

This document was exported from Numbers. Each table was converted to a table object on each Numbers sheet. Each table object was placed on a separate worksheet. Calculations may differ in Excel.

Numbers Sheet Name	Numbers Table Name
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Power of Turn	Table 1
NV Washout Gross Per Unit	Table 1

ed to an Excel worksheet. All other  
Please be aware that formula

### Excel Worksheet Name

<a href="#">Power of Turn</a>
<a href="#">NV Washout Gross Per Unit</a>

## Current Data

New Retail Deliveries YTD (units)	144
Month of Year	3
Average # Retail Units Delivered Per Month	48
Total # Units Currently in Inventory	68
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.5
CURRENT Average <u>Front End</u> Gross Profit PNVR \$	1,912
CURRENT Monthly Gross Profit \$	91,776
CURRENT Yearly Front End Gross Profit Total \$	1,101,312

## Projections

	12.0
\$	2,500.0
	68
\$	170,000
\$	78,224
\$	2,040,000
\$	938,688

## Additional Income

					<u>Monthly</u>
					20
Current New Vehicle F&I Average PVR			1780	\$	35,600
PDI & Accessory Sales PVR	330	X 50% Gross	\$ 165	\$	3,300
Trade %	33%	# of Trades	6.6	\$	132

<b>UV Immediate Wholesale %</b>	<b>10%</b>	<b># of Trades Immediate Wholesaled</b>	<b>0.7</b>	<b>\$</b>	<b>3,564</b>
<b>Average Recon on U/C Trade</b>	<b>1200</b>	<b>X 50% Gross</b>	<b>\$ 600</b>	<b>\$</b>	<b>21,936</b>
<b>Average PUVR Wholesale</b>			<b>\$ 200</b>	<b>\$</b>	<b>4,158</b>
<b>Average PUVR (Front and Back) on Trades</b>			<b>\$ 3,693</b>	<b>\$</b>	<b>6,000</b>
<b>Hard Pack Per Unit UV</b>			<b>\$ 700</b>	<b>\$</b>	<b>20,726</b>
<b>Hard Pack Per Unit NV</b>			<b>\$ 300</b>	<b>\$</b>	<b>9,000</b>
<b>Doc Fee/ Admin Fee Per Unit</b>			<b>\$ 799</b>	<b>\$</b>	<b>11,800</b>
<b>OEM Incentives Per Unit</b>			<b>\$ 450</b>	<b>\$</b>	<b>2,980</b>
<b>Floorplan Assistance Per Unit</b>			<b>\$ 590</b>	<b>\$</b>	<b>78,224.00</b>
<b>Advertising Credits Per Unit</b>			<b>\$ 149</b>	<b>\$</b>	<b>119,196</b>
<b>Total Washout PNVR (Adjusted for %s)</b>			<b>\$ 7,895</b>	<b>\$</b>	<b>197,420</b>
<b>Note: This does not include future Gross Opportunities</b>				<b>\$</b>	<b>536,855</b>



PROJECTED Inventory Turn Rate  
 PROJECTED Average *Front End* Gross Profit PVR  
 PROJECTED Monthly Units Delivered  
 PROJECTED Monthly Gross Profit  
 PROJECTED Monthly Gross Profit Variance  
 PROJECTED Yearly Front End Gross Profit Total  
 PROJECTED Annualized Front End Gross Profit Variance



PROJECTED		<u>Yearly</u>
Additonal NV Units		240
NV F&I Increase	\$	427,200
PDI & Accesory Increase	\$	39,600
UV Wholesale Increase	\$	1,584

UV Recon Increase	\$	42,768
UV Retail PUVR Increase	\$	263,237
Hard Pack Increase UV	\$	49,896
Hard Pack Increase NV	\$	72,000
Doc Fee/Admin Fee/ Service Charge Increase	\$	248,713
OEM Incentives Increase	\$	108,000
Floorplan Assistance Increase	\$	141,600
Advertising Credit Increase	\$	35,760
Front End Variance (from above)	\$	938,688
Additional Income Variance	\$	1,430,358
<b>Total Variance</b>	<b>\$</b>	<b>2,369,046</b>
<b>Total Projected Gross Profit</b>	<b>\$</b>	<b>6,442,258</b>









## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	816
	Average <u>Front End</u> Gross Profit PNVR \$	1,912
	Annualized Yearly Front End Gross Profit Total \$	1,560,192



## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR		\$	1,780	\$	1,452,480
PDI & Accessory Sales PVR	\$	330	X 50% Gross	\$	165
				\$	134,640
Trade %	33%	# of Trades		269.3	269.3
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled		26.9	26.9
Average Recon on U/C Trade	\$	1,200	X 50% Gross	\$	600
				\$	145,411
Average PUVR Wholesale		\$	200	\$	5,386
Average PUVR (Front and Back) on Trades		\$	3,693	\$	895,006
Hard Pack Per Unit UV		\$	700	\$	188,496
Hard Pack Per Unit NV		\$	300	\$	244,800

<b>Doc Fee/ Admin Fee Per Unit</b>	<b>\$</b>	<b>799</b>	<b>\$</b>	<b>845,623</b>
<b>OEM Incentives Per Unit</b>	<b>\$</b>	<b>450</b>	<b>\$</b>	<b>367,200</b>
<b>Floorplan Assistance Per Unit</b>	<b>\$</b>	<b>590</b>	<b>\$</b>	<b>481,440</b>
<b>Advertising Credits Per Unit</b>	<b>\$</b>	<b>149</b>	<b>\$</b>	<b>121,584</b>
<b>Total Washout PNVR</b>	<b>\$</b>	<b>7,895</b>	<b>\$</b>	<b>6,442,258</b>

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







