

## Current Data

New Retail Deliveries YTD (units)	319
Month of Year	12
Average # Retail Units Delivered Per Month	27
Total # Units Currently in Inventory	26
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,653
CURRENT Monthly Gross Profit	\$ 97,109
CURRENT Yearly Front End Gross Profit Total	\$ 1,165,307



## Projection

	9.0
\$	4,000.0
	20
\$	78,000
\$	(19,109)
\$	936,000
\$	(229,307)

## Additional Income

				Monthly
				(8)
Current New Vehicle F&I Average PVR			1876	\$ (15,008)
PDI & Accessory Sales PVR	165	X 50% Gross	\$ 83	\$ (660)
Trade %	53%	# of Trades	(4.2)	\$ (268)

UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	(1.0)	\$ (1,686)
Average Recon on U/C Trade	1033	X 50% Gross	\$ 517	\$ (19,559)
Average PUVR Wholesale			\$ 275	\$ (219)
Average PUVR (Front and Back) on Trades			\$ 5,991	\$ -
Hard Pack Per Unit UV			\$ 67	\$ -
Hard Pack Per Unit NV			\$ -	\$ (4,640)
Doc Fee/ Admin Fee Per Unit			\$ -	\$ (7,104)
OEM Incentives Per Unit			\$ 580	\$ (6,008)
Floorplan Assistance Per Unit			\$ 888	\$ (19,108.92)
Advertising Credits Per Unit			\$ 751	\$ (55,153)
				\$ (74,262)
<b>Note: This does not include future Gross Opportunities</b>				\$ 22,847

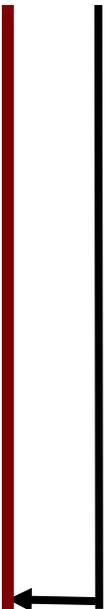
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<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(96)
NV F&I Increase	\$ (180,096)
PDI & Accesory Increase	\$ (7,920)
UV Wholesale Increase	\$ (3,218)

UV Recon Increase	\$ (20,235)
UV Retail PUVR Increase	\$ (234,713)
Hard Pack Increase UV	\$ (2,625)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ (55,680)
Floorplan Assistance Increase	\$ (85,248)
Advertising Credit Increase	\$ (72,096)
Front End Variance (from above)	\$ (229,307)
Total Additional Income	\$ (661,831)
<b>Total Variance</b>	<b>\$ (891,138)</b>
Total Projected Gross (Variance + Current)	\$ 274,169





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,876	\$ 598,444
PDI & Accessory Sales PVR	\$ 165	X 50% Gross	\$ 83	\$ 26,318
Trade %	53%	# of Trades	169.1	169.1

UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	38.9	38.9
Average Recon on U/C Trade	\$ 1,033	X 50% Gross	\$ 517	\$ 87,325
Average PUVR Wholesale			\$ 275	\$ 10,694
Average PUVR (Front and Back) on Trades			\$ 5,991	\$ 779,932
Hard Pack Per Unit UV			\$ 67	\$ 8,722
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -
OEM Incentives Per Unit			\$ 580	\$ 185,020
Floorplan Assistance Per Unit			\$ 888	\$ 283,272
Advertising Credits Per Unit			\$ 751	\$ 239,569
<b>Total Washout PNVR</b>			<b>\$ 10,610</b>	<b>\$ 2,219,295</b>
<b>Note: This does not include future Gross Opportunities</b>				

