

Current Data

New Retail Deliveries YTD (units)	891
Month of Year	9
Average # Retail Units Delivered Per Month	99
Total # Units Currently in Inventory	102
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 7,789
CURRENT Monthly Gross Profit	\$ 771,111
CURRENT Yearly Front End Gross Profit Total	\$ 9,253,332



Projection

	6.5
\$	-
	55
\$	-
\$	(771,111)
\$	-
\$	(9,253,332)

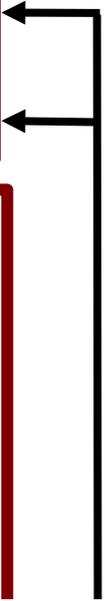
Additional Income

				Monthly
				(44)
Current New Vehicle F&I Average PVR			2289	\$ (100,716)
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ (11,000)
Trade %	53%	# of Trades	(23.3)	\$ (14,575)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(11.7)	\$ -
Average Recon on U/C Trade	0	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ 1,250	\$ (18,656)
Average PUVR (Front and Back) on Trades			\$ -	\$ (13,860)
Hard Pack Per Unit UV			\$ 1,600	\$ (13,915)
Hard Pack Per Unit NV			\$ 315	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 250	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ (771,111.00)
Advertising Credits Per Unit			\$ -	\$ (172,722)
				\$ (943,833)
Note: This does not include future Gross Opportunities				\$ (172,722)

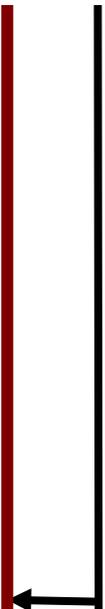
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	(528)
NV F&I Increase	\$ (1,208,592)
PDI & Accesory Increase	\$ (132,000)
UV Wholesale Increase	\$ (174,900)

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ (223,872)
Hard Pack Increase NV	\$ (166,320)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (166,980)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (9,253,332)
Total Additional Income	\$ (2,072,664)
Total Variance	\$ (11,325,996)
Total Projected Gross (Variance + Current)	\$ (2,072,664)





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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,289	\$ 2,039,499
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 222,750
Trade %	53%	# of Trades	472.2	472.2

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	236.1	236.1
Average Recon on U/C Trade	\$ -	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ 1,250	\$ 295,144
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 1,600	\$ 377,784
Hard Pack Per Unit NV			\$ 315	\$ 280,665
Doc Fee/ Admin Fee Per Unit			\$ 250	\$ 281,779
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
Total Washout PNVR			\$ 14,311	\$ 3,497,621
Note: This does not include future Gross Opportunities				

