

Current Data

New Retail Deliveries YTD (units)	375
Month of Year	12
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	79
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,379
CURRENT Monthly Gross Profit	\$ 43,094
CURRENT Yearly Front End Gross Profit Total	\$ 517,125



Projection

	8.0
\$	1,379.3
	53
\$	72,643
\$	29,549
\$	871,710
\$	354,585

Additional Income

				Monthly
				22
Current New Vehicle F&I Average PVR			1141	\$ 25,102
PDI & Accessory Sales PVR	116	X 50% Gross	\$ 58	\$ 1,276
Trade %	50%	# of Trades	11.0	\$ 6,160

UV Immediate Wholesale %	70%	# of Trades Immediate Wholesaled	7.7	\$	1,980
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$	9,240
Average PUVR Wholesale			\$ 800	\$	1,980
Average PUVR (Front and Back) on Trades			\$ 2,800	\$	4,400
Hard Pack Per Unit UV			\$ 600	\$	1,898
Hard Pack Per Unit NV			\$ 200	\$	12,481
Doc Fee/ Admin Fee Per Unit			\$ 75	\$	10,362
OEM Incentives Per Unit			\$ 567	\$	8,074
Floorplan Assistance Per Unit			\$ 471	\$	29,548.75
Advertising Credits Per Unit			\$ 367	\$	82,952
				\$	112,501
Note: This does not include future Gross Opportunities				\$	155,595

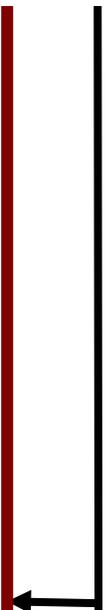
ACADEMY

ns	
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 Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	264
NV F&I Increase	\$ 301,224
PDI & Accesory Increase	\$ 15,312
UV Wholesale Increase	\$ 73,920

UV Recon Increase	\$ 23,760
UV Retail PUVR Increase	\$ 110,880
Hard Pack Increase UV	\$ 23,760
Hard Pack Increase NV	\$ 52,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 22,770
OEM Incentives Increase	\$ 149,767
Floorplan Assistance Increase	\$ 124,344
Advertising Credit Increase	\$ 96,888
Front End Variance (from above)	\$ 354,585
Total Additional Income	\$ 995,425
Total Variance	\$ 1,350,010
Total Projected Gross (Variance + Current)	\$ 1,867,135





Current Data

New Retail Deliveries YTD (units)	375
Month of Year	12
Average # Retail Units Delivered Per Month	31
Total # Units Currently in Inventory	79
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,379
CURRENT Monthly Gross Profit	\$ 43,094
CURRENT Yearly Front End Gross Profit Total	\$ 517,125



ACADEMY

2021

1

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,141	\$ 427,875
PDI & Accessory Sales PVR	\$ 116	X 50% Gross	\$ 58	\$ 21,750
Trade %	50%	# of Trades	187.5	187.5

UV Immediate Wholesale %	70%	# of Trades Immediate Wholesaled	131.3	131.3
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 112,500
Average PUVR Wholesale			\$ 800	\$ 105,000
Average PUVR (Front and Back) on Trades			\$ 2,800	\$ 157,500
Hard Pack Per Unit UV			\$ 600	\$ 33,750
Hard Pack Per Unit NV			\$ 200	\$ 75,000
Doc Fee/ Admin Fee Per Unit			\$ 75	\$ 32,344
OEM Incentives Per Unit			\$ 567	\$ 212,738
Floorplan Assistance Per Unit			\$ 471	\$ 176,625
Advertising Credits Per Unit			\$ 367	\$ 137,625
Total Washout PNVR			\$ 5,360	\$ 1,492,706
Note: This does not include future Gross Opportunities				

