

Current Data

New Retail Deliveries YTD (units)	648
Month of Year	11
Average # Retail Units Delivered Per Month	59
Total # Units Currently in Inventory	48
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	14.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,515
CURRENT Monthly Gross Profit	\$ 148,156
CURRENT Yearly Front End Gross Profit Total	\$ 1,777,876

Projection

	15.5
\$	2,100.0
	62
\$	130,200
\$	(17,956)
\$	1,562,400
\$	(215,476)

Additional Income

				Monthly
				4
Current New Vehicle F&I Average PVR		2122		\$ 8,488
PDI & Accessory Sales PVR	125	X 50% Gross	\$ 63	\$ 250
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade		X 50% Gross	\$ -	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades			\$ 350	\$ 1,000
Hard Pack Per Unit UV			\$ 300	\$ 2,796
Hard Pack Per Unit NV			\$ 250	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 699	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ (17,956.36)
Advertising Credits Per Unit				\$ 12,534
Total Washout PNVR (Adjusted for %s)			\$ 5,649	\$ (5,422)
Note: This does not include future Gross Opportunities				\$ 350,207



ns	
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>
Additional NV Units	48
NV F&I Increase	\$ 101,856
PDI & Accesory Increase	\$ 3,000
UV Wholesale Increase	\$ -

UV Recon Increase	\$	-
UV Retail PUVR Increase	\$	-
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	12,000
Doc Fee/Admin Fee/ Service Charge Increase	\$	33,552
OEM Incentives Increase	\$	-
Floorplan Assistance Increase	\$	-
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	(215,476)
Additional Income Variance	\$	150,408
Total Variance	\$	(65,068)
Total Projected Gross Profit	\$	4,202,484





Projections

Data

Projected New Retail Deliveries YTD (units)	744
Average <u>Front End</u> Gross Profit PNVR	\$ 2,515
Annualized Yearly Front End Gross Profit Total	\$ 1,871,160



ACADEMY

Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 2,122	\$ 1,578,768
PDI & Accessory Sales PVR	\$ 125	X 50% Gross	\$ 63	\$ 46,500
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			\$ 350	\$ -
Hard Pack Per Unit UV			\$ 300	\$ -
Hard Pack Per Unit NV			\$ 250	\$ 186,000

Doc Fee/ Admin Fee Per Unit	\$ 699	\$ 520,056
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 5,649	\$ 4,202,484
Note: This does not include future Gross Opportunities		

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