

Current Data

New Retail Deliveries YTD (units)	309
Month of Year	10
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	95
Months Supply "In Units"	3.1
CURRENT Inventory Turn Rate	3.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ (1,441)
CURRENT Monthly Gross Profit	\$ (44,527)
CURRENT Yearly Front End Gross Profit Total	\$ (534,323)

Projection

	4.0
\$	(1,440.0)
	32
\$	(45,600)
\$	(1,073)
\$	(547,200)
\$	(12,877)

Additional Income

				Monthly	
					1
Current New Vehicle F&I Average PVR				1318	\$ 1,318
PDI & Accessory	68	X 50% Gross	\$ 34	\$ 34	
Trade %	20%	# of Trades	0.2	\$ (1)	
UV Immediate	2%	Immediate	0.0	\$ 75	
Average Recon on U/C Trade	768	X 50% Gross	\$ 384	\$ (99)	
Average PUVR Wholesale				\$ (182)	\$ 201

Average PUVR (Front and Back) on Trades	\$ (506)	\$ 865
Hard Pack Per Unit UV	\$ 1,025	\$ 2,063
Hard Pack Per Unit NV	\$ 865	\$ 383
Doc Fee/ Admin Fee Per Unit	\$ 1,725	\$ 268
OEM Incentives Per Unit	\$ 383	\$ 617
Floorplan Assistance Per Unit	\$ 268	\$ (1,073.10)
Advertising Credits Per Unit	\$ 617	\$ 5,724
Total Washout PNVR (Adjusted for %s)	\$ 4,287	\$ 4,651
Note: This does not include future Gross Opportunities		\$ 135,766



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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	\$ 15,816
PDI & Accesory Increase	\$ 408
UV Wholesale Increase	\$ (9)
UV Recon Increase	\$ 903
UV Retail PUVR Increase	\$ (1,190)
Hard Pack Increase UV	\$ 2,411

Hard Pack Increase NV	\$	10,380
Doc Fee/Admin Fee/ Service Charge Increase	\$	24,757
OEM Incentives Increase	\$	4,594
Floorplan Assistance Increase	\$	3,219
Advertising Credit Increase	\$	7,402
Front End Variance (from above)	\$	(12,877)
Additional Income Variance	\$	68,691
Total Variance	\$	55,814
Total Projected Gross Profit	\$	1,629,197

The diagram consists of a vertical black line on the right side of the table, starting from the top row and extending down to the 'Front End Variance' row. An arrow points from this line to the right side of the 'Front End Variance' cell. A horizontal black line connects the right side of the 'Total Variance' row to the right side of the 'Total Projected Gross Profit' row. A thick red L-shaped line is positioned to the right of the table, with its vertical part extending from the top row down to the 'Total Projected Gross Profit' row, and its horizontal part extending from the 'Total Projected Gross Profit' row to the right.



Projections

Data Projected New Retail Deliveries YTD (units)	380
Average <u>Front End</u> Gross Profit PNVR	\$ (1,441)
Annualized Yearly Front End Gross Profit Total	\$ (547,580)



ACADEMY

Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$	500,840
PDI & Accessory	[REDACTED]	X 50% Gross	\$ 34	\$ 12,920
Trade %		# of Trades		76.0
UV Immediate		Immediate		1.5
Average Recon on U/C Trade		X 50% Gross	\$ 384	\$ 28,600
Average PUVR Wholesale			\$	(277)
Average PUVR (Front and Back) on Trades			\$	(37,687)
Hard Pack Per Unit UV			\$	77,900
Hard Pack Per Unit NV			\$	328,700
Doc Fee/ Admin Fee Per Unit			\$	783,978
OEM Incentives Per Unit			\$	145,479
Floorplan Assistance Per Unit			\$	101,931
Advertising Credits Per Unit			\$	234,392

Total Washout PNVR	\$ 4,287	\$ 1,629,197
Note: This does not include future Gross Opportunities		

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