

Current Data

New Retail Deliveries YTD (units)		28
Month of Year		3
Average # Retail Units Delivered Per Month		9
Total # Units Currently in Inventory		9
Months Supply "In Units"		1.0
CURRENT Inventory Turn Rate		12.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$	5,529
CURRENT Monthly Gross Profit	\$	51,604
CURRENT Yearly Front End Gross Profit Total	\$	619,248

Projection

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\$	4,500.0
	1
\$	3,375
\$	(48,229)
\$	40,500
\$	(578,748)

Additional Income

				Monthly
				(9)
Current New Vehicle F&I Average PVR			2236	\$ (20,124)
PDI & Accessory Sales PVR	2150	X 50% Gross	\$ 1,075	\$ (9,675)
Trade %	87%	# of Trades	(7.8)	\$ (384)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	(0.4)	\$	(5,077)
Average Recon on U/C Trade	1365	X 50% Gross	\$ 683	\$	(34,887)
Average PUVR Wholesale			\$ 980	\$	(3,719)
Average PUVR (Front and Back) on Trades			\$ 4,690	\$	(3,600)
Hard Pack Per Unit UV			\$ 500	\$	(4,915)
Hard Pack Per Unit NV			\$ 400	\$	(5,175)
Doc Fee/ Admin Fee Per Unit			\$ 299	\$	(11,673)
OEM Incentives Per Unit			\$ 575	\$	(2,556)
Floorplan Assistance Per Unit			\$ 1,297	\$	(48,229.00)
Advertising Credits Per Unit			\$ 284	\$	(101,784)
Total Washout PNVR (Adjusted for %s)			\$ 16,860	\$	(150,013)
Note: This does not include future Gross Opportunities				\$	12,645

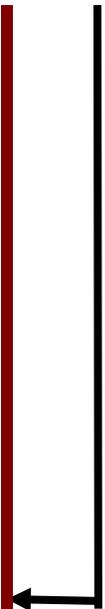


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal NV Units	(108)
NV F&I Increase	\$ (241,488)
PDI & Accesory Increase	\$ (116,100)
UV Wholesale Increase	\$ (4,604)

UV Recon Increase	\$ (60,921)
UV Retail PUVR Increase	\$ (418,639)
Hard Pack Increase UV	\$ (44,631)
Hard Pack Increase NV	\$ (43,200)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (58,981)
OEM Incentives Increase	\$ (62,100)
Floorplan Assistance Increase	\$ (140,076)
Advertising Credit Increase	\$ (30,672)
Front End Variance (from above)	\$ (578,748)
Additional Income Variance	\$ (1,221,412)
Total Variance	\$ (1,800,160)
Total Projected Gross Profit	\$ 151,741





Projections

Data

Projected New Retail Deliveries YTD (units)		9
Average <u>Front End</u> Gross Profit PNVR	\$	5,529
Annualized Yearly Front End Gross Profit Total	\$	49,761



ACADEMY

Additional Income

				Annualized			
Current New Vehicle F&I Average		Average PVR	\$	2,236	\$	20,124	
PDI & Accessory Sales PVR	\$	2,150	X 50% Gross	\$	1,075	\$	9,675
Trade %		87%	# of Trades		7.8		7.8
UV Immediate Wholesale %		5%	# of Trades Immediate Wholesaled		0.4		0.4
Average Recon on U/C Trade	\$	1,365	X 50% Gross	\$	683	\$	5,077
Average PUVR Wholesale			\$	980	\$	384	
Average PUVR (Front and Back) on Trades			\$	4,690	\$	34,887	
Hard Pack Per Unit UV			\$	500	\$	3,915	
Hard Pack Per Unit NV			\$	400	\$	3,600	

Doc Fee/ Admin Fee Per Unit	\$ 299	\$ 4,915
OEM Incentives Per Unit	\$ 575	\$ 5,175
Floorplan Assistance Per Unit	\$ 1,297	\$ 11,673
Advertising Credits Per Unit	\$ 284	\$ 2,556
Total Washout PNVR	\$ 16,860	\$ 151,741
Note: This does not include future Gross Opportunities		

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