

Current Data

New Retail Deliveries YTD (units)	1,176
Month of Year	8
Average # Retail Units Delivered Per Month	147
Total # Units Currently in Inventory	19
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	92.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,730
CURRENT Monthly Gross Profit	\$ 254,310
CURRENT Yearly Front End Gross Profit Total	\$ 3,051,720



Projection

	93.0
\$	1,730.0
	147
\$	254,743
\$	433
\$	3,056,910
\$	5,190

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			2260	\$ 2,260
PDI & Accessory Sales PVR	1067	X 50% Gross	\$ 534	\$ 534
Trade %	60%	# of Trades	0.6	\$ 3

UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	0.0	\$	244
Average Recon on U/C Trade	828.86	X 50% Gross	\$	414	\$ -
Average PUVR Wholesale			\$	239	\$ 485
Average PUVR (Front and Back) on Trades					\$ 718
Hard Pack Per Unit UV			\$	824	\$ 1,094
Hard Pack Per Unit NV			\$	718	\$ -
Doc Fee/ Admin Fee Per Unit			\$	689	\$ 12
OEM Incentives Per Unit					\$ 599
Floorplan Assistance Per Unit			\$	12	\$ 432.50
Advertising Credits Per Unit			\$	599	\$ 5,947
					\$ 6,380
Note: This does not include future Gross Opportunities					\$ 260,690

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	12
NV F&I Increase	\$ 27,120
PDI & Accesory Increase	\$ 6,402
UV Wholesale Increase	\$ 34

UV Recon Increase	\$	2,924
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	5,814
Hard Pack Increase NV	\$	8,616
Doc Fee/Admin Fee/ Service Charge Increase	\$	13,130
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	139
Advertising Credit Increase	\$	7,188
Front End Variance (from above)	\$	5,190
Total Additional Income	\$	71,367
Total Variance	\$	76,557
Total Projected Gross (Variance + Current)	\$	3,128,277





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ACADEMY

2021

1

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,260	\$ 2,657,760
PDI & Accessory Sales PVR	\$ 1,067	X 50% Gross	\$ 534	\$ 627,396
Trade %	60%	# of Trades	705.6	705.6

UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	14.1	14.1
Average Recon on U/C Trade	\$ 829	X 50% Gross	\$ 414	\$ 292,422
Average PUVR Wholesale			\$ 239	\$ 3,380
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 824	\$ 569,786
Hard Pack Per Unit NV			\$ 718	\$ 844,368
Doc Fee/ Admin Fee Per Unit			\$ 689	\$ 1,286,699
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 12	\$ 13,618
Advertising Credits Per Unit			\$ 599	\$ 704,424
Total Washout PNVR			\$ 8,547	\$ 6,999,853
Note: This does not include future Gross Opportunities				

