



Current Data

New Retail Deliveries YTD (units)	1,406
Month of Year	12
Average # Retail Units Delivered Per Month	117
Total # Units Currently in Inventory	287
Months Supply "In Units"	2.4
CURRENT Inventory Turn Rate	4.9
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,751
CURRENT Monthly Gross Profit	\$ 205,159
CURRENT Yearly Front End Gross Profit Total	\$ 2,461,906

Projections

5.5	PROJECTED Inventory Turn Rate
\$ 1,751.0	PROJECTED Average <i>Front End</i> Gross Profit PVR
132	PROJECTED Monthly Units Delivered
\$ 230,329	PROJECTED Monthly Gross Profit
\$ 25,171	PROJECTED Monthly Gross Profit Variance
\$ 2,763,954	PROJECTED Yearly Front End Gross Profit Total
\$ 302,048	PROJECTED Annualized Front End Gross Profit Variance



Additional Income

				Monthly	PROJECTED	Yearly
Current New Vehicle F&I Average PVR				15	Additional NV Units	180
				\$ 34,110	NV F&I Increase	\$ 409,320
PDI & Accessory Sales PVR	738	X 50% Gross	\$ 369	\$ 5,535	PDI & Accessory Increase	\$ 66,420
Trade %	50%	# of Trades	7.5	\$ (54)	UV Wholesale Increase	\$ (648)
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	1.1	\$ 5,196	UV Recon Increase	\$ 62,348
Average Recon on U/C Trade	1630	X 50% Gross	\$ 815	\$ 26,042	UV Retail PUVR Increase	\$ 312,503
Average PUVR Wholesale				\$ (48)	Hard Pack Increase UV	\$ 91,800
Average PUVR (Front and Back) on Trades				\$ 4,085	Hard Pack Increase NV	\$ 93,420
Hard Pack Per Unit UV				\$ 1,200	Doc Fee/Admin Fee/ Service Charge Increase	\$ 21,849
Hard Pack Per Unit NV				\$ 519	OEM Incentives Increase	\$ 63,000
Doc Fee/ Admin Fee Per Unit				\$ 85	Floorplan Assistance Increase	\$ 58,500
OEM Incentives Per Unit				\$ 350	Advertising Credit Increase	\$ 59,040
Floorplan Assistance Per Unit				\$ 325	Front End Variance (from above)	\$ 302,048
Advertising Credits Per Unit				\$ 328	Total Additional Income	\$ 1,237,551
				\$ 128,300	Total Variance	\$ 1,539,598
Note: This does not include future Gross Opportunities				\$ 333,459	Total Projected Gross (Variance + Current)	\$ 4,001,504



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ACADEMY

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 2,274	\$ 3,197,244
PDI & Accessory Sales PVR	\$ 738	X 50% Gross	\$ 369	\$ 518,814
Trade %	50%	# of Trades	703.0	703.0

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	105.5	105.5
Average Recon on U/C Trade	\$ 1,630	X 50% Gross	\$ 815	\$ 572,945
Average PUVR Wholesale			\$ (48)	\$ (5,062)
Average PUVR (Front and Back) on Trades			\$ 4,085	\$ 2,440,992
Hard Pack Per Unit UV			\$ 1,200	\$ 717,060
Hard Pack Per Unit NV			\$ 519	\$ 729,714
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 170,662
OEM Incentives Per Unit			\$ 350	\$ 492,100
Floorplan Assistance Per Unit			\$ 325	\$ 456,950
Advertising Credits Per Unit			\$ 328	\$ 461,168
Total Washout PNVR			\$ 8,687	\$ 9,752,588
Note: This does not include future Gross Opportunities				

