

Current Data

New Retail Deliveries YTD (units)	1,879
Month of Year	11
Average # Retail Units Delivered Per Month	171
Total # Units Currently in Inventory	44
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	46.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,449
CURRENT Monthly Gross Profit	\$ 589,152
CURRENT Yearly Front End Gross Profit Total	\$ 7,069,823



Projection

	46.6
\$	3,449.0
	171
\$	589,319
\$	167
\$	7,071,830
\$	2,007

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			5867	\$ 5,867
PDI & Accessory Sales PVR	15	X 50% Gross	\$ 8	\$ 8
Trade %	60%	# of Trades	0.6	\$ 180

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	0.1	\$	432
Average Recon on U/C Trade	1800	X 50% Gross	\$ 900	\$	1,665
Average PUVR Wholesale			\$ 1,497	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,468	\$	500
Hard Pack Per Unit UV			\$ -	\$	222
Hard Pack Per Unit NV			\$ 500	\$	600
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	700
OEM Incentives Per Unit			\$ 600	\$	250
Floorplan Assistance Per Unit			\$ 700	\$	167.22
Advertising Credits Per Unit			\$ 250	\$	10,423
				\$	10,590
Note: This does not include future Gross Opportunities				\$	599,742

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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	12
NV F&I Increase	\$ 70,404
PDI & Accesory Increase	\$ 90
UV Wholesale Increase	\$ 2,156

UV Recon Increase	\$	5,184
UV Retail PUVR Increase	\$	19,976
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	6,000
Doc Fee/Admin Fee/ Service Charge Increase	\$	2,664
OEM Incentives Increase	\$	7,200
Floorplan Assistance Increase	\$	8,400
Advertising Credit Increase	\$	3,000
Front End Variance (from above)	\$	2,007
Total Additional Income	\$	125,073
Total Variance	\$	127,080
Total Projected Gross (Variance + Current)	\$	7,196,903





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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 5,867	\$ 11,024,093
PDI & Accessory Sales PVR	\$ 15	X 50% Gross	\$ 8	\$ 14,093
Trade %	60%	# of Trades	1,127.4	1,127.4

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	225.5	225.5
Average Recon on U/C Trade	\$ 1,800	X 50% Gross	\$ 900	\$ 1,014,660
Average PUVR Wholesale			\$ 1,497	\$ 337,544
Average PUVR (Front and Back) on Trades			\$ 3,468	\$ 3,127,859
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ 500	\$ 939,500
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 417,138
OEM Incentives Per Unit			\$ 600	\$ 1,127,400
Floorplan Assistance Per Unit			\$ 700	\$ 1,315,300
Advertising Credits Per Unit			\$ 250	\$ 469,750
Total Washout PNVR			\$ 14,293	\$ 19,787,336
Note: This does not include future Gross Opportunities				

