



Current Data

New Retail Deliveries YTD (units)	478
Month of Year	12
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	113
Months Supply "In Units"	2.8
CURRENT Inventory Turn Rate	4.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 451
CURRENT Monthly Gross Profit	\$ 17,965
CURRENT Yearly Front End Gross Profit Total	\$ 215,578



ACADEMY

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,163	\$ 555,914
PDI & Accessory Sales PVR	\$ 42	X 50% Gross	\$ 21	\$ 10,038
Trade %	30%	# of Trades	143.4	143.4

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	7.2	7.2
Average Recon on U/C Trade	\$ 900	X 50% Gross	\$ 450	\$ 64,530
Average PUVR Wholesale			\$ (123)	\$ (882)
Average PUVR (Front and Back) on Trades			\$ 2,600	\$ 354,198
Hard Pack Per Unit UV			\$ 500	\$ 68,115
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 325	\$ 199,625
OEM Incentives Per Unit			\$ 2,767	\$ 1,322,626
Floorplan Assistance Per Unit			\$ 678	\$ 324,084
Advertising Credits Per Unit			\$ 307	\$ 146,746
Total Washout PNVR			\$ 6,821	\$ 3,044,994
Note: This does not include future Gross Opportunities				

