



Current Data

| | |
|--|--------------|
| New Retail Deliveries YTD (units) | 812 |
| Month of Year | 10 |
| Average # Retail Units Delivered Per Month | 81 |
| Total # Units Currently in Inventory | 231 |
| Months Supply "In Units" | 2.8 |
| CURRENT Inventory Turn Rate | 4.2 |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ (837) |
| CURRENT Monthly Gross Profit | \$ (67,964) |
| CURRENT Yearly Front End Gross Profit Total | \$ (815,573) |

Projections

| | |
|------------|--|
| 4.5 | PROJECTED Inventory Turn Rate |
| \$ 50.0 | PROJECTED Average <u>Front End</u> Gross Profit PVR |
| 87 | PROJECTED Monthly Units Delivered |
| \$ 4,331 | PROJECTED Monthly Gross Profit |
| \$ 72,296 | PROJECTED Monthly Gross Profit Variance |
| \$ 51,975 | PROJECTED Yearly Front End Gross Profit Total |
| \$ 867,548 | PROJECTED Annualized Front End Gross Profit Variance |

Additional Income

| | |
|---|--|
| Current New Vehicle F&I Average PVR | 2056 |
| PDI & Accessory Sales PVR | 16289 X 50% Gross \$ 8,145 |
| Trade % | 70% # of Trades 4.2 |
| UV Immediate Wholesale % | 41% # of Trades Immediate Wholesaled 1.7 |
| Average Recon on U/C Trade | 2427.96 X 50% Gross \$ 1,214 |
| Average PUVR Wholesale | \$ (478) |
| Average PUVR (Front and Back) on Trades | \$ 1,734 |
| Hard Pack Per Unit UV | \$ 750 |
| Hard Pack Per Unit NV | |
| Doc Fee/ Admin Fee Per Unit | \$ 798 |
| OEM Incentives Per Unit | \$ 803 |
| Floorplan Assistance Per Unit | \$ 501 |
| Advertising Credits Per Unit | |
| Total Washout PNVR (Adjusted for %s) | \$ 13,390 |

| Monthly | PROJECTED | Yearly |
|--------------|--|---------------------|
| 6 | Additional NV Units | 72 |
| \$ 12,336 | NV F&I Increase | \$ 148,032 |
| \$ 48,867 | PDI & Accessory Increase | \$ 586,404 |
| \$ (825) | UV Wholesale Increase | \$ (9,896) |
| \$ 2,993 | UV Recon Increase | \$ 35,913 |
| \$ 4,275 | UV Retail PUVR Increase | \$ 51,296 |
| \$ 1,849 | Hard Pack Increase UV | \$ 22,187 |
| \$ - | Hard Pack Increase NV | \$ - |
| \$ 6,751 | Doc Fee/Admin Fee/ Service Charge Increase | \$ 81,012 |
| \$ 4,818 | OEM Incentives Increase | \$ 57,816 |
| \$ 3,006 | Floorplan Assistance Increase | \$ 36,072 |
| \$ - | Advertising Credit Increase | \$ - |
| \$ 72,295.65 | Front End Variance (from above) | \$ 867,548 |
| \$ 84,070 | Additional Income Variance | \$ 1,008,836 |
| \$ 156,365 | Total Variance | \$ 1,876,384 |



Note: This does not include future Gross Opportunities

\$ 1,159,931

Total Projected Gross Profit

\$ 13,919,176

Projections

| | |
|---|--------------|
| Data Projected New Retail Deliveries YTD (units) | 1,040 |
| Average <i>Front End</i> Gross Profit PNVR \$ | (837) |
| Annualized Yearly Front End Gross Profit Total | \$ (870,062) |



ACADEMY

Additional Income

| | | | Annualized | |
|---|-----------|----------------------------------|------------------|----------------------|
| Current New Vehicle F&I Average PVR | | | \$ 2,056 | \$ 2,137,212 |
| PDI & Accessory Sales PVR | \$ 16,289 | X 50% Gross | \$ 8,145 | \$ 8,466,208 |
| Trade % | 70% | # of Trades | 726.0 | 726.0 |
| UV Immediate Wholesale % | 41% | # of Trades Immediate Wholesaled | 298.9 | 298.9 |
| Average Recon on U/C Trade | \$ 2,428 | X 50% Gross | \$ 1,214 | \$ 518,488 |
| Average PUVR Wholesale | | | \$ (478) | \$ (142,869) |
| Average PUVR (Front and Back) on Trades | | | \$ 1,734 | \$ 740,588 |
| Hard Pack Per Unit UV | | | \$ 750 | \$ 544,490 |
| Hard Pack Per Unit NV | | | \$ - | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | \$ 798 | \$ 1,169,612 |
| OEM Incentives Per Unit | | | \$ 803 | \$ 834,719 |
| Floorplan Assistance Per Unit | | | \$ 501 | \$ 520,790 |
| Advertising Credits Per Unit | | | \$ - | \$ - |
| Total Washout PNVR | | | \$ 13,390 | \$ 13,919,176 |

Note: This does not include future Gross Opportunities