

## Current Data

New Retail Deliveries YTD (units)	83
Month of Year	4
Average # Retail Units Delivered Per Month	21
Total # Units Currently in Inventory	31
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	8.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,969
CURRENT Monthly Gross Profit	\$ 40,857
CURRENT Yearly Front End Gross Profit Total	\$ 490,281



## Projection

	9.0
\$	2,000.0
	23
\$	46,500
\$	5,643
\$	558,000
\$	67,719

## Additional Income

				Monthly
				3
Current New Vehicle F&I Average PVR			83	\$ 249
PDI & Accessory Sales PVR	119	X 50% Gross	\$ 60	\$ 179
Trade %	50%	# of Trades	1.5	\$ 690

UV Immediate Wholesale %	31%	# of Trades Immediate Wholesaled	0.5	\$	621
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$	6,822
Average PUVR Wholesale			\$ 1,483	\$	-
Average PUVR (Front and Back) on Trades			\$ 6,591	\$	-
Hard Pack Per Unit UV			\$ -	\$	1,590
Hard Pack Per Unit NV			\$ -	\$	1,050
Doc Fee/ Admin Fee Per Unit			\$ 394	\$	1,200
OEM Incentives Per Unit			\$ 350	\$	840
Floorplan Assistance Per Unit			\$ 400	\$	5,643.25
Advertising Credits Per Unit			\$ 280	\$	13,240
				\$	18,883
<b>Note: This does not include future Gross Opportunities</b>				\$	59,740

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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	\$ 2,988
PDI & Accesory Increase	\$ 2,142
UV Wholesale Increase	\$ 8,275

UV Recon Increase	\$ 7,452
UV Retail PUVR Increase	\$ 81,860
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 19,077
OEM Incentives Increase	\$ 12,600
Floorplan Assistance Increase	\$ 14,400
Advertising Credit Increase	\$ 10,080
Front End Variance (from above)	\$ 67,719
Total Additional Income	\$ 158,875
<b>Total Variance</b>	<b>\$ 226,594</b>
Total Projected Gross (Variance + Current)	\$ 716,875





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 83	\$ 6,889
PDI & Accessory Sales PVR	\$ 119	X 50% Gross	\$ 60	\$ 4,939
Trade %	50%	# of Trades	41.5	41.5

UV Immediate Wholesale %	31%	# of Trades Immediate Wholesaled	12.9	12.9
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 24,900
Average PUVR Wholesale			\$ 1,483	\$ 19,079
Average PUVR (Front and Back) on Trades			\$ 6,591	\$ 188,733
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 394	\$ 43,984
OEM Incentives Per Unit			\$ 350	\$ 29,050
Floorplan Assistance Per Unit			\$ 400	\$ 33,200
Advertising Credits Per Unit			\$ 280	\$ 23,240
<b>Total Washout PNVR</b>			<b>\$ 10,413</b>	<b>\$ 374,014</b>
<b>Note: This does not include future Gross Opportunities</b>				

