



Current Data	
New Retail Deliveries YTD (units)	191
Month of Year	8
Average # Retail Units Delivered Per Month	24
Total # Units Currently in Inventory	29
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,545
CURRENT Monthly Gross Profit	\$ 84,637
CURRENT Yearly Front End Gross Profit Total	\$ 1,015,643

Projections	
12.0	PROJECTED Inventory Turn Rate
\$ 3,545.0	PROJECTED Average <i>Front End</i> Gross Profit PVR
29	PROJECTED Monthly Units Delivered
\$ 102,805	PROJECTED Monthly Gross Profit
\$ 18,168	PROJECTED Monthly Gross Profit Variance
\$ 1,233,660	PROJECTED Yearly Front End Gross Profit Total
\$ 218,018	PROJECTED Annualized Front End Gross Profit Variance

Additional Income				Monthly	PROJECTED	Yearly
Current New Vehicle F&I Average PVR				6	Additional NV Units	72
				\$ 15,150	NV F&I Increase	\$ 181,800
PDI & Accessory Sales PVR	120	X 50% Gross	\$ 60	\$ 360	PDI & Accessory Increase	\$ 4,320
Trade %	80%	# of Trades	4.8	\$ 96	UV Wholesale Increase	\$ 1,152
UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	0.1	\$ 2,822	UV Recon Increase	\$ 33,869
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$ 4,704	UV Retail PUVR Increase	\$ 56,448
Average PUVR Wholesale				\$ 4,704	Hard Pack Increase UV	\$ 56,448
Average PUVR (Front and Back) on Trades				\$ -	Hard Pack Increase NV	\$ -
Hard Pack Per Unit UV				\$ 3,736	Doc Fee/Admin Fee/ Service Charge Increase	\$ 44,828
Hard Pack Per Unit NV				\$ -	OEM Incentives Increase	\$ -
Doc Fee/ Admin Fee Per Unit				\$ 600	Floorplan Assistance Increase	\$ 7,200
OEM Incentives Per Unit				\$ 600	Advertising Credit Increase	\$ 7,200
Floorplan Assistance Per Unit				\$ 18,168.13	Front End Variance (from above)	\$ 218,018
Advertising Credits Per Unit				\$ 32,772	Total Additional Income	\$ 393,265
				\$ 50,940	Total Variance	\$ 611,283
Note: This does not include future Gross Opportunities				\$ 135,577	Total Projected Gross (Variance + Current)	\$ 1,626,925

