

## Current Data

New Retail Deliveries YTD (units)	516
Month of Year	11
Average # Retail Units Delivered Per Month	47
Total # Units Currently in Inventory	213
Months Supply "In Units"	4.5
CURRENT Inventory Turn Rate	2.6
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 928
CURRENT Monthly Gross Profit	\$ 43,532
CURRENT Yearly Front End Gross Profit Total	\$ 522,380



## Projection

	9.0
\$	1,000.0
	160
\$	159,750
\$	116,218
\$	1,917,000
\$	1,394,620

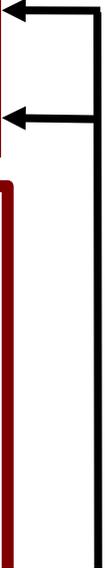
## Additional Income

				Monthly
				113
Current New Vehicle F&I Average PVR			2034	\$ 229,842
PDI & Accessory Sales PVR	433	X 50% Gross	\$ 217	\$ 24,465
Trade %	0%	# of Trades	-	\$ 2,808

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	54.0	\$ (32,400)
Average Recon on U/C Trade	1200	X 50% Gross	\$ 600	\$ (151,200)
Average PUVR Wholesale			\$ 52	\$ (27,000)
Average PUVR (Front and Back) on Trades			\$ 2,800	\$ 22,600
Hard Pack Per Unit UV			\$ 500	\$ 23,482
Hard Pack Per Unit NV			\$ 200	\$ 1,017
Doc Fee/ Admin Fee Per Unit			\$ 398	\$ -
OEM Incentives Per Unit			\$ 9	\$ -
Floorplan Assistance Per Unit				\$ 116,218.36
Advertising Credits Per Unit				\$ 93,614
				\$ 209,832
<b>Note: This does not include future Gross Opportunities</b>				\$ 253,364

ACADEMY

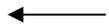
<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additional NV Units	1,356
NV F&I Increase	\$ 2,758,104
PDI & Accesory Increase	\$ 293,574
UV Wholesale Increase	\$ 33,696

UV Recon Increase	\$ (388,800)
UV Retail PUVR Increase	\$ (1,814,400)
Hard Pack Increase UV	\$ (324,000)
Hard Pack Increase NV	\$ 271,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 281,784
OEM Incentives Increase	\$ 12,204
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 1,394,620
Total Additional Income	\$ 1,123,362
<b>Total Variance</b>	<b>\$ 2,517,982</b>
Total Projected Gross (Variance + Current)	\$ 3,040,362





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,034	\$ 1,049,544
PDI & Accessory Sales PVR	\$ 433	X 50% Gross	\$ 217	\$ 111,714
Trade %	0%	# of Trades	-	-

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,200	X 50% Gross	\$ 600	\$ -
Average PUVR Wholesale			\$ 52	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,800	\$ -
Hard Pack Per Unit UV			\$ 500	\$ -
Hard Pack Per Unit NV			\$ 200	\$ 103,200
Doc Fee/ Admin Fee Per Unit			\$ 398	\$ 205,368
OEM Incentives Per Unit			\$ 9	\$ 4,644
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 3,870</b>	<b>\$ 1,474,470</b>
<b>Note: This does not include future Gross Opportunities</b>				

