Current Data

New Retail Deliveries YTD (units)		151
Month of Year		2
Average # Retail Units Delivered Per Month		76
Total # Units Currently in Inventory		51
Months Supply "In Units"		0.7
CURRENT Inventory Turn Rate		17.8
CURRENT Average *Front End* Gross Profit PNVR	$	263
CURRENT Monthly Gross Profit	$	19,857
CURRENT Yearly Front End Gross Profit Total	$	238,278

Projectio

	1.5
$	263.0
	6
$	1,677
$	(18,180)
$	20,120
$	(218,159)

Additional Income

					Monthly
					(70)
Current New Vehicle F&I Average PVR			2491		$ (174,370)
PDI & Accessory Sales PVR	346	X 50% Gross	$	173	$ (12,110)
Trade %	15%	# of Trades		(10.5)	$ (1,352)

UV Immediate Wholesale %	**28%**	**# of Trades Immediate Wholesaled**	**(2.9)**	**$ (3,024)**
Average Recon on U/C Trade	**800**	**X 50% Gross**	**$ 400**	**$ (11,174)**
Average PUVR Wholesale			**$ 460**	**$ (6,804)**
Average PUVR (Front and Back) on Trades			**$ 1,478**	**$ (53,900)**
Hard Pack Per Unit UV			**$ 900**	**$ (6,593)**
Hard Pack Per Unit NV			**$ 770**	**$ (119,770)**
Doc Fee/ Admin Fee Per Unit			**$ 85**	**$ (51,287)**
OEM Incentives Per Unit			**$ 1,711**	**$ (9,333)**
Floorplan Assistance Per Unit			**$ 733**	**$ (18,179.88)**
Advertising Credits Per Unit			**$ 133**	**$ (449,717)**
Total Washout PNVR (Adjusted for %s)			**$ 6,725**	**$ (467,897)**
Note: This does not include future Gross Opportunities				**$ 42,874**

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PROJECTED Inventory Turn Rate
PROJECTED Average *Front End* 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	Yearly
Additonal NV Units	(840)
NV F&I Increase	$ (2,092,440)
PDI & Accesory Increase	$ (145,320)
UV Wholesale Increase	$ (16,229)

UV Recon Increase	$	(36,288)
UV Retail PUVR Increase	$	(134,084)
Hard Pack Increase UV	$	(81,648)
Hard Pack Increase NV	$	(646,800)
Doc Fee/Admin Fee/ Service Charge Increase	$	(79,111)
OEM Incentives Increase	$	(1,437,240)
Floorplan Assistance Increase	$	(615,443)
Advertising Credit Increase	$	(111,997)
Front End Variance (from above)	$	(218,159)
Additional Income Variance	$	(5,396,600)
Total Variance	$	(5,614,759)
Total Projected Gross Profit	$	514,487

Projections Data

Projected New Retail Deliveries YTD (units)		77
Average *__Front End__* Gross Profit PNVR	$	263
Annualized Yearly Front End Gross Profit Total	$	20,120

NADA ACADEMY

Additional Income

				Annualized
Current New Vehicle F&I Average PVR			$ 2,491	$ 190,562
PDI & Accessory Sales PVR	$ 346	X 50% Gross	$ 173	$ 13,235
Trade %	15%	# of Trades	11.5	11.5
UV Immediate Wholesale %	28%	# of Trades Immediate Wholesaled	3.2	3.2
Average Recon on U/C Trade	$ 800	X 50% Gross	$ 400	$ 3,305
Average PUVR Wholesale			$ 460	$ 1,478
Average PUVR (Front and Back) on Trades			$ 1,478	$ 12,211
Hard Pack Per Unit UV			$ 900	$ 10,328
Hard Pack Per Unit NV			$ 770	$ 58,905

Doc Fee/ Admin Fee Per Unit	**$ 85**	**$ 7,205**
OEM Incentives Per Unit	**$ 1,711**	**$ 130,892**
Floorplan Assistance Per Unit	**$ 733**	**$ 56,049**
Advertising Credits Per Unit	**$ 133**	**$ 10,200**
Total Washout PNVR	**$ 6,725**	**$ 514,487**
Note: This does not include future Gross Opportunities		