

## Current Data

New Retail Deliveries YTD (units)	762
Month of Year	Jul-22
Average # Retail Units Delivered Per Month	109
Total # Units Currently in Inventory	13
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	100.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 7,705
CURRENT Monthly Gross Profit	\$ 839,845
CURRENT Yearly Front End Gross Profit Total	\$ 10,078,140

## Projection

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	\$ 69,333
	\$ (770,512)
	\$ 832,000
	\$ (9,246,140)

## Additional Income

				Monthly
				(101)
Current New Vehicle F&I Average PVR			2081	\$ (210,181)
PDI & Accessory Sales PVR	268	X 50% Gross	\$ 134	\$ (13,534)
Trade %	21%	# of Trades	(21.2)	\$ (1,591)

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	(5.3)	\$	(9,664)
Average Recon on U/C Trade	1215	X 50% Gross	\$ 608	\$	(98,642)
Average PUVR Wholesale			\$ 300	\$	(15,908)
Average PUVR (Front and Back) on Trades			\$ 6,201	\$	(40,400)
Hard Pack Per Unit UV			\$ 1,000	\$	(9,937)
Hard Pack Per Unit NV			\$ 400	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	(25,250)
OEM Incentives Per Unit			\$ -	\$	(20,200)
Floorplan Assistance Per Unit			\$ 250	\$	(770,511.67)
Advertising Credits Per Unit			\$ 200	\$	(445,307)
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 12,166	\$	<b>(1,215,818)</b>
<b>Note: This does not include future Gross Opportunities</b>				\$	105,443

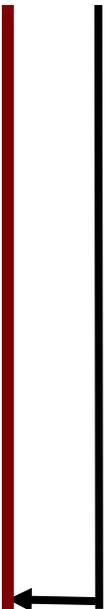


<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(1,212)
NV F&I Increase	\$ (2,522,172)
PDI & Accesory Increase	\$ (162,408)
UV Wholesale Increase	\$ (19,089)

UV Recon Increase	\$ (115,966)
UV Retail PUVR Increase	\$ (1,183,709)
Hard Pack Increase UV	\$ (190,890)
Hard Pack Increase NV	\$ (484,800)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (119,246)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (303,000)
Advertising Credit Increase	\$ (242,400)
Front End Variance (from above)	\$ (9,246,140)
Additional Income Variance	\$ (5,343,679)
<b>Total Variance</b>	<b>\$ (14,589,819)</b>
Total Projected Gross Profit	\$ 1,265,314





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	104
	Average <u>Front End</u> Gross Profit PNVR	\$ 7,705
	Annualized Yearly Front End Gross Profit Total	\$ 801,320



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## Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,081	\$ 216,424
PDI & Accessory Sales PVR	\$ 268	X 50% Gross	\$ 134	\$ 13,936
Trade %	21%	# of Trades	21.8	21.8
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	5.5	5.5
Average Recon on U/C Trade	\$ 1,215	X 50% Gross	\$ 608	\$ 9,951
Average PUVR Wholesale			\$ 300	\$ 1,638
Average PUVR (Front and Back) on Trades			\$ 6,201	\$ 101,572
Hard Pack Per Unit UV			\$ 1,000	\$ 21,840
Hard Pack Per Unit NV			\$ 400	\$ 41,600

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 10,232
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 250	\$ 26,000
Advertising Credits Per Unit	\$ 200	\$ 20,800
<b>Total Washout PNVR</b>	<b>\$ 12,166</b>	<b>\$ 1,265,314</b>
<b>Note: This does not include future Gross Opportunities</b>		

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