

Current Data

New Retail Deliveries YTD (units)	1,311
Month of Year	12
Average # Retail Units Delivered Per Month	109
Total # Units Currently in Inventory	58
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	22.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,963
CURRENT Monthly Gross Profit	\$ 214,458
CURRENT Yearly Front End Gross Profit Total	\$ 2,573,493



Projection

	45.0
\$	2,000.0
	218
\$	435,000
\$	220,542
\$	5,220,000
\$	2,646,507

Additional Income

				Monthly
				109
Current New Vehicle F&I Average PVR			423	\$ 46,107
PDI & Accessory Sales PVR		X 50% Gross	\$ -	\$ -
Trade %	21%	# of Trades		\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1058	X 50% Gross	\$ 529	\$ -
Average PUVR Wholesale			\$ 3,150	\$ -
Average PUVR (Front and Back) on Trades			\$ 4,749	\$ 54,500
Hard Pack Per Unit UV			\$ 600	\$ 8,175
Hard Pack Per Unit NV			\$ 500	\$ 109,000
Doc Fee/ Admin Fee Per Unit			\$ 75	\$ 69,651
OEM Incentives Per Unit			\$ 1,000	\$ 30,411
Floorplan Assistance Per Unit			\$ 639	\$ 220,542.25
Advertising Credits Per Unit			\$ 279	\$ 317,844
			45	\$ 538,386
Note: This does not include future Gross Opportunities				\$ 752,844

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	1,308
NV F&I Increase	\$ 553,284
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ 654,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 98,100
OEM Incentives Increase	\$ 1,308,000
Floorplan Assistance Increase	\$ 835,812
Advertising Credit Increase	\$ 364,932
Front End Variance (from above)	\$ 2,646,507
Total Additional Income	\$ 3,814,128
Total Variance	\$ 6,460,635
Total Projected Gross (Variance + Current)	\$ 9,034,128





Current Data

New Retail Deliveries YTD (units)	1,311
Month of Year	12
Average # Retail Units Delivered Per Month	109
Annualized # Retail Units Delivered	109
Total # Units Currently in Inventory	58
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	22.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,963
CURRENT Monthly Gross Profit	\$ 214,458
CURRENT Yearly Front End Gross Profit Total	\$ 2,573,493



ACADEMY

15732

2021

1

Additional Income

			Per Unit	Annualized
Current New Vehicle F&I Average		Average PVR	\$ 423	\$ 46,213
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	21%	# of Trades	275.3	275.3

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,058	X 50% Gross	\$ 529	\$ 145,639
Average PUVR Wholesale			\$ 3,150	\$ -
Average PUVR (Front and Back) on Trades			\$ 4,749	\$ 1,307,447
Hard Pack Per Unit UV			\$ 600	\$ 165,186
Hard Pack Per Unit NV			\$ 500	\$ 54,625
Doc Fee/ Admin Fee Per Unit			\$ 75	\$ 28,842
OEM Incentives Per Unit			\$ 1,000	\$ 109,250
Floorplan Assistance Per Unit			\$ 639	\$ 69,811
Advertising Credits Per Unit			\$ 279	\$ 30,481
Total Washout PNVR			\$ 41,474	\$ 1,957,493
Note: This does not include future Gross Opportunities				

