

## Current Data

New Retail Deliveries YTD (units)	356
Month of Year	2
Average # Retail Units Delivered Per Month	178
Total # Units Currently in Inventory	101
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	21.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,666
CURRENT Monthly Gross Profit	\$ 474,548
CURRENT Yearly Front End Gross Profit Total	\$ 5,694,576

## Projection

	19.0
\$	2,500.0
	160
\$	399,792
\$	(74,756)
\$	4,797,500
\$	(897,076)

## Additional Income

				Monthly
				(19)
Current New Vehicle F&I Average PVR		2666		\$ (50,654)
PDI & Accessory Sales PVR	670	X 50% Gross	\$ 335	\$ (6,365)
Trade %	32%	# of Trades	(6.1)	\$ (124)

UV Immediate Wholesale %	7%	# of Trades Immediate Wholesaled	(0.4)	\$ (3,721)
Average Recon on U/C Trade	1316	X 50% Gross	\$ 658	\$ (28,905)
Average PUVR Wholesale			\$ 292	\$ (1,979)
Average PUVR (Front and Back) on Trades			\$ 5,112	\$ (4,750)
Hard Pack Per Unit UV			\$ 350	\$ (4,931)
Hard Pack Per Unit NV			\$ 250	\$ (16,226)
Doc Fee/ Admin Fee Per Unit			\$ 200	\$ (7,087)
OEM Incentives Per Unit			\$ 854	\$ (1,235)
Floorplan Assistance Per Unit			\$ 373	\$ (74,756.33)
Advertising Credits Per Unit			\$ 65	\$ (125,977)
Total Washout PNVR (Adjusted for %s)			\$ 9,304	\$ (200,733)
<b>Note: This does not include future Gross Opportunities</b>				\$ 1,487,899



<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	(228)
NV F&I Increase	\$ (607,848)
PDI & Accesory Increase	\$ (76,380)
UV Wholesale Increase	\$ (1,491)

UV Recon Increase	\$ (44,647)
UV Retail PUVR Increase	\$ (346,864)
Hard Pack Increase UV	\$ (23,748)
Hard Pack Increase NV	\$ (57,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (59,171)
OEM Incentives Increase	\$ (194,712)
Floorplan Assistance Increase	\$ (85,044)
Advertising Credit Increase	\$ (14,820)
Front End Variance (from above)	\$ (897,076)
Additional Income Variance	\$ (1,511,725)
<b>Total Variance</b>	<b>\$ (2,408,801)</b>
<b>Total Projected Gross Profit</b>	<b>\$ 17,854,784</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,919
Average <u>Front End</u> Gross Profit PNVR	\$ 2,666
Annualized Yearly Front End Gross Profit Total	\$ 5,116,054



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## Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 2,666	\$ 5,116,054
PDI & Accessory Sales PVR	\$ 670	X 50% Gross	\$ 335	\$ 642,865
Trade %	32%	# of Trades	614.1	614.1
UV Immediate Wholesale %	7%	# of Trades Immediate Wholesaled	43.0	43.0
Average Recon on U/C Trade	\$ 1,316	X 50% Gross	\$ 658	\$ 375,780
Average PUVR Wholesale			\$ 292	\$ 12,552
Average PUVR (Front and Back) on Trades			\$ 5,112	\$ 2,919,435
Hard Pack Per Unit UV			\$ 350	\$ 214,928
Hard Pack Per Unit NV			\$ 250	\$ 479,750

Doc Fee/ Admin Fee Per Unit	\$	200	\$	498,019
OEM Incentives Per Unit	\$	854	\$	1,638,826
Floorplan Assistance Per Unit	\$	373	\$	715,787
Advertising Credits Per Unit	\$	65	\$	124,735
<b>Total Washout PNVR</b>	<b>\$</b>	<b>9,304</b>	<b>\$</b>	<b>17,854,784</b>
<b>Note: This does not include future Gross Opportunities</b>				

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