

Current Data

New Retail Deliveries YTD (units)	79
Month of Year	1
Average # Retail Units Delivered Per Month	79
Total # Units Currently in Inventory	80
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,100
CURRENT Monthly Gross Profit	\$ 244,900
CURRENT Yearly Front End Gross Profit Total	\$ 2,938,800



Projection

	12.0
\$	3,100.0
	80
\$	248,000
\$	3,100
\$	2,976,000
\$	37,200

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1300	\$ 1,300
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 113
Trade %	58%	# of Trades	0.6	\$ 1

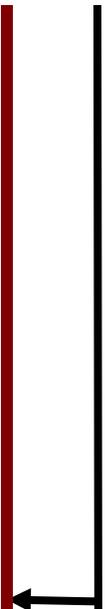
UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.0	\$	795
Average Recon on U/C Trade	2770	X 50% Gross	\$ 1,385	\$	861
Average PUVR Wholesale			\$ 258	\$	178
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	325
Hard Pack Per Unit UV			\$ 310	\$	708
Hard Pack Per Unit NV			\$ 325	\$	3,963
Doc Fee/ Admin Fee Per Unit			\$ 450	\$	243
OEM Incentives Per Unit			\$ 3,963	\$	156
Floorplan Assistance Per Unit			\$ 243	\$	3,100.00
Advertising Credits Per Unit			\$ 156	\$	8,644
				\$	11,744
Note: This does not include future Gross Opportunities				\$	256,644

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	\$ 15,600
PDI & Accesory Increase	\$ 1,350
UV Wholesale Increase	\$ 18

UV Recon Increase	\$	9,543
UV Retail PUVR Increase	\$	10,336
Hard Pack Increase UV	\$	2,136
Hard Pack Increase NV	\$	3,900
Doc Fee/Admin Fee/ Service Charge Increase	\$	8,501
OEM Incentives Increase	\$	47,556
Floorplan Assistance Increase	\$	2,916
Advertising Credit Increase	\$	1,872
Front End Variance (from above)	\$	37,200
Total Additional Income	\$	103,727
Total Variance	\$	140,927
Total Projected Gross (Variance + Current)	\$	3,079,727





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ACADEMY

2021

1

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,300	\$ 102,700
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 8,888
Trade %	58%	# of Trades	45.8	45.8

UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.5	0.5
Average Recon on U/C Trade	\$ 2,770	X 50% Gross	\$ 1,385	\$ 63,461
Average PUVR Wholesale			\$ 258	\$ 118
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 68,043
Hard Pack Per Unit UV			\$ 310	\$ 14,062
Hard Pack Per Unit NV			\$ 325	\$ 25,675
Doc Fee/ Admin Fee Per Unit			\$ 450	\$ 55,963
OEM Incentives Per Unit			\$ 3,963	\$ 313,077
Floorplan Assistance Per Unit			\$ 243	\$ 19,197
Advertising Credits Per Unit			\$ 156	\$ 12,324
Total Washout PNVR			\$ 45,852	\$ 683,507
Note: This does not include future Gross Opportunities				

