

Current Data

New Retail Deliveries YTD (units)	
Month of Year	
Average # Retail Units Delivered Per Month	
Total # Units Currently in Inventory	
Months Supply "In Units"	
CURRENT Inventory Turn Rate	
CURRENT Average <u>Front End</u> Gross Profit PNVR	
CURRENT Monthly Gross Profit	
CURRENT Yearly Front End Gross Profit Total	

Projection

	-
\$	-
\$	-

Additional Income

				Monthly
				#VALUE!
Current New Vehicle F&I Average PVR			3	#VALUE!
PDI & Accessory Sales PVR		X 50% Gross	\$ -	#VALUE!
Trade %		# of Trades	#VALUE!	#VALUE!

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	#VALUE!	#VALUE!
Average Recon on U/C Trade		X 50% Gross	\$ -	#VALUE!
Average PUVR Wholesale				#VALUE!
Average PUVR (Front and Back) on Trades				#VALUE!
Hard Pack Per Unit UV				#VALUE!
Hard Pack Per Unit NV				#VALUE!
Doc Fee/ Admin Fee Per Unit				#VALUE!
OEM Incentives Per Unit				#VALUE!
Floorplan Assistance Per Unit				
Advertising Credits Per Unit				#VALUE!
Total Washout PNVN (Adjusted for %s)			#DIV/0!	#VALUE!
Note: This does not include future Gross Opportunities				#DIV/0!



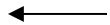
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <i>Variance</i>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <i>Variance</i>	

PROJECTED	Yearly
Additonal NV Units	#VALUE!
NV F&I Increase	#VALUE!
PDI & Accesory Increase	#VALUE!
UV Wholesale Increase	#VALUE!

UV Recon Increase	#VALUE!
UV Retail PUVR Increase	#VALUE!
Hard Pack Increase UV	#VALUE!
Hard Pack Increase NV	#VALUE!
Doc Fee/Admin Fee/ Service Charge Increase	#VALUE!
OEM Incentives Increase	#VALUE!
Floorplan Assistance Increase	#VALUE!
Advertising Credit Increase	#VALUE!
Front End Variance (from above)	
Additional Income Variance	#VALUE!
Total Variance	#VALUE!
Total Projected Gross Profit	\$ -





Projections

Data	Projected New Retail Deliveries YTD (units)	0
	Average <u>Front End</u> Gross Profit PNVR	\$ -
	Annualized Yearly Front End Gross Profit Total	\$ -



ACADEMY

Additional Income

				Annualized
Current New Vehicle F&I Average PVR		\$	3	\$ -
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ -	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale		\$	-	\$ -
Average PUVR (Front and Back) on Trades		\$	-	\$ -
Hard Pack Per Unit UV		\$	-	\$ -
Hard Pack Per Unit NV		\$	-	\$ -

Doc Fee/ Admin Fee Per Unit	\$ -	\$ -
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	#DIV/0!	\$ -
Note: This does not include future Gross Opportunities		

