

Current Data

New Retail Deliveries YTD (units)	728
Month of Year	12
Average # Retail Units Delivered Per Month	61
Total # Units Currently in Inventory	225
Months Supply "In Units"	3.7
CURRENT Inventory Turn Rate	3.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,080
CURRENT Monthly Gross Profit	\$ 126,187
CURRENT Yearly Front End Gross Profit Total	\$ 1,514,240



Projection

	7.0
\$	2,080.0
	131
\$	273,000
\$	146,813
\$	3,276,000
\$	1,761,760

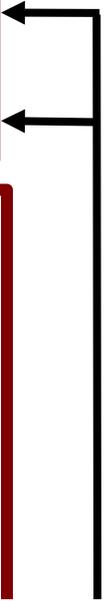
Additional Income

				Monthly
				71
Current New Vehicle F&I Average PVR			2080	\$ 147,680
PDI & Accessory Sales PVR	108	X 50% Gross	\$ 54	\$ 3,834
Trade %	60%	# of Trades	42.6	\$ 8,754

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	21.3	\$	10,022
Average Recon on U/C Trade	941	X 50% Gross	\$ 471	\$	72,697
Average PUVR Wholesale			\$ 411	\$	13,824
Average PUVR (Front and Back) on Trades			\$ 3,413	\$	35,500
Hard Pack Per Unit UV			\$ 649	\$	55,288
Hard Pack Per Unit NV			\$ 500	\$	51,546
Doc Fee/ Admin Fee Per Unit			\$ 599	\$	88,963
OEM Incentives Per Unit			\$ 726	\$	966
Floorplan Assistance Per Unit			\$ 1,253	\$	146,813.33
Advertising Credits Per Unit			\$ 14	\$	489,074
				\$	635,887
Note: This does not include future Gross Opportunities				\$	762,074

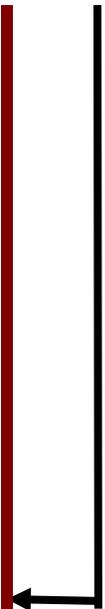
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	852
NV F&I Increase	\$ 1,772,160
PDI & Accesory Increase	\$ 46,008
UV Wholesale Increase	\$ 105,052

UV Recon Increase	\$ 120,260
UV Retail PUVR Increase	\$ 872,363
Hard Pack Increase UV	\$ 165,884
Hard Pack Increase NV	\$ 426,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 663,452
OEM Incentives Increase	\$ 618,552
Floorplan Assistance Increase	\$ 1,067,556
Advertising Credit Increase	\$ 11,596
Front End Variance (from above)	\$ 1,761,760
Total Additional Income	\$ 5,868,883
Total Variance	\$ 7,630,643
Total Projected Gross (Variance + Current)	\$ 9,144,883





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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,080	\$ 1,514,240
PDI & Accessory Sales PVR	\$ 108	X 50% Gross	\$ 54	\$ 39,312
Trade %	60%	# of Trades	436.8	436.8

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	218.4	218.4
Average Recon on U/C Trade	\$ 941	X 50% Gross	\$ 471	\$ 205,514
Average PUVR Wholesale			\$ 411	\$ 89,762
Average PUVR (Front and Back) on Trades			\$ 3,413	\$ 745,399
Hard Pack Per Unit UV			\$ 649	\$ 141,742
Hard Pack Per Unit NV			\$ 500	\$ 364,000
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ 566,894
OEM Incentives Per Unit			\$ 726	\$ 528,528
Floorplan Assistance Per Unit			\$ 1,253	\$ 912,184
Advertising Credits Per Unit			\$ 14	\$ 9,908
Total Washout PNVR			\$ 9,110	\$ 5,117,483
Note: This does not include future Gross Opportunities				

