

Current Data

New Retail Deliveries YTD (units)	299
Month of Year	4
Average # Retail Units Delivered Per Month	75
Total # Units Currently in Inventory	95
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,661
CURRENT Monthly Gross Profit	\$ 124,167
CURRENT Yearly Front End Gross Profit Total	\$ 1,490,007

Additional Income

Current New Vehicle F&I Average PVR			1385.85
PDI & Accessory Sales PVR	532	X 50% Gross	\$ 266
Trade %	44%	# of Trades	(1.8)
UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	(0.4)
Average Recon on U/C Trade	1353	X 50% Gross	\$ 677
Average PUVR Wholesale			\$ 1,012
Average PUVR (Front and Back) on Trades			\$ 3,242
Hard Pack Per Unit UV			\$ 100
Hard Pack Per Unit NV			\$ 600
Doc Fee/ Admin Fee Per Unit			\$ 150

OEM Incentives Per Unit	\$	378
Floorplan Assistance Per Unit	\$	111
Advertising Credits Per Unit	\$	126
Note: This does not include future Gross Opportunities		



Projections

9.0	PROJECTED Inventory Turn Rate
\$ 1,661.0	PROJECTED Average <i>Front End</i> Gross Profit PVR
71	PROJECTED Monthly Units Delivered
\$ 118,346	PROJECTED Monthly Gross Profit
\$ (5,821)	PROJECTED Monthly Gross Profit Variance
\$ 1,420,155	PROJECTED Yearly Front End Gross Profit Total
\$ (69,852)	PROJECTED Annualized Front End Gross Profit Variance

Monthly	PROJECTED
(4)	Additional NV Units
\$ (5,543)	NV F&I Increase
\$ (1,064)	PDI & Accesory Increase
\$ (410)	UV Wholesale Increase
\$ (917)	UV Recon Increase
\$ (4,393)	UV Retail PUVR Increase
\$ (136)	Hard Pack Increase UV
\$ (2,400)	Hard Pack Increase NV
\$ (803)	Doc Fee/Admin Fee/ Service Charge Increase
\$ (1,512)	OEM Incentives Increase
\$ (444)	Floorplan Assistance Increase

\$	(504)	Advertising Credit Increase
\$	(5,820.97)	Front End Variance (from above)
\$	(18,126)	Total Additional Income
\$	(23,947)	Total Variance
\$	100,221	Total Projected Gross (Variance + Current)



<u>Yearly</u>
(48)
\$ (66,521)
\$ (12,768)
\$ (4,916)
\$ (11,002)
\$ (52,715)
\$ (1,626)
\$ (28,800)
\$ (9,639)
\$ (18,144)
\$ (5,328)

\$	(6,048)
\$	(69,852)
\$	(217,506)
\$	(287,358)
\$	1,202,649





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ACADEMY

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,386	\$ 414,369
PDI & Accessory Sales PVR	\$ 532	X 50% Gross	\$ 266	\$ 79,534
Trade %	44%	# of Trades	131.6	131.6

UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	30.3	30.3
Average Recon on U/C Trade	\$ 1,353	X 50% Gross	\$ 677	\$ 89,000
Average PUVR Wholesale			\$ 1,012	\$ 30,622
Average PUVR (Front and Back) on Trades			\$ 3,242	\$ 328,368
Hard Pack Per Unit UV			\$ 100	\$ 10,130
Hard Pack Per Unit NV			\$ 600	\$ 179,400
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ 60,045
OEM Incentives Per Unit			\$ 378	\$ 113,022
Floorplan Assistance Per Unit			\$ 111	\$ 33,189
Advertising Credits Per Unit			\$ 126	\$ 37,674
Total Washout PNVR			\$ 9,583	\$ 1,375,354
Note: This does not include future Gross Opportunities				

