



| Current Data | |
|--|--------------|
| New Retail Deliveries YTD (units) | 95 |
| Month of Year | 1 |
| Average # Retail Units Delivered Per Month | 95 |
| Total # Units Currently in Inventory | 134 |
| Months Supply "In Units" | 1.4 |
| CURRENT Inventory Turn Rate | 8.5 |
| CURRENT Average <u>Front End</u> Gross Profit PNVr | \$ (135) |
| CURRENT Monthly Gross Profit | \$ (12,825) |
| CURRENT Yearly Front End Gross Profit Total | \$ (153,900) |

| Projections | |
|--------------|--|
| 12.0 | PROJECTED Inventory Turn Rate |
| \$ (135.0) | PROJECTED Average <u>Front End</u> Gross Profit PVR |
| 134 | PROJECTED Monthly Units Delivered |
| \$ (18,090) | PROJECTED Monthly Gross Profit |
| \$ (5,265) | PROJECTED Monthly Gross Profit Variance |
| \$ (217,080) | PROJECTED Yearly Front End Gross Profit Total |
| \$ (63,180) | PROJECTED Annualized Front End Gross Profit Variance |

| Additional Income | | Monthly | PROJECTED | Yearly |
|---|--------------------------------------|------------|--|--------------|
| Current New Vehicle F&I Average PVR | 1324 | 39 | Additional NV Units | 468 |
| | | \$ 51,636 | NV F&I Increase | \$ 619,632 |
| PDI & Accessory Sales PVR | 175 X 50% Gross | \$ 88 | PDI & Accessory Increase | \$ 40,950 |
| Trade % | 46% # of Trades | 17.9 | UV Wholesale Increase | \$ - |
| UV Immediate Wholesale % | 21% # of Trades Immediate Wholesaled | 3.8 | UV Recon Increase | \$ 93,539 |
| Average Recon on U/C Trade | 1100 X 50% Gross | \$ 550 | UV Retail PUVR Increase | \$ - |
| Average PUVR Wholesale | | \$ - | Hard Pack Increase UV | \$ 68,028 |
| Average PUVR (Front and Back) on Trades | | \$ - | Hard Pack Increase NV | \$ - |
| Hard Pack Per Unit UV | | \$ 400 | Doc Fee/Admin Fee/ Service Charge Increase | \$ 629,776 |
| Hard Pack Per Unit NV | | \$ - | OEM Incentives Increase | \$ 1,469,052 |
| Doc Fee/ Admin Fee Per Unit | | \$ 987 | Floorplan Assistance Increase | \$ 196,092 |
| OEM Incentives Per Unit | | \$ 3,139 | Advertising Credit Increase | \$ 118,872 |
| Floorplan Assistance Per Unit | | \$ 419 | Front End Variance (from above) | \$ (63,180) |
| Advertising Credits Per Unit | | \$ 254 | Total Additional Income | \$ 3,235,942 |
| | | \$ 264,397 | Total Variance | \$ 3,172,762 |
| | | \$ 251,572 | Total Projected Gross (Variance + Current) | \$ 3,018,862 |

Note: This does not include future Gross Opportunities

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| Total # Units Currently in Inventory | 134 |
| Months Supply "In Units" | 1.4 |
| CURRENT Inventory Turn Rate | 8.5 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ (135) |
| CURRENT Monthly Gross Profit | \$ (12,825) |
| CURRENT Yearly Front End Gross Profit Total | \$ (153,900) |



ACADEMY

Additional Income

| | | | Per Unit | Totals (YTD) |
|-------------------------------------|--------|-------------|----------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 1,324 | \$ 125,780 |
| PDI & Accessory Sales PVR | \$ 175 | X 50% Gross | \$ 88 | \$ 8,313 |
| Trade % | 46% | # of Trades | 43.7 | 43.7 |

| | | | | |
|---|----------|----------------------------------|-----------------|-------------------|
| UV Immediate Wholesale % | 21% | # of Trades Immediate Wholesaled | 9.2 | 9.2 |
| Average Recon on U/C Trade | \$ 1,100 | X 50% Gross | \$ 550 | \$ 24,035 |
| Average PUVR Wholesale | | | \$ - | \$ - |
| Average PUVR (Front and Back) on Trades | | | \$ - | \$ - |
| Hard Pack Per Unit UV | | | \$ 400 | \$ 13,809 |
| Hard Pack Per Unit NV | | | \$ - | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | \$ 987 | \$ 127,839 |
| OEM Incentives Per Unit | | | \$ 3,139 | \$ 298,205 |
| Floorplan Assistance Per Unit | | | \$ 419 | \$ 39,805 |
| Advertising Credits Per Unit | | | \$ 254 | \$ 24,130 |
| Total Washout PNVR | | | \$ 5,348 | \$ 661,916 |
| Note: This does not include future Gross Opportunities | | | | |

