



| Current Data | |
|--|-----------|
| New Retail Deliveries YTD (units) | 473 |
| Month of Year | 5 |
| Average # Retail Units Delivered Per Month | 95 |
| Total # Units Currently in Inventory | 83 |
| Months Supply "In Units" | 0.9 |
| CURRENT Inventory Turn Rate | 13.7 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 75 |
| CURRENT Monthly Gross Profit | \$ 7,100 |
| CURRENT Yearly Front End Gross Profit Total | \$ 85,197 |

| Projections | |
|-------------|--|
| 14.0 | PROJECTED Inventory Turn Rate |
| \$ 334.0 | PROJECTED Average <i>Front End</i> Gross Profit PVR |
| 97 | PROJECTED Monthly Units Delivered |
| \$ 32,342 | PROJECTED Monthly Gross Profit |
| \$ 25,243 | PROJECTED Monthly Gross Profit Variance |
| \$ 388,108 | PROJECTED Yearly Front End Gross Profit Total |
| \$ 302,911 | PROJECTED Annualized Front End Gross Profit Variance |

| Additional Income | | | | Monthly | PROJECTED | Yearly |
|--|-----|----------------------------------|--------|--------------|--|------------|
| | | | | 3 | Additional NV Units | 36 |
| Current New Vehicle F&I Average PVR | | | | \$ 3,300 | NV F&I Increase | \$ 39,600 |
| PDI & Accessory Sales PVR | 450 | X 50% Gross | \$ 225 | \$ 675 | PDI & Accessory Increase | \$ 8,100 |
| Trade % | 40% | # of Trades | 1.2 | \$ 75 | UV Wholesale Increase | \$ 897 |
| UV Immediate Wholesale % | 9% | # of Trades Immediate Wholesaled | 0.1 | \$ 218 | UV Recon Increase | \$ 2,621 |
| Average Recon on U/C Trade | 400 | X 50% Gross | \$ 200 | \$ 2,756 | UV Retail PUVR Increase | \$ 33,074 |
| Average PUVR Wholesale | | | | \$ 1,201 | Hard Pack Increase UV | \$ 14,414 |
| Average PUVR (Front and Back) on Trades | | | | \$ 750 | Hard Pack Increase NV | \$ 9,000 |
| Hard Pack Per Unit UV | | | | \$ 4,481 | Doc Fee/Admin Fee/ Service Charge Increase | \$ 53,769 |
| Hard Pack Per Unit NV | | | | \$ - | OEM Incentives Increase | \$ - |
| Doc Fee/ Admin Fee Per Unit | | | | \$ 920 | Floorplan Assistance Increase | \$ 11,036 |
| OEM Incentives Per Unit | | | | \$ 1,470 | Advertising Credit Increase | \$ 17,640 |
| Floorplan Assistance Per Unit | | | | \$ 25,242.60 | Front End Variance (from above) | \$ 302,911 |
| Advertising Credits Per Unit | | | | \$ 15,846 | Total Additional Income | \$ 190,151 |
| | | | | \$ 41,089 | Total Variance | \$ 493,062 |
| Note: This does not include future Gross Opportunities | | | | \$ 48,188 | Total Projected Gross (Variance + Current) | \$ 578,259 |

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ACADEMY

Additional Income

| | | | Per Unit | Totals (YTD) |
|-------------------------------------|--------|-------------|----------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 1,100 | \$ 520,300 |
| PDI & Accessory Sales PVR | \$ 450 | X 50% Gross | \$ 225 | \$ 106,425 |
| Trade % | 40% | # of Trades | 189.2 | 189.2 |

| | | | | |
|---|--------|----------------------------------|-----------------|---------------------|
| UV Immediate Wholesale % | 9% | # of Trades Immediate Wholesaled | 17.0 | 17.0 |
| Average Recon on U/C Trade | \$ 400 | X 50% Gross | \$ 200 | \$ 37,840 |
| Average PUVR Wholesale | | | \$ 692 | \$ 11,783 |
| Average PUVR (Front and Back) on Trades | | | \$ 2,524 | \$ 434,562 |
| Hard Pack Per Unit UV | | | \$ 1,100 | \$ 189,389 |
| Hard Pack Per Unit NV | | | \$ 250 | \$ 118,250 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 1,095 | \$ 706,463 |
| OEM Incentives Per Unit | | | \$ - | \$ - |
| Floorplan Assistance Per Unit | | | \$ 307 | \$ 144,998 |
| Advertising Credits Per Unit | | | \$ 490 | \$ 231,770 |
| Total Washout PNVR | | | \$ 5,469 | \$ 2,501,781 |
| Note: This does not include future Gross Opportunities | | | | |

