

Current Data

New Retail Deliveries YTD (units)	306
Month of Year	5
Average # Retail Units Delivered Per Month	61
Total # Units Currently in Inventory	25
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	29.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,070
CURRENT Monthly Gross Profit	\$ 187,884
CURRENT Yearly Front End Gross Profit Total	\$ 2,254,608



Projection

	25.0
\$	3,500.0
	52
\$	182,292
\$	(5,592)
\$	2,187,500
\$	(67,108)

Additional Income

				Monthly
				(10)
Current New Vehicle F&I Average PVR		816		\$ (8,160)
PDI & Accessory Sales PVR	96	X 50% Gross	\$ 48	\$ (480)
Trade %	67%	# of Trades	(6.7)	\$ (34)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	(0.3)	\$ (1,677)
Average Recon on U/C Trade	527	X 50% Gross	\$ 264	\$ (26,256)
Average PUVR Wholesale			\$ 100	\$ (3,074)
Average PUVR (Front and Back) on Trades			\$ 4,125	\$ (4,830)
Hard Pack Per Unit UV			\$ 483	\$ (4,893)
Hard Pack Per Unit NV			\$ 483	\$ (4,500)
Doc Fee/ Admin Fee Per Unit			\$ 299	\$ (3,750)
OEM Incentives Per Unit			\$ 450	\$ (4,500)
Floorplan Assistance Per Unit			\$ 375	\$ (5,592.33)
Advertising Credits Per Unit			\$ 450	\$ (62,154)
				\$ (67,746)
Note: This does not include future Gross Opportunities				\$ 120,138

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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	(120)
NV F&I Increase	\$ (97,920)
PDI & Accesory Increase	\$ (5,760)
UV Wholesale Increase	\$ (402)

UV Recon Increase	\$ (20,126)
UV Retail PUVR Increase	\$ (315,068)
Hard Pack Increase UV	\$ (36,892)
Hard Pack Increase NV	\$ (57,960)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (58,718)
OEM Incentives Increase	\$ (54,000)
Floorplan Assistance Increase	\$ (45,000)
Advertising Credit Increase	\$ (54,000)
Front End Variance (from above)	\$ (67,108)
Total Additional Income	\$ (745,845)
Total Variance	\$ (812,953)
Total Projected Gross (Variance + Current)	\$ 1,441,655





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 816	\$ 249,696
PDI & Accessory Sales PVR	\$ 96	X 50% Gross	\$ 48	\$ 14,688
Trade %	67%	# of Trades	205.0	205.0

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	10.3	10.3
Average Recon on U/C Trade	\$ 527	X 50% Gross	\$ 264	\$ 54,023
Average PUVR Wholesale			\$ 100	\$ 1,025
Average PUVR (Front and Back) on Trades			\$ 4,125	\$ 803,422
Hard Pack Per Unit UV			\$ 483	\$ 94,073
Hard Pack Per Unit NV			\$ 483	\$ 147,798
Doc Fee/ Admin Fee Per Unit			\$ 299	\$ 149,730
OEM Incentives Per Unit			\$ 450	\$ 137,700
Floorplan Assistance Per Unit			\$ 375	\$ 114,750
Advertising Credits Per Unit			\$ 450	\$ 137,700
Total Washout PNVR			\$ 13,592	\$ 1,904,605
Note: This does not include future Gross Opportunities				

