

## Current Data

New Retail Deliveries YTD (units)	276
Month of Year	9
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	102
Months Supply "In Units"	3.3
CURRENT Inventory Turn Rate	3.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 877
CURRENT Monthly Gross Profit	\$ 26,895
CURRENT Yearly Front End Gross Profit Total	\$ 322,736



## Projection

	-
\$	-
\$	-

## Additional Income

			Monthly
			(31)
Current New Vehicle F&I Average PVR		1555	\$ (48,205)
PDI & Accessory Sales PVR		X 50% Gross	\$ -
Trade %		# of Trades	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1295	X 50% Gross	\$ 648	\$ -
Average PUVR Wholesale			\$ 330	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,773	\$ -
Hard Pack Per Unit UV				\$ (6,014)
Hard Pack Per Unit NV				\$ (7,905)
Doc Fee/ Admin Fee Per Unit			\$ 194	\$ (27,280)
OEM Incentives Per Unit			\$ 255	\$ (6,159)
Floorplan Assistance Per Unit			\$ 880	
Advertising Credits Per Unit			\$ 199	\$ (95,563)
				#VALUE!
<b>Note: This does not include future Gross Opportunities</b>				#VALUE!

<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	(372)
NV F&I Increase	\$ (578,460)
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	\$ (72,168)
OEM Incentives Increase	\$ (94,860)
Floorplan Assistance Increase	\$ (327,360)
Advertising Credit Increase	\$ (73,905)
Front End Variance (from above)	
Total Additional Income	\$ (1,146,753)
Total Variance	#VALUE!
Total Projected Gross (Variance + Current)	#VALUE!





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Month of Year	9
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	102
Months Supply "In Units"	3.3
CURRENT Inventory Turn Rate	3.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 871
CURRENT Monthly Gross Profit	\$ 26,711
CURRENT Yearly Front End Gross Profit Total	\$ 320,528



ACADEMY

2021

## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,555	\$ 429,180
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,295	X 50% Gross	\$ 648	\$ -
Average PUVR Wholesale			\$ 330	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,773	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 194	\$ 53,544
OEM Incentives Per Unit			\$ 255	\$ 70,380
Floorplan Assistance Per Unit			\$ 880	\$ 242,880
Advertising Credits Per Unit			\$ 199	\$ 54,833
<b>Total Washout PNVR</b>			<b>\$ 4,244</b>	<b>\$ 850,817</b>
<b>Note: This does not include future Gross Opportunities</b>				

