

Current Data

New Retail Deliveries YTD (units)	478
Month of Year	12
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	113
Months Supply "In Units"	2.8
CURRENT Inventory Turn Rate	4.2
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 451
CURRENT Monthly Gross Profit	\$ 17,965
CURRENT Yearly Front End Gross Profit Total	\$ 215,578



Projection

	6.0
\$	400.0
	57
\$	22,600
\$	4,635
\$	271,200
\$	55,622

Additional Income

				Monthly
				17
Current New Vehicle F&I Average PVR			1163	\$ 19,771
PDI & Accessory Sales PVR	42	X 50% Gross	\$ 21	\$ 357
Trade %	30%	# of Trades	5.1	\$ (31)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.3	\$	2,180
Average Recon on U/C Trade	900	X 50% Gross	\$ 450	\$	12,597
Average PUVR Wholesale			\$ (123)	\$	2,423
Average PUVR (Front and Back) on Trades			\$ 2,600	\$	-
Hard Pack Per Unit UV			\$ 500	\$	7,100
Hard Pack Per Unit NV				\$	47,039
Doc Fee/ Admin Fee Per Unit			\$ 325	\$	11,526
OEM Incentives Per Unit			\$ 2,767	\$	5,219
Floorplan Assistance Per Unit			\$ 678	\$	4,635.17
Advertising Credits Per Unit			\$ 307	\$	108,180
				\$	112,815
Note: This does not include future Gross Opportunities				\$	130,780

ACADEMY

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>
Additonal NV Units	204
NV F&I Increase	\$ 237,252
PDI & Accesory Increase	\$ 4,284
UV Wholesale Increase	\$ (376)

UV Recon Increase	\$ 26,163
UV Retail PUVR Increase	\$ 151,164
Hard Pack Increase UV	\$ 29,070
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 85,196
OEM Incentives Increase	\$ 564,468
Floorplan Assistance Increase	\$ 138,312
Advertising Credit Increase	\$ 62,628
Front End Variance (from above)	\$ 55,622
Total Additional Income	\$ 1,298,160
Total Variance	\$ 1,353,782
Total Projected Gross (Variance + Current)	\$ 1,569,360





Current Data

New Retail Deliveries YTD (units)	478
Month of Year	12
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	113
Months Supply "In Units"	2.8
CURRENT Inventory Turn Rate	4.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 451
CURRENT Monthly Gross Profit	\$ 17,965
CURRENT Yearly Front End Gross Profit Total	\$ 215,578



ACADEMY

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,163	\$ 555,914
PDI & Accessory Sales PVR	\$ 42	X 50% Gross	\$ 21	\$ 10,038
Trade %	30%	# of Trades	143.4	143.4

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	7.2	7.2
Average Recon on U/C Trade	\$ 900	X 50% Gross	\$ 450	\$ 64,530
Average PUVR Wholesale			\$ (123)	\$ (882)
Average PUVR (Front and Back) on Trades			\$ 2,600	\$ 354,198
Hard Pack Per Unit UV			\$ 500	\$ 68,115
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 325	\$ 199,625
OEM Incentives Per Unit			\$ 2,767	\$ 1,322,626
Floorplan Assistance Per Unit			\$ 678	\$ 324,084
Advertising Credits Per Unit			\$ 307	\$ 146,746
Total Washout PNVR			\$ 6,821	\$ 3,044,994
Note: This does not include future Gross Opportunities				

