

## Current Data

New Retail Deliveries YTD (units)	53
Month of Year	3
Average # Retail Units Delivered Per Month	18
Total # Units Currently in Inventory	21
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	10.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,348
CURRENT Monthly Gross Profit	\$ 41,481
CURRENT Yearly Front End Gross Profit Total	\$ 497,776



## Projection

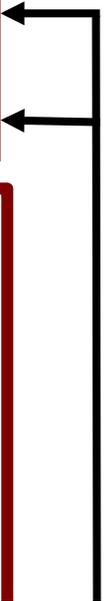
	8.5
\$	2,348.0
	15
\$	34,927
\$	(6,555)
\$	419,118
\$	(78,658)

## Additional Income

				Monthly
				(3)
Current New Vehicle F&I Average PVR		1281		\$ (3,843)
PDI & Accessory Sales PVR		X 50% Gross	\$ -	\$ -
Trade %	42%	# of Trades	(1.3)	\$ (44)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(0.1)	\$ (1,031)
Average Recon on U/C Trade	1817.5	X 50% Gross	\$ 909	\$ (3,332)
Average PUVR Wholesale			\$ 350	\$ (227)
Average PUVR (Front and Back) on Trades			\$ 2,938	\$ -
Hard Pack Per Unit UV			\$ 200	\$ (761)
Hard Pack Per Unit NV				\$ -
Doc Fee/ Admin Fee Per Unit			\$ 184	\$ -
OEM Incentives Per Unit				\$ -
Floorplan Assistance Per Unit				\$ (6,554.83)
Advertising Credits Per Unit				\$ (9,237)
				\$ (15,792)
<b>Note: This does not include future Gross Opportunities</b>				\$ 25,690

<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	(36)
NV F&I Increase	\$ (46,116)
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ (529)

UV Recon Increase	\$ (12,366)
UV Retail PUVR Increase	\$ (39,980)
Hard Pack Increase UV	\$ (2,722)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (9,128)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (78,658)
Total Additional Income	\$ (110,841)
<b>Total Variance</b>	<b>\$ (189,499)</b>
Total Projected Gross (Variance + Current)	\$ 308,277





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## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,281	\$ 67,893
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	42%	# of Trades	22.3	22.3

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	2.2	2.2
Average Recon on U/C Trade	\$ 1,818	X 50% Gross	\$ 909	\$ 20,229
Average PUVR Wholesale			\$ 350	\$ 779
Average PUVR (Front and Back) on Trades			\$ 2,938	\$ 58,860
Hard Pack Per Unit UV			\$ 200	\$ 4,007
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 184	\$ 13,438
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 12,509</b>	<b>\$ 165,206</b>
<b>Note: This does not include future Gross Opportunities</b>				

