

Current Data

New Retail Deliveries YTD (units)	4,955
Month of Year	12
Average # Retail Units Delivered Per Month	413
Total # Units Currently in Inventory	38
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	130.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 9,367
CURRENT Monthly Gross Profit	\$ 3,867,790
CURRENT Yearly Front End Gross Profit Total	\$ 46,413,485



Projection

	130.4
\$	9,367.0
	413
\$	3,867,947
\$	156
\$	46,415,358

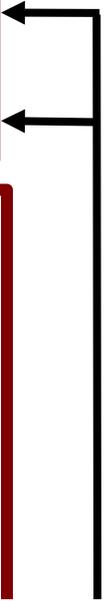
Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			2653	\$ 2,653
PDI & Accessory Sales PVR	350	X 50% Gross	\$ 175	\$ 175
Trade %	45%	# of Trades	0.5	\$ 16

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.0	\$	466
Average Recon on U/C Trade	2300	X 50% Gross	\$ 1,150	\$	1,742
Average PUVR Wholesale			\$ 350	\$	344
Average PUVR (Front and Back) on Trades			\$ 4,300	\$	500
Hard Pack Per Unit UV			\$ 850	\$	119
Hard Pack Per Unit NV			\$ 500	\$	640
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	332
OEM Incentives Per Unit			\$ 640	\$	377
Floorplan Assistance Per Unit			\$ 332	\$	156.12
Advertising Credits Per Unit			\$ 377	\$	7,364
				\$	7,520
Note: This does not include future Gross Opportunities				\$	3,875,310

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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	\$ 31,836
PDI & Accesory Increase	\$ 2,100
UV Wholesale Increase	\$ 189

UV Recon Increase	\$	5,589
UV Retail PUVR Increase	\$	20,898
Hard Pack Increase UV	\$	4,131
Hard Pack Increase NV	\$	6,000
Doc Fee/Admin Fee/ Service Charge Increase	\$	1,433
OEM Incentives Increase	\$	7,680
Floorplan Assistance Increase	\$	3,984
Advertising Credit Increase	\$	4,524
Front End Variance (from above)		
Total Additional Income	\$	88,364
Total Variance		#VALUE!
Total Projected Gross (Variance + Current)		#VALUE!





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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,653	\$ 13,145,615
PDI & Accessory Sales PVR	\$ 350	X 50% Gross	\$ 175	\$ 867,125
Trade %	45%	# of Trades	2,229.8	2,229.8

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	223.0	223.0
Average Recon on U/C Trade	\$ 2,300	X 50% Gross	\$ 1,150	\$ 2,564,213
Average PUVR Wholesale			\$ 350	\$ 78,041
Average PUVR (Front and Back) on Trades			\$ 4,300	\$ 8,629,133
Hard Pack Per Unit UV			\$ 850	\$ 1,705,759
Hard Pack Per Unit NV			\$ 500	\$ 2,477,500
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 591,751
OEM Incentives Per Unit			\$ 640	\$ 3,171,200
Floorplan Assistance Per Unit			\$ 332	\$ 1,645,060
Advertising Credits Per Unit			\$ 377	\$ 1,868,035
Total Washout PNVR			\$ 16,782	\$ 36,743,431
Note: This does not include future Gross Opportunities				

