

## Current Data

New Retail Deliveries YTD (units)		550
Month of Year		3
Average # Retail Units Delivered Per Month		183
Total # Units Currently in Inventory		88
Months Supply "In Units"		0.5
CURRENT Inventory Turn Rate		25.0
CURRENT Average <i>Front End</i> Gross Profit PNVR		1490
CURRENT Monthly Gross Profit	\$	-
CURRENT Yearly Front End Gross Profit Total	\$	-



## Projection

	12.0
\$	1,100.0
	88
\$	96,800
\$	96,800
\$	1,161,600
\$	1,161,600

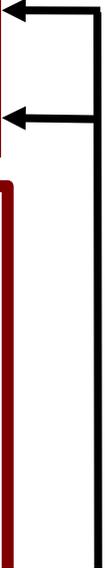
## Additional Income

				Monthly
				(96)
Current New Vehicle F&I Average PVR			2615	\$ (251,040)
PDI & Accessory Sales PVR	145.3	X 50% Gross	\$ 73	\$ (6,974)
Trade %	30%	# of Trades	(28.8)	\$ (11,223)

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	(9.5)	\$ (3,273)
Average Recon on U/C Trade	339	X 50% Gross	\$ 170	\$ (69,768)
Average PUVR Wholesale			\$ 1,183	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,613	\$ -
Hard Pack Per Unit UV			\$ -	\$ (9,801)
Hard Pack Per Unit NV			\$ -	\$ (74,496)
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ (14,289)
OEM Incentives Per Unit			\$ 776	\$ -
Floorplan Assistance Per Unit			\$ 149	\$ 96,800.00
Advertising Credits Per Unit			\$ -	\$ (440,865)
				\$ (344,065)
<b>Note: This does not include future Gross Opportunities</b>				\$ (344,065)

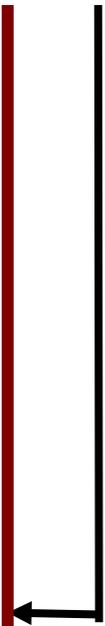
ACADEMY

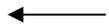
<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additional NV Units	(1,152)
NV F&I Increase	\$ (3,012,480)
PDI & Accesory Increase	\$ (83,693)
UV Wholesale Increase	\$ (134,677)

UV Recon Increase	\$ (39,279)
UV Retail PUVR Increase	\$ (837,220)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (117,617)
OEM Incentives Increase	\$ (893,952)
Floorplan Assistance Increase	\$ (171,466)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 1,161,600
Total Additional Income	\$ (5,290,383)
<b>Total Variance</b>	<b>\$ (4,128,783)</b>
Total Projected Gross (Variance + Current)	\$ (4,128,783)





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CURRENT Monthly Gross Profit	\$ -
CURRENT Yearly Front End Gross Profit Total	\$ -



## Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average		Average PVR	\$ 2,615	\$ 1,438,250
PDI & Accessory Sales PVR	\$ 145	X 50% Gross	\$ 73	\$ 39,958
Trade %	30%	# of Trades	165.0	165.0

UV Immediate Wholesale %	33%	# of Trades Immediate Wholesaled	54.4	54.4
Average Recon on U/C Trade	\$ 339	X 50% Gross	\$ 170	\$ 27,968
Average PUVR Wholesale			\$ 1,183	\$ 64,299
Average PUVR (Front and Back) on Trades			\$ 3,613	\$ 399,714
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 56,154
OEM Incentives Per Unit			\$ 776	\$ 426,800
Floorplan Assistance Per Unit			\$ 149	\$ 81,863
Advertising Credits Per Unit			\$ -	\$ -
<b>Total Washout PNVR</b>			<b>\$ 4,609</b>	<b>\$ 2,535,005</b>
<b>Note: This does not include future Gross Opportunities</b>				

