

Current Data

New Retail Deliveries YTD (units)	305
Month of Year	9
Average # Retail Units Delivered Per Month	34
Total # Units Currently in Inventory	33
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 193
CURRENT Monthly Gross Profit	\$ 6,541
CURRENT Yearly Front End Gross Profit Total	\$ 78,487



Projection

	12.3
\$	2,211.0
	34
\$	74,787
\$	68,247
\$	897,445
\$	818,958

Additional Income

				Monthly
				(1)
Current New Vehicle F&I Average PVR			489	\$ (489)
PDI & Accessory Sales PVR	214.28	X 50% Gross	\$ 107	\$ (107)
Trade %	80%	# of Trades	(0.8)	\$ 30

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	(0.2)	\$ (259)
Average Recon on U/C Trade	862	X 50% Gross	\$ 431	\$ (1,888)
Average PUVR Wholesale			\$ (152)	\$ (180)
Average PUVR (Front and Back) on Trades			\$ 3,147	\$ -
Hard Pack Per Unit UV			\$ 300	\$ (1,278)
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ (2,090)
OEM Incentives Per Unit			\$ -	\$ (650)
Floorplan Assistance Per Unit			\$ 2,090	\$ 68,246.52
Advertising Credits Per Unit			\$ 650	\$ (6,911)
				\$ 61,336
Note: This does not include future Gross Opportunities				\$ 67,876

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	(12)
NV F&I Increase	\$ (5,868)
PDI & Accesory Increase	\$ (1,286)
UV Wholesale Increase	\$ 365

UV Recon Increase	\$ (3,103)
UV Retail PUVR Increase	\$ (22,658)
Hard Pack Increase UV	\$ (2,160)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (15,341)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (25,080)
Advertising Credit Increase	\$ (7,800)
Front End Variance (from above)	\$ 818,958
Total Additional Income	\$ (82,931)
Total Variance	\$ 736,027
Total Projected Gross (Variance + Current)	\$ 814,514





Current Data

New Retail Deliveries YTD (units)	305
Month of Year	9
Average # Retail Units Delivered Per Month	34
Total # Units Currently in Inventory	33
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 193
CURRENT Monthly Gross Profit	\$ 6,541
CURRENT Yearly Front End Gross Profit Total	\$ 78,487



ACADEMY

2021

1

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 489	\$ 149,145
PDI & Accessory Sales PVR	\$ 214	X 50% Gross	\$ 107	\$ 32,678
Trade %	80%	# of Trades	244.0	244.0

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	61.0	61.0
Average Recon on U/C Trade	\$ 862	X 50% Gross	\$ 431	\$ 105,164
Average PUVR Wholesale			\$ (152)	\$ (9,272)
Average PUVR (Front and Back) on Trades			\$ 3,147	\$ 575,901
Hard Pack Per Unit UV			\$ 300	\$ 54,900
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 389,912
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 2,090	\$ 637,450
Advertising Credits Per Unit			\$ 650	\$ 198,250
Total Washout PNVR			\$ 7,254	\$ 2,134,128
Note: This does not include future Gross Opportunities				

