

Current Data

New Retail Deliveries YTD (units)	193
Month of Year	6
Average # Retail Units Delivered Per Month	32
Total # Units Currently in Inventory	14
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	27.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,130
CURRENT Monthly Gross Profit	\$ 68,505
CURRENT Yearly Front End Gross Profit Total	\$ 822,056

Projection

	24.0
	\$ 1,800.0
	28
	\$ 50,400
	\$ (18,105)
	\$ 604,800
	\$ (217,256)

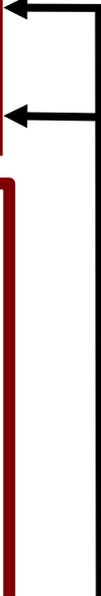
Additional Income

				Monthly
				(5)
Current New Vehicle F&I Average PVR		957		\$ (4,785)
PDI & Accessory Sales PVR	83.16	X 50% Gross	\$ 42	\$ (208)
Trade %	50%	# of Trades	(2.5)	\$ (262)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	(0.3)	\$ (512)
Average Recon on U/C Trade	455.17	X 50% Gross	\$ 228	\$ -
Average PUVR Wholesale			\$ 1,046	\$ -
Average PUVR (Front and Back) on Trades				\$ -
Hard Pack Per Unit UV			\$ -	\$ (1,813)
Hard Pack Per Unit NV			\$ -	\$ (8,115)
Doc Fee/ Admin Fee Per Unit			\$ 250	\$ (10,198)
OEM Incentives Per Unit			\$ 1,623	\$ (3,268)
Floorplan Assistance Per Unit			\$ 2,040	\$ (18,104.71)
Advertising Credits Per Unit			\$ 654	\$ (29,160)
Total Washout PNVR (Adjusted for %s)			\$ 7,962	\$ (47,265)
Note: This does not include future Gross Opportunities				\$ 222,929



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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	(60)
NV F&I Increase	\$ (57,420)
PDI & Accesory Increase	\$ (2,495)
UV Wholesale Increase	\$ (3,138)

UV Recon Increase	\$ (6,145)
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (21,750)
OEM Incentives Increase	\$ (97,381)
Floorplan Assistance Increase	\$ (122,378)
Advertising Credit Increase	\$ (39,216)
Front End Variance (from above)	\$ (217,256)
Additional Income Variance	\$ (349,923)
Total Variance	\$ (567,180)
Total Projected Gross Profit	\$ 2,675,142





Projections

Data

Projected New Retail Deliveries YTD (units)	336
Average <u>Front End</u> Gross Profit PNVR	\$ 2,130
Annualized Yearly Front End Gross Profit Total	\$ 715,572



ACADEMY

Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 957	\$	321,552
PDI & Accessory Sales PVR	\$ 83	X 50% Gross	\$ 42	\$	13,971
Trade %	50%	# of Trades	168.0		168.0
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	16.8		16.8
Average Recon on U/C Trade	\$ 455	X 50% Gross	\$ 228	\$	34,411
Average PUVR Wholesale			\$ 1,046	\$	17,573
Average PUVR (Front and Back) on Trades			\$ -	\$	-
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$ 250	\$ 121,800
OEM Incentives Per Unit	\$ 1,623	\$ 545,335
Floorplan Assistance Per Unit	\$ 2,040	\$ 685,319
Advertising Credits Per Unit	\$ 654	\$ 219,610
Total Washout PNVR	\$ 7,962	\$ 2,675,142
Note: This does not include future Gross Opportunities		

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