

Current Data

New Retail Deliveries YTD (units)	515
Month of Year	12
Average # Retail Units Delivered Per Month	43
Total # Units Currently in Inventory	108
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,201
CURRENT Monthly Gross Profit	\$ 180,293
CURRENT Yearly Front End Gross Profit Total	\$ 2,163,515



Projection

	6.5
\$	4,201.0
	59
\$	245,759
\$	65,466
\$	2,949,102
\$	785,587

Additional Income

				Monthly
				16
Current New Vehicle F&I Average PVR			1600	\$ 25,600
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 1,800
Trade %	53%	# of Trades	8.5	\$ 5,957

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	4.2	\$	5,872
Average Recon on U/C Trade	2770	X 50% Gross	\$ 1,385	\$	6,360
Average PUVR Wholesale			\$ 1,405	\$	11,024
Average PUVR (Front and Back) on Trades			\$ 1,500	\$	-
Hard Pack Per Unit UV			\$ 2,600	\$	16,172
Hard Pack Per Unit NV				\$	16,000
Doc Fee/ Admin Fee Per Unit			\$ 799	\$	-
OEM Incentives Per Unit			\$ 1,000	\$	160
Floorplan Assistance Per Unit			\$ -	\$	65,465.58
Advertising Credits Per Unit			\$ 10	\$	88,945
				\$	154,411
Note: This does not include future Gross Opportunities				\$	334,704

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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	192
NV F&I Increase	\$ 307,200
PDI & Accesory Increase	\$ 21,600
UV Wholesale Increase	\$ 71,486

UV Recon Increase	\$ 70,469
UV Retail PUVR Increase	\$ 76,320
Hard Pack Increase UV	\$ 132,288
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 194,061
OEM Incentives Increase	\$ 192,000
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 1,920
Front End Variance (from above)	\$ 785,587
Total Additional Income	\$ 1,067,344
Total Variance	\$ 1,852,931
Total Projected Gross (Variance + Current)	\$ 4,016,446





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ACADEMY

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Additional Income

			Per Unit	Totals (YTD)
Current New Vehicle F&I Average PVR			\$ 1,600	\$ 824,000
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 57,938
Trade %	53%	# of Trades	273.0	273.0

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	136.5	136.5
Average Recon on U/C Trade	\$ 2,770	X 50% Gross	\$ 1,385	\$ 378,036
Average PUVR Wholesale			\$ 1,405	\$ 191,747
Average PUVR (Front and Back) on Trades			\$ 1,500	\$ 204,713
Hard Pack Per Unit UV			\$ 2,600	\$ 354,835
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 799	\$ 520,529
OEM Incentives Per Unit			\$ 1,000	\$ 515,000
Floorplan Assistance Per Unit			\$ -	\$ -
Advertising Credits Per Unit			\$ 10	\$ 5,150
Total Washout PNVR			\$ 10,127	\$ 3,051,947
Note: This does not include future Gross Opportunities				

