

This document was exported from Numbers. Each table was converted to an object on each Numbers sheet and were placed on separate worksheets. Calculations may differ in Excel.

Numbers Sheet Name	Numbers Table Name
Power of Turn	Table 1
NV Washout Gross Per Unit	Table 1

ed to an Excel worksheet. All other
Please be aware that formula

Excel Worksheet Name

[Power of Turn](#)

[NV Washout Gross Per Unit](#)

Current Data

New Retail Deliveries YTD (units)	1,317
Month of Year	12
Average # Retail Units Delivered Per Month	110
Total # Units Currently in Inventory	18
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	73.2
CURRENT Average <u>Front End</u> Gross Profit PNVR \$	1,540
CURRENT Monthly Gross Profit \$	169,015
CURRENT Yearly Front End Gross Profit Total \$	2,028,180

Projections

	100.0
\$	3,500.0
	150
\$	525,000
\$	355,985
\$	6,300,000
\$	4,271,820

Additional Income

				<u>Monthly</u>
				41
Current New Vehicle F&I Average PVR			3374	\$ 138,334
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	54%	# of Trades	22.1	\$ 2,226

UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	2.7	\$	31,173
Average Recon on U/C Trade	3200	X 50% Gross	\$ 1,600	\$	175,271
Average PUVR Wholesale			\$ 838	\$	9,742
Average PUVR (Front and Back) on Trades			\$ 8,996	\$	-
Hard Pack Per Unit UV			\$ 500	\$	9,072
Hard Pack Per Unit NV			\$ -	\$	69,536
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	46,699
OEM Incentives Per Unit			\$ 1,696	\$	23,329
Floorplan Assistance Per Unit			\$ 1,139	\$	355,985.00
Advertising Credits Per Unit			\$ 569	\$	505,382
Total Washout PNVR (Adjusted for %s)			\$ 13,899	\$	861,367
Note: This does not include future Gross Opportunities				\$	2,084,820



PROJECTED Inventory Turn Rate
 PROJECTED Average *Front End* 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		492
NV F&I Increase	\$	1,660,008
PDI & Accesory Increase	\$	-
UV Wholesale Increase	\$	26,717

UV Recon Increase	\$	374,077
UV Retail PUVR Increase	\$	2,103,250
Hard Pack Increase UV	\$	116,899
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	108,870
OEM Incentives Increase	\$	834,432
Floorplan Assistance Increase	\$	560,388
Advertising Credit Increase	\$	279,948
Front End Variance (from above)	\$	4,271,820
Additional Income Variance	\$	6,064,590
Total Variance	\$	10,336,410
Total Projected Gross Profit	\$	25,017,843



Projections

Data	Projected New Retail Deliveries YTD (units)	1,800
	Average <u>Front End</u> Gross Profit PNVR \$	1,540
	Annualized Yearly Front End Gross Profit Total \$	2,772,000



ACADEMY

Additional Income

				Annualized	
Current New Vehicle F&I Average PVR		\$	3,374	\$	6,073,200
PDI & Accessory Sales PVR	\$	-	X 50% Gross	\$	-
Trade %	54%	# of Trades	972.0	972.0	
UV Immediate Wholesale %	12%	# of Trades Immediate Wholesaled	116.6	116.6	
Average Recon on U/C Trade	\$	3,200	X 50% Gross	\$	1,600
Average PUVR Wholesale		\$	838	\$	97,744
Average PUVR (Front and Back) on Trades		\$	8,996	\$	7,694,819
Hard Pack Per Unit UV		\$	500	\$	486,000
Hard Pack Per Unit NV		\$	-	\$	-

Doc Fee/ Admin Fee Per Unit	\$	150	\$	398,304
OEM Incentives Per Unit	\$	1,696	\$	3,052,800
Floorplan Assistance Per Unit	\$	1,139	\$	2,050,200
Advertising Credits Per Unit	\$	569	\$	1,024,200
Total Washout PNVR	\$	13,899	\$	25,017,843

Note: This does not include future Gross Opportunities

