Current Data

New Retail Deliveries YTD (units)	413	
Month of Year	2	
Average # Retail Units Delivered Per Month	207	
Total # Units Currently in Inventory	382	
Months Supply "In Units"	1.8	
CURRENT Inventory Turn Rate	6.5	5.0
CURRENT Average *__Front End__* Gross Profit PNVR	$ 2,116	$ 1,800.0
		159
CURRENT Monthly Gross Profit	$ 436,954	$ 286,500
		$ (150,454)
CURRENT Yearly Front End Gross Profit Total	$ 5,243,448	$ 3,438,000
		$ (1,805,448)

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Additional Income

				__Monthly__
				(48)
Current New Vehicle F&I Average PVR			928	$ (44,544)
PDI & Accessory Sales PVR	320	X 50% Gross	$ 160	$ (7,680)
Trade %	65%	# of Trades	(31.2)	$ (20,233)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(15.6)	$ (15,600)
Average Recon on U/C Trade	2000	X 50% Gross	$ 1,000	$ (39,577)
Average PUVR Wholesale			$ 1,297	$ -
Average PUVR (Front and Back) on Trades			$ 2,537	$ -
Hard Pack Per Unit UV			$ -	$ (11,130)
Hard Pack Per Unit NV			$ -	$ -
Doc Fee/ Admin Fee Per Unit			$ 175	$ (12,000)
OEM Incentives Per Unit			$ -	$ (1,584)
Floorplan Assistance Per Unit			$ 250	$ (150,454.00)
Advertising Credits Per Unit			$ 33	$ (152,348)
Total Washout PNVR (Adjusted for %s)			$ 5,290	$ (302,802)
Note: This does not include future Gross Opportunities				$ 841,980

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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		(576)
NV F&I Increase	$	(534,528)
PDI & Accesory Increase	$	(92,160)
UV Wholesale Increase	$	(242,798)

UV Recon Increase	$	(187,200)
UV Retail PUVR Increase	$	(474,926)
Hard Pack Increase UV	$	-
Hard Pack Increase NV	$	-
Doc Fee/Admin Fee/ Service Charge Increase	$	(133,560)
OEM Incentives Increase	$	-
Floorplan Assistance Increase	$	(144,000)
Advertising Credit Increase	$	(19,008)
Front End Variance (from above)	$	(1,805,448)
Additional Income Variance	$	(1,828,181)
Total Variance	$	(3,633,629)
Total Projected Gross Profit	$	10,103,757

Projections Data

Projected New Retail Deliveries YTD (units)	1,910
Average *Front End* Gross Profit PNVR	$ 2,116
Annualized Yearly Front End Gross Profit Total	$ 4,041,560

Additional Income

				Annualized
Current New Vehicle F&I Average PVR			$ 928	$ 1,772,480
PDI & Accessory Sales PVR	$ 320	X 50% Gross	$ 160	$ 305,600
Trade %	65%	# of Trades	1,241.5	1,241.5
UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	620.8	620.8
Average Recon on U/C Trade	$ 2,000	X 50% Gross	$ 1,000	$ 620,750
Average PUVR Wholesale			$ 1,297	$ 805,113
Average PUVR (Front and Back) on Trades			$ 2,537	$ 1,574,843
Hard Pack Per Unit UV			$ -	$ -
Hard Pack Per Unit NV			$ -	$ -

Doc Fee/ Admin Fee Per Unit	$ 175	$ 442,881
OEM Incentives Per Unit	$ -	$ -
Floorplan Assistance Per Unit	$ 250	$ 477,500
Advertising Credits Per Unit	$ 33	$ 63,030
Total Washout PNVR	$ 5,290	$ 10,103,757
Note: This does not include future Gross Opportunities		