



Current Data

New Retail Deliveries YTD (units)	749
Month of Year	11
Average # Retail Units D	68
Total # Units Currently in	213
Months Supply "In Units"	3.1
CURRENT Inventory Turn	3.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 8,214
CURRENT Monthly Gross	\$ 558,552
CURRENT Yearly Front	\$ 6,702,624

Projections

8.0
\$ 8,500.0
142
\$ 1,207,000
\$ 648,448
\$ 14,484,000
\$ 7,781,376

Additional Income

			Monthly
			80
Current New Vehicle F&I Average PVR	1079	\$	86,320
PDI & Accessory Sale	350 X 50% Gross	\$	175
Trade %	50% # of Trades	\$	8,000

JV Immediate Wholesale	10%	# of Trades Immediate Wholesale	4.0	\$	21,600
Average Recon on Unit	1200	X 50% Gross	\$ 600	\$	54,000
Average PUVR Wholesale			\$ 2,000	\$	-
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	-
Hard Pack Per Unit UV				\$	-
Hard Pack Per Unit NV				\$	40,000
Doc Fee/ Admin Fee Per Unit				\$	-
DEM Incentives Per Unit			\$ 500	\$	-
Floorplan Assistance Per Unit				\$	648,448.00
Advertising Credits Per Unit				\$	223,920
Total Washout PNVR (Adjusted for %s)			\$ 11,013	\$	872,368
Note: This does not include future Gross Opportunities				\$	1,563,846
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ACADEMY		
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	Yearly	
Additonal NV Units		960
NV F&I Increase	\$	1,035,840
PDI & Accesory Increase	\$	168,000
UV Wholesale Increase	\$	96,000

UV Recon Increase	\$	259,200	
UV Retail PUVR Increase	\$	648,000	
Hard Pack Increase UV	\$	-	
Hard Pack Increase NV	\$	-	
Doc Fee/Admin Fee/ Service Charge Increase	\$	-	
OEM Incentives Increase	\$	480,000	
Floorplan Assistance Increase	\$	-	
Advertising Credit Increase	\$	-	
Front End Variance (from above)	\$	7,781,376	
Additional Income Variance	\$	2,687,040	
Total Variance	\$	10,468,416	
Total Projected Gross Profit	\$	18,766,152	

Projections

Projected New Retail Deliveries YTD (units)	1,704
Average <i>Front End</i> Gross Profit PNVR	\$ 8,214
Annualized Yearly Front End Gross Profit Total	\$ 13,996,656



ACADEMY

Additional Income

			Annualized	
Current New Vehicle F&I Average PVR				\$ 1,838,616
PDI & Accessory Sales PVR		X 50% Gross	\$ 175	\$ 298,200
Trade %		# of Trades		852.0
UV Immediate Wholesale %		# of Trades Immediate Wholesaled		85.2
Average Recon on U/C Trade		X 50% Gross	\$ 600	\$ 460,080
Average PUVR Wholesale				\$ 170,400
Average PUVR (Front and Back) on Trades				\$ 1,150,200
Hard Pack Per Unit UV				\$ - 0
Hard Pack Per Unit NV				\$ - 0

Doc Fee/ Admin Fee Per Unit		\$ - 0
OEM Incentives Per Unit		\$ 852,000
Floorplan Assistance Per Unit		\$ - 0
Advertising Credits Per Unit		\$ - 0
Total Washout PNVR	\$ 11,013	\$ 18,766,152
Note: This does not include future Gross Opportunities		

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