

Current Data

New Retail Deliveries YTD (units)	368
Month of Year	7
Average # Retail Units Delivered Per Month	53
Total # Units Currently in Inventory	227
Months Supply "In Units"	4.3
CURRENT Inventory Turn Rate	2.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,317
CURRENT Monthly Gross Profit	\$ 69,237
CURRENT Yearly Front End Gross Profit Total	\$ 830,839

Projection

	6.0
\$	1,350.0
	114
\$	153,225
\$	83,988
\$	1,838,700
\$	1,007,861

Additional Income

				Monthly	
Current New Vehicle F&I Average PVR				2258	\$ 137,738
PDI & Accessory	450.38	X 50% Gross	\$	225	\$ 13,737
Trade %	28%	# of Trades		17.1	\$ 209
UV Immediate	5%	Immediate		0.9	\$ 6,255
Average Recon on U/C Trade	771	X 50% Gross	\$	386	\$ 43,632
Average PUVR Wholesale				\$ 245	\$ 18,660

Average PUVR (Front and Back) on Trades	\$ 2,689	\$ 70,150
Hard Pack Per Unit UV	\$ 1,150	\$ 38,536
Hard Pack Per Unit NV	\$ 1,150	\$ 25,740
Doc Fee/ Admin Fee Per Unit	\$ 499	\$ 1,734
OEM Incentives Per Unit	\$ 422	\$ 6,202
Floorplan Assistance Per Unit	\$ 28	\$ 83,988.43
Advertising Credits Per Unit	\$ 102	\$ 362,591
Total Washout PNVR (Adjusted for %s)	\$ 7,277	\$ 446,580
Note: This does not include future Gross Opportunities		\$ 825,965



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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	732
NV F&I Increase	\$ 1,652,856
PDI & Accesory Increase	\$ 164,839
UV Wholesale Increase	\$ 2,511
UV Recon Increase	\$ 75,061
UV Retail PUVR Increase	\$ 523,581
Hard Pack Increase UV	\$ 223,919

Hard Pack Increase NV	\$	841,800	
Doc Fee/Admin Fee/ Service Charge Increase	\$	462,429	
OEM Incentives Increase	\$	308,875	
Floorplan Assistance Increase	\$	20,803	
Advertising Credit Increase	\$	74,422	
Front End Variance (from above)	\$	1,007,861	←
Additional Income Variance	\$	4,351,097	
Total Variance	\$	5,358,958	
Total Projected Gross Profit	\$	9,911,575	



Projections

Data	Projected New Retail Deliveries YTD (units)	1,362
	Average <u>Front End</u> Gross Profit PNVR	\$ 1,317
	Annualized Yearly Front End Gross Profit Total	\$ 1,793,754



ACADEMY

Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$	3,075,396
PDI & Accessory	[REDACTED]	X 50% Gross	\$ 225	\$ 306,709
Trade %		# of Trades		381.4
UV Immediate		Immediate		19.1
Average Recon on U/C Trade		X 50% Gross	\$ 386	\$ 139,664
Average PUVR Wholesale			\$	4,672
Average PUVR (Front and Back) on Trades			\$	974,203
Hard Pack Per Unit UV			\$	438,564
Hard Pack Per Unit NV			\$	1,566,300
Doc Fee/ Admin Fee Per Unit			\$	860,422
OEM Incentives Per Unit			\$	574,710
Floorplan Assistance Per Unit			\$	38,708
Advertising Credits Per Unit			\$	138,475

Total Washout PNVR	\$ 7,277	\$ 9,911,575
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Note: This does not include future Gross Opportunities

