

## Current Data

New Retail Deliveries YTD (units)		98
Month of Year		10
Average # Retail Units Delivered Per Month		10
Total # Units Currently in Inventory		72
Months Supply "In Units"		7.3
CURRENT Inventory Turn Rate		1.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$	1,177
CURRENT Monthly Gross Profit	\$	11,535
CURRENT Yearly Front End Gross Profit Total	\$	138,415



## Projection

	2.0
\$	2,800.0
	12
\$	33,600
\$	22,065
\$	403,200
\$	264,785

## Additional Income

				Monthly
				3
Current New Vehicle F&I Average PVR			987	\$ 2,961
PDI & Accessory Sales PVR	526	X 50% Gross	\$ 263	\$ 789
Trade %	20%	# of Trades	0.6	\$ 90

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.1	\$	893
Average Recon on U/C Trade	3500	X 50% Gross	\$ 1,750	\$	1,785
Average PUVR Wholesale			\$ 1,000	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,500	\$	-
Hard Pack Per Unit UV			\$ -	\$	2,102
Hard Pack Per Unit NV				\$	11,970
Doc Fee/ Admin Fee Per Unit			\$ 599	\$	-
OEM Incentives Per Unit			\$ 3,990	\$	600
Floorplan Assistance Per Unit				\$	22,065.40
Advertising Credits Per Unit			\$ 200	\$	21,190
				\$	43,255
<b>Note: This does not include future Gross Opportunities</b>				\$	54,790

<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	36
NV F&I Increase	\$ 35,532
PDI & Accesory Increase	\$ 9,468
UV Wholesale Increase	\$ 1,080

UV Recon Increase	\$ 10,710
UV Retail PUVR Increase	\$ 21,420
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 25,230
OEM Incentives Increase	\$ 143,640
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 7,200
Front End Variance (from above)	\$ 264,785
Total Additional Income	\$ 254,280
<b>Total Variance</b>	<b>\$ 519,065</b>
Total Projected Gross (Variance + Current)	\$ 657,480





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ACADEMY

## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 987	\$ 96,726
PDI & Accessory Sales PVR	\$ 526	X 50% Gross	\$ 263	\$ 25,774
Trade %	20%	# of Trades	19.6	19.6

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	2.9	2.9
Average Recon on U/C Trade	\$ 3,500	X 50% Gross	\$ 1,750	\$ 34,300
Average PUVR Wholesale			\$ 1,000	\$ 2,940
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 58,310
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ 68,681
OEM Incentives Per Unit			\$ 3,990	\$ 391,020
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 200	\$ 19,600
<b>Total Washout PNVR</b>			<b>\$ 8,528</b>	<b>\$ 697,351</b>
<b>Note: This does not include future Gross Opportunities</b>				

