\$ 250	\$ 54,750
Total Washout PNVR			\$ 30,659	\$ 1,759,812
Note: This does not include future Gross Opportunities				

