

## Current Data

New Retail Deliveries YTD (units)	59
Month of Year	11
Average # Retail Units Delivered Per Month	5
Total # Units Currently in Inventory	7
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,725
CURRENT Monthly Gross Profit	\$ 14,616
CURRENT Yearly Front End Gross Profit Total	\$ 175,391

## Projection

	7.8
	\$ 2,400.0
	5
	\$ 10,920
	\$ (3,696)
	\$ 131,040
	\$ (44,351)

## Additional Income

### Monthly

Current New Vehicle F&I Average PVR		1626		(1)
			\$	(1,626)
PDI & Accessory	400	X 50% Gross	\$	(200)
Trade %	65%	# of Trades		(29)
UV Immediate	15%	Immediate		(221)
Average Recon on U/C Trade	800	X 50% Gross	\$	(2,542)
Average PUVR Wholesale		300	\$	(221)

Average PUVR (Front and Back) on Trades	\$ 4,600	\$ (200)
Hard Pack Per Unit UV	\$ 400	\$ (388)
Hard Pack Per Unit NV	\$ 200	\$ (750)
Doc Fee/ Admin Fee Per Unit	\$ 250	\$ (400)
OEM Incentives Per Unit	\$ 750	\$ (50)
Floorplan Assistance Per Unit	\$ 400	\$ (3,695.91)
Advertising Credits Per Unit	\$ 50	\$ (6,627)
		\$ (10,323)
		\$ 4,293

**Note: This does not include future Gross Opportunities**

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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 <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	

<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(12)
NV F&I Increase	\$ (19,512)
PDI & Accesory Increase	\$ (2,400)
UV Wholesale Increase	\$ (351)
UV Recon Increase	\$ (2,652)
UV Retail PUVR Increase	\$ (30,498)
Hard Pack Increase UV	\$ (2,652)

Hard Pack Increase NV	\$	(2,400)
Doc Fee/Admin Fee/ Service Charge Increase	\$	(4,658)
OEM Incentives Increase	\$	(9,000)
Floorplan Assistance Increase	\$	(4,800)
Advertising Credit Increase	\$	(600)
Front End Variance (from above)	\$	(44,351)
Total Additional Income	\$	(79,523)
Total Variance	\$	(123,873)
Total Projected Gross (Variance + Current)	\$	51,518

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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,626	\$ 95,934
PDI & Accessory	\$ 400	X 50% Gross	\$ 200	\$ 11,800
Trade %	65%	# of Trades	38.4	38.4
UV Immediate	15%	Immediate	5.8	5.8
Average Recon on U/C Trade	\$ 800	X 50% Gross	\$ 400	\$ 15,340
Average PUVR Wholesale			\$ 300	\$ 1,726

Average PUVR (Front and Back) on Trades	\$ 4,600	\$ 149,949
Hard Pack Per Unit UV	\$ 400	\$ 13,039
Hard Pack Per Unit NV	\$ 200	\$ 11,800
Doc Fee/ Admin Fee Per Unit	\$ 250	\$ 22,899
OEM Incentives Per Unit	\$ 750	\$ 44,250
Floorplan Assistance Per Unit	\$ 400	\$ 23,600
Advertising Credits Per Unit	\$ 50	\$ 2,950
<b>Total Washout PNVR</b>	<b>\$ 9,639</b>	<b>\$ 393,287</b>

**Note: This does not include future Gross Opportunities**