

Current Data

New Retail Deliveries YTD (units)	447
Month of Year	8
Average # Retail Units Delivered Per Month	56
Total # Units Currently in Inventory	150
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,352
CURRENT Monthly Gross Profit	\$ 187,293
CURRENT Yearly Front End Gross Profit Total	\$ 2,247,516



Projection

	6.0
\$	2,100.0
	75
\$	157,500
\$	(29,793)
\$	1,890,000
\$	(357,516)

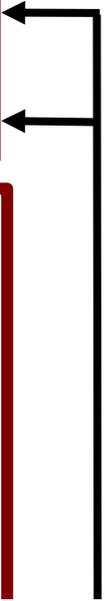
Additional Income

				Monthly
				20
Current New Vehicle F&I Average PVR			2707	\$ 54,140
PDI & Accessory Sales PVR	189	X 50% Gross	\$ 95	\$ 1,890
Trade %	20%	# of Trades	4.0	\$ 120

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.6	\$	2,550
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	8,160
Average PUVR Wholesale			\$ 200	\$	1,615
Average PUVR (Front and Back) on Trades			\$ 2,400	\$	-
Hard Pack Per Unit UV			\$ 475	\$	1,989
Hard Pack Per Unit NV			\$ -	\$	11,000
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	7,000
OEM Incentives Per Unit			\$ 550	\$	6,000
Floorplan Assistance Per Unit			\$ 350	\$	(29,793.00)
Advertising Credits Per Unit			\$ 300	\$	94,464
				\$	64,671
Note: This does not include future Gross Opportunities				\$	251,964

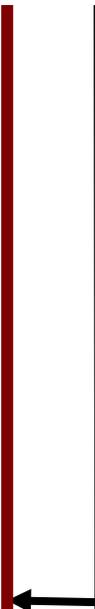
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	240
NV F&I Increase	\$ 649,680
PDI & Accesory Increase	\$ 22,680
UV Wholesale Increase	\$ 1,440

UV Recon Increase	\$ 30,600
UV Retail PUVR Increase	\$ 97,920
Hard Pack Increase UV	\$ 19,380
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 23,868
OEM Incentives Increase	\$ 132,000
Floorplan Assistance Increase	\$ 84,000
Advertising Credit Increase	\$ 72,000
Front End Variance (from above)	\$ (357,516)
Total Additional Income	\$ 1,133,568
Total Variance	\$ 776,052
Total Projected Gross (Variance + Current)	\$ 3,023,568





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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,707	\$ 1,210,029
PDI & Accessory Sales PVR	\$ 189	X 50% Gross	\$ 95	\$ 42,242
Trade %	20%	# of Trades	89.4	89.4

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	13.4	13.4
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 67,050
Average PUVR Wholesale			\$ 200	\$ 2,682
Average PUVR (Front and Back) on Trades			\$ 2,400	\$ 182,376
Hard Pack Per Unit UV			\$ 475	\$ 36,095
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 44,454
OEM Incentives Per Unit			\$ 550	\$ 245,850
Floorplan Assistance Per Unit			\$ 350	\$ 156,450
Advertising Credits Per Unit			\$ 300	\$ 134,100
Total Washout PNVR			\$ 9,774	\$ 2,121,328
Note: This does not include future Gross Opportunities				

