

Current Data

New Retail Deliveries YTD (units)	202
Month of Year	12
Average # Retail Units Delivered Per Month	17
Total # Units Currently in Inventory	15
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	13.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,500
CURRENT Monthly Gross Profit	\$ 42,500
CURRENT Yearly Front End Gross Profit Total	\$ 510,000



Projection

	13.6
\$	2,500.0
	17
\$	42,500
\$	-
\$	510,000
\$	-

Additional Income

				Monthly
				-
Current New Vehicle F&I Average PVR			2000	\$ -
PDI & Accessory Sales PVR	350	X 50% Gross	\$ 175	\$ -
Trade %	32%	# of Trades	-	\$ -

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1000	X 50% Gross	\$ 500	\$ -
Average PUVR Wholesale			\$ 250	\$ -
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ -
Hard Pack Per Unit UV			\$ 1,000	\$ -
Hard Pack Per Unit NV			\$ 1,000	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ -
OEM Incentives Per Unit			\$ 400	\$ -
Floorplan Assistance Per Unit			\$ 400	\$ -
Advertising Credits Per Unit			\$ 50	\$ -
				\$ -
Note: This does not include future Gross Opportunities				\$ 42,500

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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	0
NV F&I Increase	\$ -
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$	-
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	-
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	-
Total Additional Income	\$	-
Total Variance	\$	-
Total Projected Gross (Variance + Current)	\$	510,000





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New Retail Deliveries YTD (units)	202
Month of Year	12
Average # Retail Units Delivered Per Month	17
Total # Units Currently in Inventory	15
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	13.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,000
CURRENT Monthly Gross Profit	\$ 33,667
CURRENT Yearly Front End Gross Profit Total	\$ 404,000



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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,000	\$ 404,000
PDI & Accessory Sales PVR	\$ 350	X 50% Gross	\$ 175	\$ 35,350
Trade %	32%	# of Trades	63.6	63.6

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	12.7	12.7
Average Recon on U/C Trade	\$ 1,000	X 50% Gross	\$ 500	\$ 31,815
Average PUVR Wholesale			\$ 250	\$ 3,182
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 76,356
Hard Pack Per Unit UV			\$ 1,000	\$ 50,904
Hard Pack Per Unit NV			\$ 1,000	\$ 202,000
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 21,497
OEM Incentives Per Unit			\$ 400	\$ 80,800
Floorplan Assistance Per Unit			\$ 400	\$ 80,800
Advertising Credits Per Unit			\$ 50	\$ 10,100
Total Washout PNVR			\$ 6,935	\$ 996,803
Note: This does not include future Gross Opportunities				

