

Current Data

New Retail Deliveries YTD (units)	1,127
Month of Year	6
Average # Retail Units Delivered Per Month	188
Total # Units Currently in Inventory	183
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,414
1226	
CURRENT Monthly Gross Profit	\$ 265,596
CURRENT Yearly Front End Gross Profit Total	\$ 3,187,156



Projection

	6.5
\$	-
	99
\$	-
\$	(265,596)
\$	-
\$	(3,187,156)

Additional Income

				Monthly
				(89)
Current New Vehicle F&I Average PVR		1226		\$ (109,114)
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ (10,013)
Trade %	32%	# of Trades	(28.5)	\$ (4,242)

UV Immediate Wholesale %	28%	# of Trades Immediate Wholesaled	(8.0)	\$ (15,464)
Average Recon on U/C Trade	1508.29	X 50% Gross	\$ 754	\$ (84,750)
Average PUVR Wholesale			\$ 532	\$ (23,786)
Average PUVR (Front and Back) on Trades			\$ 4,133	\$ (28,925)
Hard Pack Per Unit UV			\$ 1,160	\$ (87,495)
Hard Pack Per Unit NV			\$ 325	\$ (29,370)
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ (23,852)
OEM Incentives Per Unit			\$ 330	\$ (12,444)
Floorplan Assistance Per Unit			\$ 268	\$ (265,596.33)
Advertising Credits Per Unit			\$ 140	\$ (429,455)
				\$ (695,052)
Note: This does not include future Gross Opportunities				\$ (429,455)

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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	(1,068)
NV F&I Increase	\$ (1,309,368)
PDI & Accesory Increase	\$ (120,150)
UV Wholesale Increase	\$ (50,909)

UV Recon Increase	\$ (185,570)
UV Retail PUVR Increase	\$ (1,016,996)
Hard Pack Increase UV	\$ (285,438)
Hard Pack Increase NV	\$ (347,100)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (1,049,940)
OEM Incentives Increase	\$ (352,440)
Floorplan Assistance Increase	\$ (286,224)
Advertising Credit Increase	\$ (149,328)
Front End Variance (from above)	\$ (3,187,156)
Total Additional Income	\$ (5,153,462)
Total Variance	\$ (8,340,618)
Total Projected Gross (Variance + Current)	\$ (5,153,462)





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,226	\$ 1,381,702
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 126,788
Trade %	32%	# of Trades	360.6	360.6

UV Immediate Wholesale %	28%	# of Trades Immediate Wholesaled	101.0	101.0
Average Recon on U/C Trade	\$ 1,508	X 50% Gross	\$ 754	\$ 271,975
Average PUVR Wholesale			\$ 532	\$ 53,721
Average PUVR (Front and Back) on Trades			\$ 4,133	\$ 1,073,178
Hard Pack Per Unit UV			\$ 1,160	\$ 301,207
Hard Pack Per Unit NV			\$ 325	\$ 366,275
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 1,107,942
OEM Incentives Per Unit			\$ 330	\$ 371,910
Floorplan Assistance Per Unit			\$ 268	\$ 302,036
Advertising Credits Per Unit			\$ 140	\$ 157,577
Total Washout PNVR			\$ 7,721	\$ 5,514,310
Note: This does not include future Gross Opportunities				

