

Current Data

New Retail Deliveries YTD (units)	153
Month of Year	2
Average # Retail Units Delivered Per Month	52
Total # Units Currently in Inventory	27
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	23.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,160
CURRENT Monthly Gross Profit	\$ 216,320
CURRENT Yearly Front End Gross Profit Total	\$ 2,595,840



Projection

	24.0
\$	4,300.0
	54
\$	232,200
\$	15,880
\$	2,786,400
\$	190,560

Additional Income

				Monthly
				2
Current New Vehicle F&I Average PVR			1868	\$ 3,736
PDI & Accessory Sales PVR	150	X 50% Gross	\$ 75	\$ 150
Trade %	45%	# of Trades	0.9	\$ 45

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.0	\$	274
Average Recon on U/C Trade	640	X 50% Gross	\$ 320	\$	4,104
Average PUVR Wholesale			\$ 1,000	\$	-
Average PUVR (Front and Back) on Trades			\$ 4,800	\$	-
Hard Pack Per Unit UV			\$ -	\$	428
Hard Pack Per Unit NV			\$ -	\$	900
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	2,200
OEM Incentives Per Unit			\$ 450	\$	320
Floorplan Assistance Per Unit			\$ 1,100	\$	15,880.00
Advertising Credits Per Unit			\$ 160	\$	12,157
				\$	28,037
Note: This does not include future Gross Opportunities				\$	244,357

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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	24
NV F&I Increase	\$ 44,832
PDI & Accesory Increase	\$ 1,800
UV Wholesale Increase	\$ 540

UV Recon Increase	\$	3,283
UV Retail PUVR Increase	\$	49,248
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	5,139
OEM Incentives Increase	\$	10,800
Floorplan Assistance Increase	\$	26,400
Advertising Credit Increase	\$	3,840
Front End Variance (from above)	\$	190,560
Total Additional Income	\$	145,882
Total Variance	\$	336,442
Total Projected Gross (Variance + Current)	\$	2,932,282





Current Data

New Retail Deliveries YTD (units)	153
Month of Year	2
Average # Retail Units Delivered Per Month	77
Total # Units Currently in Inventory	27
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	34.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,160
CURRENT Monthly Gross Profit	\$ 318,240
CURRENT Yearly Front End Gross Profit Total	\$ 3,818,880



ACADEMY

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,868	\$ 285,804
PDI & Accessory Sales PVR	\$ 150	X 50% Gross	\$ 75	\$ 11,475
Trade %	45%	# of Trades	68.9	68.9

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	3.4	3.4
Average Recon on U/C Trade	\$ 640	X 50% Gross	\$ 320	\$ 22,032
Average PUVR Wholesale			\$ 1,000	\$ 3,443
Average PUVR (Front and Back) on Trades			\$ 4,800	\$ 313,956
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 32,761
OEM Incentives Per Unit			\$ 450	\$ 68,850
Floorplan Assistance Per Unit			\$ 1,100	\$ 168,300
Advertising Credits Per Unit			\$ 160	\$ 24,480
Total Washout PNVR			\$ 31,046	\$ 931,101
Note: This does not include future Gross Opportunities				

