

## Current Data

New Retail Deliveries YTD (units)	486
Month of Year	5
Average # Retail Units Delivered Per Month	97
Total # Units Currently in Inventory	221
Months Supply "In Units"	2.3
CURRENT Inventory Turn Rate	5.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,444
CURRENT Monthly Gross Profit	\$ 140,357
CURRENT Yearly Front End Gross Profit Total	\$ 1,684,282



## Projection

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	147
	\$ 294,667
	\$ 154,310
	\$ 3,536,000
	\$ 1,851,718

## Additional Income

				Monthly
				51
Current New Vehicle F&I Average PVR		1744		\$ 88,944
PDI & Accessory Sales PVR	150	X 50% Gross	\$ 75	\$ 3,825
Trade %	40%	# of Trades	20.4	\$ 1,102

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	3.1	\$	10,404
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$	55,488
Average PUVR Wholesale			\$ 360	\$	24,276
Average PUVR (Front and Back) on Trades			\$ 3,200	\$	35,700
Hard Pack Per Unit UV			\$ 1,400	\$	5,126
Hard Pack Per Unit NV			\$ 700	\$	33,150
Doc Fee/ Admin Fee Per Unit			\$ 75	\$	20,400
OEM Incentives Per Unit			\$ 650	\$	12,750
Floorplan Assistance Per Unit			\$ 400	\$	154,309.87
Advertising Credits Per Unit			\$ 250	\$	291,164
				\$	445,474
<b>Note: This does not include future Gross Opportunities</b>				\$	585,831

ACADEMY

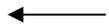
<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	612
NV F&I Increase	\$ 1,067,328
PDI & Accesory Increase	\$ 45,900
UV Wholesale Increase	\$ 13,219

UV Recon Increase	\$ 124,848
UV Retail PUVR Increase	\$ 665,856
Hard Pack Increase UV	\$ 291,312
Hard Pack Increase NV	\$ 428,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 61,506
OEM Incentives Increase	\$ 397,800
Floorplan Assistance Increase	\$ 244,800
Advertising Credit Increase	\$ 153,000
Front End Variance (from above)	\$ 1,851,718
Total Additional Income	\$ 3,493,969
Total Variance	\$ 5,345,688
Total Projected Gross (Variance + Current)	\$ 7,029,969





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,744	\$ 847,584
PDI & Accessory Sales PVR	\$ 150	X 50% Gross	\$ 75	\$ 36,450
Trade %	40%	# of Trades	194.4	194.4

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	29.2	29.2
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ 116,640
Average PUVR Wholesale			\$ 360	\$ 10,498
Average PUVR (Front and Back) on Trades			\$ 3,200	\$ 528,768
Hard Pack Per Unit UV			\$ 1,400	\$ 231,336
Hard Pack Per Unit NV			\$ 700	\$ 340,200
Doc Fee/ Admin Fee Per Unit			\$ 75	\$ 48,843
OEM Incentives Per Unit			\$ 650	\$ 315,900
Floorplan Assistance Per Unit			\$ 400	\$ 194,400
Advertising Credits Per Unit			\$ 250	\$ 121,500
<b>Total Washout PNVR</b>			<b>\$ 9,211</b>	<b>\$ 2,792,119</b>
<b>Note: This does not include future Gross Opportunities</b>				

