

Current Data

New Retail Deliveries YTD (units)	561
Month of Year	8
Average # Retail Units Delivered Per Month	70
Total # Units Currently in Inventory	187
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.5
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 913
CURRENT Monthly Gross Profit	\$ 64,024
CURRENT Yearly Front End Gross Profit Total	\$ 768,290



Projection

	8.0
\$	1,000.0
	125
\$	124,667
\$	60,643
\$	1,496,000
\$	727,711

Additional Income

				Monthly
				55
Current New Vehicle F&I Average PVR			529	\$ 29,095
PDI & Accessory Sales PVR	264	X 50% Gross	\$ 132	\$ 7,260
Trade %	46%	# of Trades	25.3	\$ 3,682

UV Immediate Wholesale %	17%	# of Trades Immediate Wholesaled	4.3	\$	11,570
Average Recon on U/C Trade	1102	X 50% Gross	\$ 551	\$	17,975
Average PUVR Wholesale			\$ 856	\$	4,200
Average PUVR (Front and Back) on Trades			\$ 856	\$	-
Hard Pack Per Unit UV			\$ 200	\$	6,460
Hard Pack Per Unit NV			\$ -	\$	41,525
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	10,230
OEM Incentives Per Unit			\$ 755	\$	7,810
Floorplan Assistance Per Unit			\$ 186	\$	60,642.54
Advertising Credits Per Unit			\$ 142	\$	139,807
				\$	200,450
Note: This does not include future Gross Opportunities				\$	264,474

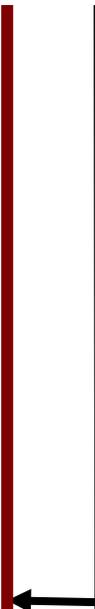
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	660
NV F&I Increase	\$ 349,140
PDI & Accesory Increase	\$ 87,120
UV Wholesale Increase	\$ 44,180

UV Recon Increase	\$ 138,845
UV Retail PUVR Increase	\$ 215,702
Hard Pack Increase UV	\$ 50,398
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 77,519
OEM Incentives Increase	\$ 498,300
Floorplan Assistance Increase	\$ 122,760
Advertising Credit Increase	\$ 93,720
Front End Variance (from above)	\$ 727,711
Total Additional Income	\$ 1,677,684
Total Variance	\$ 2,405,394
Total Projected Gross (Variance + Current)	\$ 3,173,684





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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 529	\$ 296,769
PDI & Accessory Sales PVR	\$ 264	X 50% Gross	\$ 132	\$ 74,052
Trade %	46%	# of Trades	258.1	258.1

UV Immediate Wholesale %	17%	# of Trades Immediate Wholesaled	43.9	43.9
Average Recon on U/C Trade	\$ 1,102	X 50% Gross	\$ 551	\$ 142,191
Average PUVR Wholesale			\$ 856	\$ 37,553
Average PUVR (Front and Back) on Trades			\$ 856	\$ 183,346
Hard Pack Per Unit UV			\$ 200	\$ 42,838
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 65,891
OEM Incentives Per Unit			\$ 755	\$ 423,555
Floorplan Assistance Per Unit			\$ 186	\$ 104,346
Advertising Credits Per Unit			\$ 142	\$ 79,662
Total Washout PNVR			\$ 3,955	\$ 1,450,204
Note: This does not include future Gross Opportunities				

