

Current Data

New Retail Deliveries YTD (units)	541
Month of Year	4
Average # Retail Units Delivered Per Month	135
Total # Units Currently in Inventory	232
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,372
CURRENT Monthly Gross Profit	\$ 320,813
CURRENT Yearly Front End Gross Profit Total	\$ 3,849,756



Projection

	8.0
\$	1,800.0
	155
\$	278,400
\$	(42,413)
\$	3,340,800
\$	(508,956)

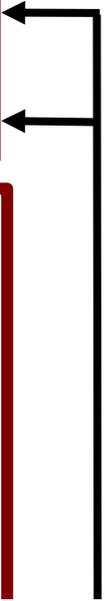
Additional Income

				Monthly
				20
Current New Vehicle F&I Average PVR			1786	\$ 35,720
PDI & Accessory Sales PVR	29	X 50% Gross	\$ 15	\$ 290
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1260	X 50% Gross		\$ -
Average PUVR Wholesale			\$ 476	\$ -
Average PUVR (Front and Back) on Trades				\$ 10,000
Hard Pack Per Unit UV			\$ 1,000	\$ 15,980
Hard Pack Per Unit NV			\$ 500	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 9,780
OEM Incentives Per Unit				\$ 3,000
Floorplan Assistance Per Unit			\$ 489	\$ (42,413.00)
Advertising Credits Per Unit			\$ 150	\$ 74,770
				\$ 32,357
Note: This does not include future Gross Opportunities				\$ 353,170

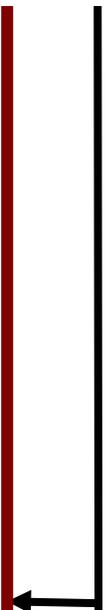
ACADEMY

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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 Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	240
NV F&I Increase	\$ 428,640
PDI & Accesory Increase	\$ 3,480
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ 120,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 191,760
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 117,360
Advertising Credit Increase	\$ 36,000
Front End Variance (from above)	\$ (508,956)
Total Additional Income	\$ 897,240
Total Variance	\$ 388,284
Total Projected Gross (Variance + Current)	\$ 4,238,040





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2021

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,786	\$ 966,226
PDI & Accessory Sales PVR	\$ 29	X 50% Gross	\$ 15	\$ 7,845
Trade %	0%	# of Trades	-	-

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade		X 50% Gross	\$ -	\$ -
Average PUVR Wholesale			\$ 476	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 1,000	\$ -
Hard Pack Per Unit NV			\$ 500	\$ 270,500
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 432,259
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 489	\$ 264,549
Advertising Credits Per Unit			\$ 150	\$ 81,150
Total Washout PNVR			\$ 10,855	\$ 2,022,529
Note: This does not include future Gross Opportunities				

