



As of 12/31/21

Current Data	
New Retail Deliveries YTD (units)	1,638
Month of Year	12
Average # Retail Units Delivered Per Month	137
Total # Units Currently in Inventory	25
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	65.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 5,360
CURRENT Monthly Gross Profit	\$ 731,640
CURRENT Yearly Front End Gross Profit Total	\$ 8,779,680

Projections	
65.0	PROJECTED Inventory Turn Rate
\$ 4,000.0	PROJECTED Average <i>Front End</i> Gross Profit PVR
135	PROJECTED Monthly Units Delivered
\$ 541,667	PROJECTED Monthly Gross Profit
\$ (189,973)	PROJECTED Monthly Gross Profit Variance
\$ 6,500,000	PROJECTED Yearly Front End Gross Profit Total
\$ (2,279,680)	PROJECTED Annualized Front End Gross Profit Variance

Additional Income				Monthly	PROJECTED	Yearly
				(2)	Additional NV Units	(24)
Current New Vehicle F&I Average PVR				\$ (6,060)	NV F&I Increase	\$ (72,720)
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ (100)	PDI & Accessory Increase	\$ (1,200)
Trade %	36%	# of Trades	(0.7)	\$ (21)	UV Wholesale Increase	\$ (257)
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(0.1)	\$ (421)	UV Recon Increase	\$ (5,054)
Average Recon on U/C Trade	1300	X 50% Gross	\$ 650	\$ (2,858)	UV Retail PUVR Increase	\$ (34,292)
Average PUVR Wholesale				\$ (431)	Hard Pack Increase UV	\$ (5,171)
Average PUVR (Front and Back) on Trades				\$ (320)	Hard Pack Increase NV	\$ (3,840)
Hard Pack Per Unit UV				\$ (400)	Doc Fee/Admin Fee/ Service Charge Increase	\$ (4,798)
Hard Pack Per Unit NV				\$ (924)	OEM Incentives Increase	\$ (11,088)
Doc Fee/ Admin Fee Per Unit				\$ (646)	Floorplan Assistance Increase	\$ (7,752)
OEM Incentives Per Unit				\$ (250)	Advertising Credit Increase	\$ (3,000)
Floorplan Assistance Per Unit				\$ (189,973.33)	Front End Variance (from above)	\$ (2,279,680)
Advertising Credits Per Unit				\$ (12,431)	Total Additional Income	\$ (149,173)
				\$ (202,404)	Total Variance	\$ (2,428,853)
Note: This does not include future Gross Opportunities				\$ 529,236	Total Projected Gross (Variance + Current)	\$ 6,350,827

Prep Maint \$245, B
\$160 LTPW, \$400

Marketing Coverer
Floor Plan Credits :

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 3,030	\$ 4,963,140
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 81,900
Trade %	36%	# of Trades	589.7	589.7

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	59.0	59.0
Average Recon on U/C Trade	\$ 1,300	X 50% Gross	\$ 650	\$ 383,292
Average PUVR Wholesale			\$ 298	\$ 17,572
Average PUVR (Front and Back) on Trades			\$ 4,410	\$ 2,340,440
Hard Pack Per Unit UV			\$ 665	\$ 352,923
Hard Pack Per Unit NV			\$ 160	\$ 262,080
Doc Fee/ Admin Fee Per Unit			\$ 151	\$ 327,476
OEM Incentives Per Unit			\$ 462	\$ 756,756
Floorplan Assistance Per Unit			\$ 323	\$ 529,074
Advertising Credits Per Unit			\$ 125	\$ 204,750
Total Washout PNVR			\$ 11,599	\$ 10,219,403
Note: This does not include future Gross Opportunities				

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