

Current Data

New Retail Deliveries YTD (units)	635
Month of Year	4
Average # Retail Units Delivered Per Month	159
Total # Units Currently in Inventory	435
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	3026
CURRENT Monthly Gross Profit	\$ 480,378
CURRENT Yearly Front End Gross Profit Total	\$ 5,764,530

Projection

	3
\$	3,250.0
	109
\$	353,438
\$	(126,940)
\$	4,241,250
\$	(1,523,280)

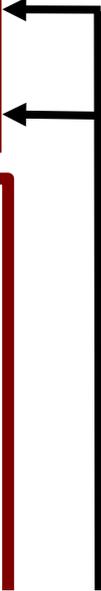
Additional Income

				Monthly
				(50)
Current New Vehicle F&I Average PVR			2150	\$ (107,500)
PDI & Accessory Sales PVR	1250	X 50% Gross	\$ 625	\$ (31,250)
Trade %	45%	# of Trades	(22.5)	\$ (7,031)

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	(5.6)	\$ (17,719)
Average Recon on U/C Trade	2100	X 50% Gross	\$ 1,050	\$ (64,969)
Average PUVR Wholesale			1250	\$ (3,375)
Average PUVR (Front and Back) on Trades			3850	\$ (34,750)
Hard Pack Per Unit UV			200	\$ (52,029)
Hard Pack Per Unit NV			695	\$ (50,000)
Doc Fee/ Admin Fee Per Unit			778	\$ (10,000)
OEM Incentives Per Unit			1000	\$ (20,000)
Floorplan Assistance Per Unit			200	\$ (126,940.00)
Advertising Credits Per Unit			400	\$ (398,623)
Total Washout PNVR (Adjusted for %s)			\$ 11,021	\$ (525,563)
Note: This does not include future Gross Opportunities				\$ 1,198,528



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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	(600)
NV F&I Increase	\$ (1,290,000)
PDI & Accesory Increase	\$ (375,000)
UV Wholesale Increase	\$ (84,375)

UV Recon Increase	\$ (212,625)
UV Retail PUVR Increase	\$ (779,625)
Hard Pack Increase UV	\$ (40,500)
Hard Pack Increase NV	\$ (417,000)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (624,345)
OEM Incentives Increase	\$ (600,000)
Floorplan Assistance Increase	\$ (120,000)
Advertising Credit Increase	\$ (240,000)
Front End Variance (from above)	\$ (1,523,280)
Additional Income Variance	\$ (4,783,470)
Total Variance	\$ (6,306,750)
Total Projected Gross Profit	\$ 14,382,340





Projections

Data

Projected New Retail Deliveries YTD (units)	1,305
Average <u>Front End</u> Gross Profit PNVR	3026
Annualized Yearly Front End Gross Profit Total	\$ 3,948,930



ACADEMY

Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$	2,805,750
PDI & Accessory Sales PVR	X 50% Gross	\$	625	\$ 815,625
Trade %	# of Trades			587.3
UV Immediate Wholesale %	# of Trades Immediate Wholesaled			146.8
Average Recon on U/C Trade	X 50% Gross	\$	1,050	\$ 462,459
Average PUVR Wholesale			\$	183,516
Average PUVR (Front and Back) on Trades			\$	1,695,684
Hard Pack Per Unit UV			\$	117,450
Hard Pack Per Unit NV			\$	906,975
Doc Fee/ Admin Fee Per Unit			\$	1,357,950

OEM Incentives Per Unit		\$ 1,305,000
Floorplan Assistance Per Unit		\$ 261,000
Advertising Credits Per Unit		\$ 522,000
Total Washout PNVR	\$ 11,021	\$ 14,382,340
Note: This does not include future Gross Opportunities		

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