

## Current Data

New Retail Deliveries YTD (units)	1,047
Month of Year	12
Average # Retail Units Delivered Per Month	87
Total # Units Currently in Inventory	183
Months Supply "In Units"	2.1
CURRENT Inventory Turn Rate	5.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,029
CURRENT Monthly Gross Profit	\$ 89,780
CURRENT Yearly Front End Gross Profit Total	\$ 1,077,363



## Projection

	6.5
\$	1,100.0
	99
\$	109,038
\$	19,257
\$	1,308,450
\$	231,087

## Additional Income

				Monthly
				12
Current New Vehicle F&I Average PVR			3029	\$ 36,348
PDI & Accessory Sales PVR	220	X 50% Gross	\$ 110	\$ 1,320
Trade %	50%	# of Trades	6.0	\$ 900

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.9	\$	3,698
Average Recon on U/C Trade	1450	X 50% Gross	\$ 725	\$	17,085
Average PUVR Wholesale			\$ 1,000	\$	5,355
Average PUVR (Front and Back) on Trades			\$ 3,350	\$	13,860
Hard Pack Per Unit UV			\$ 1,050	\$	1,454
Hard Pack Per Unit NV			\$ 1,155	\$	5,400
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	6,324
OEM Incentives Per Unit			\$ 450	\$	3,228
Floorplan Assistance Per Unit			\$ 527	\$	19,257.25
Advertising Credits Per Unit			\$ 269	\$	94,971
				\$	114,228
<b>Note: This does not include future Gross Opportunities</b>				\$	204,009

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	144
NV F&I Increase	\$ 436,176
PDI & Accesory Increase	\$ 15,840
UV Wholesale Increase	\$ 10,800

UV Recon Increase	\$ 44,370
UV Retail PUVR Increase	\$ 205,020
Hard Pack Increase UV	\$ 64,260
Hard Pack Increase NV	\$ 166,320
Doc Fee/Admin Fee/ Service Charge Increase	\$ 17,442
OEM Incentives Increase	\$ 64,800
Floorplan Assistance Increase	\$ 75,888
Advertising Credit Increase	\$ 38,736
Front End Variance (from above)	\$ 231,087
Total Additional Income	\$ 1,139,652
Total Variance	\$ 1,370,739
Total Projected Gross (Variance + Current)	\$ 2,448,102





## Current Data

New Retail Deliveries YTD (units)	1,047
Month of Year	12
Average # Retail Units Delivered Per Month	87
Total # Units Currently in Inventory	183
Months Supply "In Units"	2.1
CURRENT Inventory Turn Rate	5.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,029
CURRENT Monthly Gross Profit	\$ 89,780
CURRENT Yearly Front End Gross Profit Total	\$ 1,077,363



ACADEMY

2021

1

## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 3,029	\$ 3,171,363
PDI & Accessory Sales PVR	\$ 220	X 50% Gross	\$ 110	\$ 115,170
Trade %	50%	# of Trades	523.5	523.5

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	78.5	78.5
Average Recon on U/C Trade	\$ 1,450	X 50% Gross	\$ 725	\$ 379,538
Average PUVR Wholesale			\$ 1,000	\$ 78,525
Average PUVR (Front and Back) on Trades			\$ 3,350	\$ 1,490,666
Hard Pack Per Unit UV			\$ 1,050	\$ 467,224
Hard Pack Per Unit NV			\$ 1,155	\$ 1,209,285
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 126,818
OEM Incentives Per Unit			\$ 450	\$ 471,150
Floorplan Assistance Per Unit			\$ 527	\$ 551,769
Advertising Credits Per Unit			\$ 269	\$ 281,643
<b>Total Washout PNVR</b>			<b>\$ 8,998</b>	<b>\$ 8,343,150</b>
<b>Note: This does not include future Gross Opportunities</b>				

