

## Current Data

New Retail Deliveries YTD (units)	1,436
Month of Year	11
Average # Retail Units Delivered Per Month	131
Total # Units Currently in Inventory	25
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	62.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,281
CURRENT Monthly Gross Profit	\$ 428,320
CURRENT Yearly Front End Gross Profit Total	\$ 5,139,836



## Projection

	12.0
\$	3,500.0
	25
\$	87,500
\$	(340,820)
\$	1,050,000
\$	(4,089,836)

## Additional Income

				Monthly
				(106)
Current New Vehicle F&I Average PVR			1900	\$ (201,400)
PDI & Accessory Sales PVR	173	X 50% Gross	\$ 87	\$ (9,169)
Trade %	60%	# of Trades	(63.6)	\$ (17,579)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(6.4)	\$	(37,206)
Average Recon on U/C Trade	1300	X 50% Gross	\$ 650	\$	(114,480)
Average PUVR Wholesale			\$ 2,764	\$	(33,199)
Average PUVR (Front and Back) on Trades			\$ 2,000	\$	(50,880)
Hard Pack Per Unit UV			\$ 580	\$	(80,804)
Hard Pack Per Unit NV			\$ 480	\$	(62,328)
Doc Fee/ Admin Fee Per Unit			\$ 495	\$	(38,796)
OEM Incentives Per Unit			\$ 588	\$	(5,724)
Floorplan Assistance Per Unit			\$ 366	\$	(340,819.64)
Advertising Credits Per Unit			\$ 54	\$	(651,565)
				\$	(992,385)
<b>Note: This does not include future Gross Opportunities</b>				\$	(564,065)

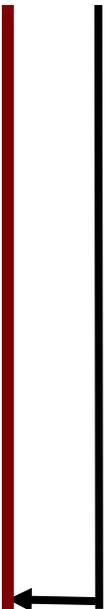
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<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(1,272)
NV F&I Increase	\$ (2,416,800)
PDI & Accesory Increase	\$ (110,028)
UV Wholesale Increase	\$ (210,948)

UV Recon Increase	\$ (446,472)
UV Retail PUVR Increase	\$ (1,373,760)
Hard Pack Increase UV	\$ (398,390)
Hard Pack Increase NV	\$ (610,560)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (969,646)
OEM Incentives Increase	\$ (747,936)
Floorplan Assistance Increase	\$ (465,552)
Advertising Credit Increase	\$ (68,688)
Front End Variance (from above)	\$ (4,089,836)
Total Additional Income	\$ (7,818,780)
<b>Total Variance</b>	<b>\$ (11,908,616)</b>
Total Projected Gross (Variance + Current)	\$ (6,768,780)





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,900	\$ 2,728,400
PDI & Accessory Sales PVR	\$ 173	X 50% Gross	\$ 87	\$ 124,214
Trade %	60%	# of Trades	861.6	861.6

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	86.2	86.2
Average Recon on U/C Trade	\$ 1,300	X 50% Gross	\$ 650	\$ 560,040
Average PUVR Wholesale			\$ 2,764	\$ 238,146
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ 1,550,880
Hard Pack Per Unit UV			\$ 580	\$ 449,755
Hard Pack Per Unit NV			\$ 480	\$ 689,280
Doc Fee/ Admin Fee Per Unit			\$ 495	\$ 1,094,663
OEM Incentives Per Unit			\$ 588	\$ 844,368
Floorplan Assistance Per Unit			\$ 366	\$ 525,576
Advertising Credits Per Unit			\$ 54	\$ 77,544
<b>Total Washout PNVR</b>			<b>\$ 9,765</b>	<b>\$ 8,882,866</b>
<b>Note: This does not include future Gross Opportunities</b>				

