

Current Data

New Retail Deliveries YTD (units)	1,115
Month of Year	11
Average # Retail Units Delivered Per Month	101
Total # Units Currently in Inventory	42
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	29.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,211
CURRENT Monthly Gross Profit	\$ 122,751
CURRENT Yearly Front End Gross Profit Total	\$ 1,473,016



Projection

	29.0
\$	1,211.0
	102
\$	122,917
\$	165
\$	1,474,998
\$	1,982

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			891	\$ 891
PDI & Accessory Sales PVR	116	X 50% Gross	\$ 58	\$ 58
Trade %	20%	# of Trades	0.2	\$ 142

UV Immediate Wholesale %	42%	# of Trades Immediate Wholesaled	0.1	\$	52
Average Recon on U/C Trade	896	X 50% Gross	\$ 448	\$	315
Average PUVR Wholesale			\$ 1,691	\$	95
Average PUVR (Front and Back) on Trades			\$ 2,716	\$	250
Hard Pack Per Unit UV			\$ 815	\$	195
Hard Pack Per Unit NV			\$ 250	\$	1,850
Doc Fee/ Admin Fee Per Unit			\$ 175	\$	694
OEM Incentives Per Unit			\$ 1,850	\$	1,619
Floorplan Assistance Per Unit			\$ 694	\$	165.14
Advertising Credits Per Unit			\$ 1,619	\$	6,161
				\$	6,326
Note: This does not include future Gross Opportunities				\$	129,077

ACADEMY

ns	
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	12
NV F&I Increase	\$ 10,692
PDI & Accesory Increase	\$ 696
UV Wholesale Increase	\$ 1,705

UV Recon Increase	\$	624
UV Retail PUVR Increase	\$	3,781
Hard Pack Increase UV	\$	1,134
Hard Pack Increase NV	\$	3,000
Doc Fee/Admin Fee/ Service Charge Increase	\$	2,344
OEM Incentives Increase	\$	22,200
Floorplan Assistance Increase	\$	8,328
Advertising Credit Increase	\$	19,428
Front End Variance (from above)	\$	1,982
Total Additional Income	\$	73,931
Total Variance	\$	75,913
Total Projected Gross (Variance + Current)	\$	1,548,929





Current Data

New Retail Deliveries YTD (units)	1,115
Month of Year	11
Average # Retail Units Delivered Per Month	101
Total # Units Currently in Inventory	42
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	29.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,211
CURRENT Monthly Gross Profit	\$ 122,751
CURRENT Yearly Front End Gross Profit Total	\$ 1,473,016



ACADEMY

Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 891	\$ 993,465
PDI & Accessory Sales PVR	\$ 116	X 50% Gross	\$ 58	\$ 64,670
Trade %	20%	# of Trades	223.0	223.0

UV Immediate Wholesale %	42%	# of Trades Immediate Wholesaled	93.7	93.7
Average Recon on U/C Trade	\$ 896	X 50% Gross	\$ 448	\$ 99,904
Average PUVR Wholesale			\$ 1,691	\$ 158,379
Average PUVR (Front and Back) on Trades			\$ 2,716	\$ 351,287
Hard Pack Per Unit UV			\$ 815	\$ 105,412
Hard Pack Per Unit NV			\$ 250	\$ 278,750
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ 217,760
OEM Incentives Per Unit			\$ 1,850	\$ 2,062,750
Floorplan Assistance Per Unit			\$ 694	\$ 773,810
Advertising Credits Per Unit			\$ 1,619	\$ 1,805,185
Total Washout PNVR			\$ 7,520	\$ 6,911,372
Note: This does not include future Gross Opportunities				

