

Current Data

New Retail Deliveries YTD (units)	73
Month of Year	1
Average # Retail Units Delivered Per Month	73
Total # Units Currently in Inventory	72
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,739
CURRENT Monthly Gross Profit	\$ 199,947
CURRENT Yearly Front End Gross Profit Total	\$ 2,399,364



Projection

	13.0
\$	2,700.0
	78
\$	210,600
\$	10,653
\$	2,527,200
\$	127,836

Additional Income

				Monthly
				5
Current New Vehicle F&I Average PVR			2720	\$ 13,600
PDI & Accessory Sales PVR	200	X 50% Gross	\$ 100	\$ 500
Trade %	39%	# of Trades	2.0	\$ 49

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	0.5	\$	1,097
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	5,119
Average PUVR Wholesale			\$ 100	\$	2,703
Average PUVR (Front and Back) on Trades			\$ 3,500	\$	5,375
Hard Pack Per Unit UV			\$ 1,848	\$	963
Hard Pack Per Unit NV			\$ 1,075	\$	500
Doc Fee/ Admin Fee Per Unit			\$ 149	\$	2,205
OEM Incentives Per Unit			\$ 100	\$	1,250
Floorplan Assistance Per Unit			\$ 441	\$	10,653.00
Advertising Credits Per Unit			\$ 250	\$	33,360
				\$	44,013
Note: This does not include future Gross Opportunities				\$	243,960

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	60
NV F&I Increase	\$ 163,200
PDI & Accesory Increase	\$ 6,000
UV Wholesale Increase	\$ 585

UV Recon Increase	\$ 13,163
UV Retail PUVR Increase	\$ 61,425
Hard Pack Increase UV	\$ 32,432
Hard Pack Increase NV	\$ 64,500
Doc Fee/Admin Fee/ Service Charge Increase	\$ 11,555
OEM Incentives Increase	\$ 6,000
Floorplan Assistance Increase	\$ 26,460
Advertising Credit Increase	\$ 15,000
Front End Variance (from above)	\$ 127,836
Total Additional Income	\$ 400,320
Total Variance	\$ 528,156
Total Projected Gross (Variance + Current)	\$ 2,927,520





Current Data

New Retail Deliveries YTD (units)	73
Month of Year	1
Average # Retail Units Delivered Per Month	73
Annualized # Retail Units Delivered	876
Total # Units Currently in Inventory	72
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,739
CURRENT Monthly Gross Profit	\$ 199,947
CURRENT Yearly Front End Gross Profit Total	\$ 2,399,364



ACADEMY

876
2021
1

Additional Income

			Per Unit	Annualized
Current New Vehicle F&I Average		Average PVR	\$ 2,720	\$ 2,382,720
PDI & Accessory Sales PVR	\$ 200	X 50% Gross	\$ 100	\$ 87,600
Trade %	39%	# of Trades	28.5	28.5

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	7.1	7.1
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 21,353
Average PUVR Wholesale			\$ 100	\$ 712
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 74,734
Hard Pack Per Unit UV			\$ 1,848	\$ 39,459
Hard Pack Per Unit NV			\$ 1,075	\$ 941,700
Doc Fee/ Admin Fee Per Unit			\$ 149	\$ 133,706
OEM Incentives Per Unit			\$ 100	\$ 87,600
Floorplan Assistance Per Unit			\$ 441	\$ 386,316
Advertising Credits Per Unit			\$ 250	\$ 219,000
Total Washout PNVR			\$ 7,733	\$ 4,374,899
Note: This does not include future Gross Opportunities				

