

Current Data

New Retail Deliveries YTD (units)	1,014
Month of Year	8
Average # Retail Units Delivered Per Month	127
Total # Units Currently in Inventory	15
Months Supply "In Units"	127.0
CURRENT Inventory Turn Rate	101.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,594
CURRENT Monthly Gross Profit	\$ 202,040
CURRENT Yearly Front End Gross Profit Total	\$ 2,424,474



Projection

	11.5
\$	1,694.0
	127
\$	215,138
\$	13,099
\$	2,581,656
\$	157,182

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1871.81	\$ 1,872
PDI & Accessory Sales PVR	138	X 50% Gross	\$ 69	\$ 69
Trade %	48%	# of Trades	0.5	\$ 171

UV Immediate Wholesale %	39%	# of Trades Immediate Wholesaled	0.2	\$	149
Average Recon on U/C Trade	1015	X 50% Gross	\$ 508	\$	-
Average PUVR Wholesale			\$ 910	\$	132
Average PUVR (Front and Back) on Trades				\$	450
Hard Pack Per Unit UV			\$ 450	\$	194
Hard Pack Per Unit NV			\$ 450	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	283
OEM Incentives Per Unit			\$ -	\$	516
Floorplan Assistance Per Unit			\$ 283	\$	13,098.50
Advertising Credits Per Unit			\$ 516	\$	3,837
				\$	16,935
Note: This does not include future Gross Opportunities				\$	218,975

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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	12
NV F&I Increase	\$ 22,462
PDI & Accesory Increase	\$ 828
UV Wholesale Increase	\$ 2,053

UV Recon Increase	\$	1,791
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	1,588
Hard Pack Increase NV	\$	5,400
Doc Fee/Admin Fee/ Service Charge Increase	\$	2,329
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	3,401
Advertising Credit Increase	\$	6,192
Front End Variance (from above)	\$	157,182
Total Additional Income	\$	46,043
Total Variance	\$	203,225
Total Projected Gross (Variance + Current)	\$	2,627,699





Current Data

New Retail Deliveries YTD (units)	1,014
Month of Year	8
Average # Retail Units Delivered Per Month	127
Total # Units Currently in Inventory	15
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	101.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,594
CURRENT Monthly Gross Profit	\$ 202,040
CURRENT Yearly Front End Gross Profit Total	\$ 2,424,474



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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,872	\$ 1,898,015
PDI & Accessory Sales PVR	\$ 138	X 50% Gross	\$ 69	\$ 69,966
Trade %	48%	# of Trades	488.7	488.7

UV Immediate Wholesale %	39%	# of Trades Immediate Wholesaled	190.6	190.6
Average Recon on U/C Trade	\$ 1,015	X 50% Gross	\$ 508	\$ 248,040
Average PUVR Wholesale			\$ 910	\$ 173,457
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 450	\$ 134,161
Hard Pack Per Unit NV			\$ 450	\$ 456,300
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 196,820
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 283	\$ 287,368
Advertising Credits Per Unit			\$ 516	\$ 523,224
Total Washout PNVR			\$ 6,323	\$ 3,987,351
Note: This does not include future Gross Opportunities				

