

## Current Data

New Retail Deliveries YTD (units)	1,189
Month of Year	Jun-22
Average # Retail Units Delivered Per Month	0
Total # Units Currently in Inventory	68
Months Supply "In Units"	2557.2
CURRENT Inventory Turn Rate	0.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,856
CURRENT Monthly Gross Profit	\$ 76
CURRENT Yearly Front End Gross Profit Total	\$ 911

## Projection

	15.0
	\$ 2,500.0
	85
	\$ 212,500
	\$ 212,424
	\$ 2,550,000
	\$ 2,549,089

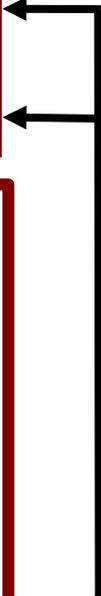
## Additional Income

				Monthly
				85
Current New Vehicle F&I Average PVR			1386	\$ 117,810
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	24%	# of Trades	20.4	\$ 7,650

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	5.1	\$	12,133
Average Recon on U/C Trade	1586	X 50% Gross	\$ 793	\$	43,758
Average PUVR Wholesale			\$ 1,500	\$	16,830
Average PUVR (Front and Back) on Trades			\$ 2,860	\$	93,500
Hard Pack Per Unit UV			\$ 1,100	\$	8,526
Hard Pack Per Unit NV			\$ 1,100	\$	199,750
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	21,250
OEM Incentives Per Unit			\$ 2,350	\$	-
Floorplan Assistance Per Unit			\$ 250	\$	212,424.05
Advertising Credits Per Unit			\$ -	\$	521,206
Total Washout PNVR (Adjusted for %s)			\$ 9,054	\$	733,630
<b>Note: This does not include future Gross Opportunities</b>				\$	769,576

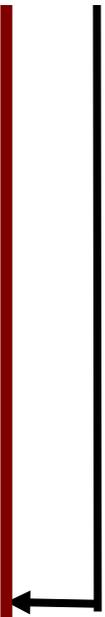


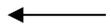
<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	1,020
NV F&I Increase	\$ 1,413,720
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 91,800

UV Recon Increase	\$ 145,595
UV Retail PUVR Increase	\$ 525,096
Hard Pack Increase UV	\$ 201,960
Hard Pack Increase NV	\$ 1,122,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 102,306
OEM Incentives Increase	\$ 2,397,000
Floorplan Assistance Increase	\$ 255,000
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 2,549,089
Additional Income Variance	\$ 6,254,477
<b>Total Variance</b>	<b>\$ 8,803,565</b>
<b>Total Projected Gross Profit</b>	<b>\$ 9,234,917</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,020
Average <u>Front End</u> Gross Profit PNVR	\$ 2,856
Annualized Yearly Front End Gross Profit Total	\$ 2,913,120



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	Average PVR		\$ 1,386	\$ 1,413,720
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	24%	# of Trades	244.8	244.8
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	61.2	61.2
Average Recon on U/C Trade	\$ 1,586	X 50% Gross	\$ 793	\$ 145,595
Average PUVR Wholesale			\$ 1,500	\$ 91,800
Average PUVR (Front and Back) on Trades			\$ 2,860	\$ 525,096
Hard Pack Per Unit UV			\$ 1,100	\$ 269,280
Hard Pack Per Unit NV			\$ 1,100	\$ 1,122,000

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 102,306
OEM Incentives Per Unit	\$ 2,350	\$ 2,397,000
Floorplan Assistance Per Unit	\$ 250	\$ 255,000
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 9,054</b>	<b>\$ 9,234,917</b>
<b>Note: This does not include future Gross Opportunities</b>		

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