

Current Data

New Retail Deliveries YTD (units)	206
Month of Year	Feb
Average # Retail Units Delivered Per Month	
Total # Units Currently in Inventory	312
Months Supply "In Units"	
CURRENT Inventory Turn Rate	
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,593
CURRENT Monthly Gross Profit	
CURRENT Yearly Front End Gross Profit Total	

Projection

	4.0
\$	2,593.0
	104
\$	269,672
\$	3,236,064

Additional Income

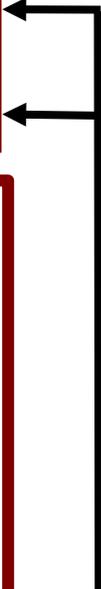
				Monthly
				#VALUE!
Current New Vehicle F&I Average PVR			866	#VALUE!
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	#VALUE!
Trade %		# of Trades	#VALUE!	#VALUE!

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	#VALUE!	#VALUE!
Average Recon on U/C Trade	150	X 50% Gross	\$ 75	#VALUE!
Average PUVR Wholesale			\$ 2,593	#VALUE!
Average PUVR (Front and Back) on Trades			\$ 2,000	#VALUE!
Hard Pack Per Unit UV				#VALUE!
Hard Pack Per Unit NV				#VALUE!
Doc Fee/ Admin Fee Per Unit			\$ 597	#VALUE!
OEM Incentives Per Unit			\$ 350	#VALUE!
Floorplan Assistance Per Unit			40000%	
Advertising Credits Per Unit			\$ 125	#VALUE!
Total Washout PNVR (Adjusted for %s)			\$ 3,399	#VALUE!
Note: This does not include future Gross Opportunities				\$ 353,515



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>
Additional NV Units	#VALUE!
NV F&I Increase	#VALUE!
PDI & Accesory Increase	#VALUE!
UV Wholesale Increase	#VALUE!



UV Recon Increase	#VALUE!
UV Retail PUVR Increase	#VALUE!
Hard Pack Increase UV	#VALUE!
Hard Pack Increase NV	#VALUE!
Doc Fee/Admin Fee/ Service Charge Increase	#VALUE!
OEM Incentives Increase	#VALUE!
Floorplan Assistance Increase	#VALUE!
Advertising Credit Increase	#VALUE!
Front End Variance (from above)	
Additional Income Variance	#VALUE!
Total Variance	#VALUE!
Total Projected Gross Profit	\$ 700,231





Projections

Data

Projected New Retail Deliveries YTD (units)	206
Average <u>Front End</u> Gross Profit PNVR	\$ 2,593
Annualized Yearly Front End Gross Profit Total	\$ 534,158



ACADEMY

Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 866	\$ 883
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 51,500
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 150	X 50% Gross	\$ 75	\$ -
Average PUVR Wholesale			\$ 2,593	\$ 2,593
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ 2,000
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	597	\$	597
OEM Incentives Per Unit	\$	350	\$	350
Floorplan Assistance Per Unit	\$	400	\$	82,400
Advertising Credits Per Unit	\$	125	\$	25,750
Total Washout PNVR	\$	3,399	\$	700,231
Note: This does not include future Gross Opportunities				

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