

Current Data

New Retail Deliveries YTD (units)	333
Month of Year	7
Average # Retail Units Delivered Per Month	48
Total # Units Currently in Inventory	15
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	38.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,103
CURRENT Monthly Gross Profit	\$ 52,471
CURRENT Yearly Front End Gross Profit Total	\$ 629,655



Projection

	10.0
\$	1,150.0
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\$	14,375
\$	(38,096)
\$	172,500
\$	(457,155)

Additional Income

				Monthly
				(36)
Current New Vehicle F&I Average PVR		2412		\$ (86,832)
PDI & Accessory Sales PVR	192	X 50% Gross	\$ 96	\$ (3,456)
Trade %	27%	# of Trades	(9.7)	\$ (2,748)

UV Immediate Wholesale %	65%	# of Trades Immediate Wholesaled	(6.3)	\$ (1,766)
Average Recon on U/C Trade	1038	X 50% Gross	\$ 519	\$ (14,629)
Average PUVR Wholesale			\$ 435	\$ (2,381)
Average PUVR (Front and Back) on Trades			\$ 4,300	\$ (18,000)
Hard Pack Per Unit UV			\$ 700	\$ (31,325)
Hard Pack Per Unit NV			\$ 500	\$ (11,664)
Doc Fee/ Admin Fee Per Unit			\$ 795	\$ (11,952)
OEM Incentives Per Unit			\$ 324	\$ (8,100)
Floorplan Assistance Per Unit			\$ 332	\$ (38,096.29)
Advertising Credits Per Unit			\$ 225	\$ (192,853)
				\$ (230,949)
Note: This does not include future Gross Opportunities				\$ (178,478)

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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	(432)
NV F&I Increase	\$ (1,041,984)
PDI & Accesory Increase	\$ (41,472)
UV Wholesale Increase	\$ (32,980)

UV Recon Increase	\$ (21,188)
UV Retail PUVR Increase	\$ (175,543)
Hard Pack Increase UV	\$ (28,577)
Hard Pack Increase NV	\$ (216,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (375,895)
OEM Incentives Increase	\$ (139,968)
Floorplan Assistance Increase	\$ (143,424)
Advertising Credit Increase	\$ (97,200)
Front End Variance (from above)	\$ (457,155)
Total Additional Income	\$ (2,314,231)
Total Variance	\$ (2,771,386)
Total Projected Gross (Variance + Current)	\$ (2,141,731)





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,412	\$ 803,196
PDI & Accessory Sales PVR	\$ 569	X 50% Gross	\$ 285	\$ 94,739
Trade %	27%	# of Trades	89.9	89.9

UV Immediate Wholesale %	65%	# of Trades Immediate Wholesaled	58.4	58.4
Average Recon on U/C Trade	\$ 1,121	X 50% Gross	\$ 561	\$ 50,395
Average PUVR Wholesale			\$ 435	\$ 25,422
Average PUVR (Front and Back) on Trades			\$ 4,300	\$ 135,315
Hard Pack Per Unit UV			\$ 700	\$ 22,028
Hard Pack Per Unit NV			\$ 500	\$ 166,500
Doc Fee/ Admin Fee Per Unit			\$ 795	\$ 289,752
OEM Incentives Per Unit			\$ 324	\$ 107,892
Floorplan Assistance Per Unit			\$ 332	\$ 110,556
Advertising Credits Per Unit			\$ 225	\$ 74,925
Total Washout PNVR			\$ 7,539	\$ 1,880,719
Note: This does not include future Gross Opportunities				

