

## Current Data

New Retail Deliveries YTD (units)	168
Month of Year	3
Average # Retail Units Delivered Per Month	56
Total # Units Currently in Inventory	140
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,100
CURRENT Monthly Gross Profit	\$ 173,600
CURRENT Yearly Front End Gross Profit Total	\$ 2,083,200



## Projection

	4.8
\$	3,500.0
	56
\$	196,000
\$	22,400
\$	2,352,000
\$	268,800

## Additional Income

			Monthly
			-
Current New Vehicle F&I Average PVR		3134	\$ -
PDI & Accessory Sales PVR		X 50% Gross	\$ -
Trade %		# of Trades	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade		X 50% Gross	\$ -	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV				\$ -
Hard Pack Per Unit NV				\$ -
Doc Fee/ Admin Fee Per Unit				\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ 22,400.00
Advertising Credits Per Unit				\$ -
				\$ 22,400
<b>Note: This does not include future Gross Opportunities</b>				\$ 196,000

<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	0
NV F&I Increase	\$ -
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 268,800
Total Additional Income	\$ -
<b>Total Variance</b>	<b>\$ 268,800</b>
Total Projected Gross (Variance + Current)	\$ 2,352,000





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ACADEMY

## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 3,134	\$ 526,512
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ -	X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 15,534</b>	<b>\$ 526,512</b>
<b>Note: This does not include future Gross Opportunities</b>				

