

Current Data

New Retail Deliveries YTD (units)	557
Month of Year	6
Average # Retail Units Delivered Per Month	93
Total # Units Currently in Inventory	150
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	7.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,936
CURRENT Monthly Gross Profit	\$ 272,559
CURRENT Yearly Front End Gross Profit Total	\$ 3,270,704



Projection

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\$	3,500.0
	100
\$	350,000
\$	77,441
\$	4,200,000
\$	929,296

Additional Income

				Monthly
				8
Current New Vehicle F&I Average PVR			1710	\$ 13,680
PDI & Accessory Sales PVR	248	X 50% Gross	\$ 124	\$ 992
Trade %	61%	# of Trades	4.9	\$ 1,347

UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled	0.9	\$	2,975
Average Recon on U/C Trade	1487	X 50% Gross	\$ 744	\$	6,002
Average PUVR Wholesale			\$ 1,534	\$	4,902
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	-
Hard Pack Per Unit UV			\$ 1,225	\$	11,870
Hard Pack Per Unit NV			\$ -	\$	3,656
Doc Fee/ Admin Fee Per Unit			\$ 989	\$	11,136
OEM Incentives Per Unit			\$ 457	\$	2,944
Floorplan Assistance Per Unit			\$ 1,392	\$	77,441.33
Advertising Credits Per Unit			\$ 368	\$	59,505
				\$	136,946
Note: This does not include future Gross Opportunities				\$	409,505

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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	96
NV F&I Increase	\$ 164,160
PDI & Accesory Increase	\$ 11,904
UV Wholesale Increase	\$ 16,170

UV Recon Increase	\$ 35,702
UV Retail PUVR Increase	\$ 72,029
Hard Pack Increase UV	\$ 58,824
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 142,435
OEM Incentives Increase	\$ 43,872
Floorplan Assistance Increase	\$ 133,632
Advertising Credit Increase	\$ 35,328
Front End Variance (from above)	\$ 929,296
Total Additional Income	\$ 714,055
Total Variance	\$ 1,643,351
Total Projected Gross (Variance + Current)	\$ 4,914,055





Current Data

New Retail Deliveries YTD (units)	557
Month of Year	6
Average # Retail Units Delivered Per Month	93
Total # Units Currently in Inventory	112
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,936
CURRENT Monthly Gross Profit	\$ 272,559
CURRENT Yearly Front End Gross Profit Total	\$ 3,270,704



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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,710	\$ 952,470
PDI & Accessory Sales PVR	\$ 248	X 50% Gross	\$ 124	\$ 69,068
Trade %	61%	# of Trades	339.8	339.8

UV Immediate Wholesale %	18%	# of Trades Immediate Wholesaled	61.2	61.2
Average Recon on U/C Trade	\$ 1,487	X 50% Gross	\$ 744	\$ 252,619
Average PUVR Wholesale			\$ 1,534	\$ 93,817
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 417,917
Hard Pack Per Unit UV			\$ 1,225	\$ 341,299
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 989	\$ 826,420
OEM Incentives Per Unit			\$ 457	\$ 254,549
Floorplan Assistance Per Unit			\$ 1,392	\$ 775,344
Advertising Credits Per Unit			\$ 368	\$ 204,976
Total Washout PNVR			\$ 13,392	\$ 4,188,479
Note: This does not include future Gross Opportunities				

