

Current Data

New Retail Deliveries YTD (units)	955
Month of Year	9
Average # Retail Units Delivered Per Month	106
Total # Units Currently in Inventory	126
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	10.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ (356)
CURRENT Monthly Gross Profit	\$ (37,776)
CURRENT Yearly Front End Gross Profit Total	\$ (453,307)



Projection

	11.1
\$	(356.0)
	117
\$	(41,492)
\$	(3,716)
\$	(497,902)
\$	(44,595)

Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			2178	\$ 23,958
PDI & Accessory Sales PVR	69.28	X 50% Gross	\$ 35	\$ 381
Trade %	52%	# of Trades	5.7	\$ 170

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	0.7	\$	1,963
Average Recon on U/C Trade	780	X 50% Gross	\$ 390	\$	12,690
Average PUVR Wholesale			\$ 247	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,521	\$	-
Hard Pack Per Unit UV			\$ -	\$	9,444
Hard Pack Per Unit NV			\$ -	\$	1,801
Doc Fee/ Admin Fee Per Unit			\$ 589	\$	3,949
OEM Incentives Per Unit			\$ 164	\$	5,885
Floorplan Assistance Per Unit			\$ 359	\$	(3,716.24)
Advertising Credits Per Unit			\$ 535	\$	60,240
				\$	56,524
Note: This does not include future Gross Opportunities				\$	18,748

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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 Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	132
NV F&I Increase	\$ 287,496
PDI & Accesory Increase	\$ 4,572
UV Wholesale Increase	\$ 2,034

UV Recon Increase	\$ 23,557
UV Retail PUVR Increase	\$ 152,276
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 113,325
OEM Incentives Increase	\$ 21,610
Floorplan Assistance Increase	\$ 47,388
Advertising Credit Increase	\$ 70,620
Front End Variance (from above)	\$ (44,595)
Total Additional Income	\$ 722,880
Total Variance	\$ 678,285
Total Projected Gross (Variance + Current)	\$ 224,978





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2021

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,178	\$ 2,079,990
PDI & Accessory Sales PVR	\$ 69	X 50% Gross	\$ 35	\$ 33,081
Trade %	52%	# of Trades	496.6	496.6

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	59.6	59.6
Average Recon on U/C Trade	\$ 780	X 50% Gross	\$ 390	\$ 193,674
Average PUVR Wholesale			\$ 247	\$ 14,719
Average PUVR (Front and Back) on Trades			\$ 2,521	\$ 1,101,697
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 589	\$ 819,893
OEM Incentives Per Unit			\$ 164	\$ 156,343
Floorplan Assistance Per Unit			\$ 359	\$ 342,845
Advertising Credits Per Unit			\$ 535	\$ 510,925
Total Washout PNVR			\$ 5,026	\$ 5,253,167
Note: This does not include future Gross Opportunities				

