

## Current Data

New Retail Deliveries YTD (units)	212
Month of Year	12
Average # Retail Units Delivered Per Month	18
Total # Units Currently in Inventory	45
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,623
CURRENT Monthly Gross Profit	\$ 28,673
CURRENT Yearly Front End Gross Profit Total	\$ 344,076



## Projection

	7.5
\$	1,623.0
	28
\$	45,647
\$	16,974
\$	547,763
\$	203,687

## Additional Income

				Monthly
				11
Current New Vehicle F&I Average PVR			1552	\$ 17,072
PDI & Accessory Sales PVR	594.72	X 50% Gross	\$ 297	\$ 3,271
Trade %	60%	# of Trades	6.6	\$ 66

UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	0.1	\$	4,285
Average Recon on U/C Trade	1325	X 50% Gross	\$ 663	\$	20,161
Average PUVR Wholesale			\$ 500	\$	7,115
Average PUVR (Front and Back) on Trades			\$ 3,117	\$	5,500
Hard Pack Per Unit UV			\$ 1,100	\$	12,210
Hard Pack Per Unit NV			\$ 500	\$	13,200
Doc Fee/ Admin Fee Per Unit			\$ 699	\$	-
OEM Incentives Per Unit			\$ 1,200	\$	3,850
Floorplan Assistance Per Unit			\$ -	\$	16,973.88
Advertising Credits Per Unit			\$ 350	\$	86,730
				\$	103,704
<b>Note: This does not include future Gross Opportunities</b>				\$	132,377

ACADEMY

<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	132
NV F&I Increase	\$ 204,864
PDI & Accesory Increase	\$ 39,252
UV Wholesale Increase	\$ 792

UV Recon Increase	\$ 51,421
UV Retail PUVR Increase	\$ 241,929
Hard Pack Increase UV	\$ 85,378
Hard Pack Increase NV	\$ 66,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 146,522
OEM Incentives Increase	\$ 158,400
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 46,200
Front End Variance (from above)	\$ 203,687
Total Additional Income	\$ 1,040,756
Total Variance	\$ 1,244,443
Total Projected Gross (Variance + Current)	\$ 1,588,519





## Current Data

New Retail Deliveries YTD (units)	212
Month of Year	12
Average # Retail Units Delivered Per Month	18
Total # Units Currently in Inventory	45
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,623
CURRENT Monthly Gross Profit	\$ 28,673
CURRENT Yearly Front End Gross Profit Total	\$ 344,076



ACADEMY

2021

1

## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,552	\$ 329,024
PDI & Accessory Sales PVR	\$ 595	X 50% Gross	\$ 297	\$ 63,040
Trade %	60%	# of Trades	127.2	127.2

UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	2.5	2.5
Average Recon on U/C Trade	\$ 1,325	X 50% Gross	\$ 663	\$ 84,270
Average PUVR Wholesale			\$ 500	\$ 1,272
Average PUVR (Front and Back) on Trades			\$ 3,117	\$ 388,553
Hard Pack Per Unit UV			\$ 1,100	\$ 137,122
Hard Pack Per Unit NV			\$ 500	\$ 106,000
Doc Fee/ Admin Fee Per Unit			\$ 699	\$ 235,323
OEM Incentives Per Unit			\$ 1,200	\$ 254,400
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 350	\$ 74,200
<b>Total Washout PNVR</b>			<b>\$ 9,515</b>	<b>\$ 1,673,203</b>
<b>Note: This does not include future Gross Opportunities</b>				

