

Current Data

New Retail Deliveries YTD (units)	256
Month of Year	2
Average # Retail Units Delivered Per Month	128
Total # Units Currently in Inventory	159
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 863
CURRENT Monthly Gross Profit	\$ 110,464
CURRENT Yearly Front End Gross Profit Total	\$ 1,325,568



Projection

	6.5
\$	1,200.0
	86
\$	103,350
\$	(7,114)
\$	1,240,200
\$	(85,368)

Additional Income

				Monthly
				(42)
Current New Vehicle F&I Average PVR		1056		\$ (44,352)
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ (2,100)
Trade %	53%	# of Trades	(22.3)	\$ (6,500)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(11.1)	\$ (7,685)
Average Recon on U/C Trade	1381	X 50% Gross	\$ 691	\$ (28,938)
Average PUVR Wholesale			\$ 584	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,600	\$ -
Hard Pack Per Unit UV			\$ -	\$ (3,985)
Hard Pack Per Unit NV			\$ -	\$ (16,800)
Doc Fee/ Admin Fee Per Unit			\$ 75	\$ (32,802)
OEM Incentives Per Unit			\$ 400	\$ (9,240)
Floorplan Assistance Per Unit			\$ 781	\$ (7,114.00)
Advertising Credits Per Unit			\$ 220	\$ (152,402)
				\$ (159,516)
Note: This does not include future Gross Opportunities				\$ (49,052)

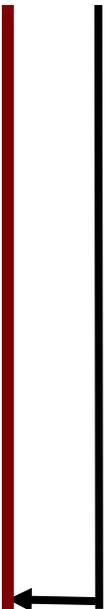
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(504)
NV F&I Increase	\$ (532,224)
PDI & Accesory Increase	\$ (25,200)
UV Wholesale Increase	\$ (77,999)

UV Recon Increase	\$ (92,223)
UV Retail PUVR Increase	\$ (347,256)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (47,817)
OEM Incentives Increase	\$ (201,600)
Floorplan Assistance Increase	\$ (393,624)
Advertising Credit Increase	\$ (110,880)
Front End Variance (from above)	\$ (85,368)
Total Additional Income	\$ (1,828,823)
Total Variance	\$ (1,914,191)
Total Projected Gross (Variance + Current)	\$ (588,623)





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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,056	\$ 270,336
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 12,800
Trade %	53%	# of Trades	135.7	135.7

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	67.8	67.8
Average Recon on U/C Trade	\$ 1,381	X 50% Gross	\$ 691	\$ 93,687
Average PUVR Wholesale			\$ 584	\$ 39,619
Average PUVR (Front and Back) on Trades			\$ 2,600	\$ 176,384
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 75	\$ 24,288
OEM Incentives Per Unit			\$ 400	\$ 102,400
Floorplan Assistance Per Unit			\$ 781	\$ 199,936
Advertising Credits Per Unit			\$ 220	\$ 56,320
Total Washout PNVR			\$ 8,990	\$ 975,770
Note: This does not include future Gross Opportunities				

