

## Current Data

New Retail Deliveries YTD (units)	267
Month of Year	3
Average # Retail Units Delivered Per Month	89
Total # Units Currently in Inventory	98
Months Supply "In Units"	1.1
CURRENT Inventory Turn Rate	10.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,750
CURRENT Monthly Gross Profit	\$ 244,750
CURRENT Yearly Front End Gross Profit Total	\$ 2,937,000



## Projection

	6.5
\$	-
	90
\$	-
\$	250,000
\$	-
\$	3,000,000

## Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			2000	\$ 2,000
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 113
Trade %	53%	# of Trades	0.5	\$ 292

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	0.3	\$	367
Average Recon on U/C Trade	2770	X 50% Gross	\$ 1,385	\$	398
Average PUVR Wholesale			\$ 1,100	\$	-
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	200
Hard Pack Per Unit UV			\$ -	\$	569
Hard Pack Per Unit NV			\$ 200	\$	450
Doc Fee/ Admin Fee Per Unit			\$ 450	\$	-
OEM Incentives Per Unit			\$ 450	\$	-
Floorplan Assistance Per Unit			\$ -	\$	250,000.00
Advertising Credits Per Unit			\$ -	\$	4,388
				\$	254,388
<b>Note: This does not include future Gross Opportunities</b>				\$	499,138

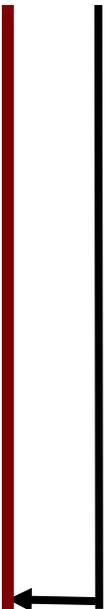
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<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	12
NV F&I Increase	\$ 24,000
PDI & Accesory Increase	\$ 1,350
UV Wholesale Increase	\$ 3,498

UV Recon Increase	\$	4,404
UV Retail PUVR Increase	\$	4,770
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	2,400
Doc Fee/Admin Fee/ Service Charge Increase	\$	6,831
OEM Incentives Increase	\$	5,400
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	3,000,000
Total Additional Income	\$	52,653
<b>Total Variance</b>	\$	<b>3,052,653</b>
Total Projected Gross (Variance + Current)	\$	5,989,653





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2021

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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,000	\$ 534,000
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 30,038
Trade %	53%	# of Trades	141.5	141.5

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	70.8	70.8
Average Recon on U/C Trade	\$ 2,770	X 50% Gross	\$ 1,385	\$ 195,991
Average PUVR Wholesale			\$ 1,100	\$ 77,831
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 106,133
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ 200	\$ 53,400
Doc Fee/ Admin Fee Per Unit			\$ 450	\$ 151,990
OEM Incentives Per Unit			\$ 450	\$ 120,150
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 15,755</b>	<b>\$ 1,269,532</b>
<b>Note: This does not include future Gross Opportunities</b>				

