Current Data

New Retail Deliveries YTD (units)	207
Month of Year	9
Average # Retail Units Delivered Per Month	23
Total # Units Currently in Inventory	35
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	7.9
CURRENT Average *__Front End__* Gross Profit PNVR	$ 1,481
CURRENT Monthly Gross Profit	$ 34,063
CURRENT Yearly Front End Gross Profit Total	$ 408,756

Projectio

9.0
$ 1,175.0
26
$ 30,844
$ (3,219)
$ 370,125
$ (38,631)

Additional Income

				Monthly
				4
Current New Vehicle F&I Average PVR			2037	$ 8,148
PDI & Accessory Sales PVR	1490	X 50% Gross	$ 745	$ 2,980
Trade %	33%	# of Trades	1.3	$ (61)

UV Immediate Wholesale %	11%	# of Trades Immediate Wholesaled	0.1	$ 1,469
Average Recon on U/C Trade	2500	X 50% Gross	$ 1,250	$ 3,972
Average PUVR Wholesale			$ (423)	$ 1,709
Average PUVR (Front and Back) on Trades			$ 3,381	$ 4,220
Hard Pack Per Unit UV			$ 1,455	$ 440
Hard Pack Per Unit NV			$ 1,055	$ 2,000
Doc Fee/ Admin Fee Per Unit			$ 85	$ -
OEM Incentives Per Unit			$ 500	$ -
Floorplan Assistance Per Unit			$ -	$ (3,219.25)
Advertising Credits Per Unit			$ -	$ 24,876
Total Washout PNVR (Adjusted for %s)			$ 7,753	$ 21,657
Note: This does not include future Gross Opportunities				$ 203,513

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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	48
NV F&I Increase	$ 97,776
PDI & Accesory Increase	$ 35,760
UV Wholesale Increase	$ (737)

UV Recon Increase	$	17,622
UV Retail PUVR Increase	$	47,664
Hard Pack Increase UV	$	20,512
Hard Pack Increase NV	$	50,640
Doc Fee/Admin Fee/ Service Charge Increase	$	5,278
OEM Incentives Increase	$	24,000
Floorplan Assistance Increase	$	-
Advertising Credit Increase	$	-
Front End Variance (from above)	$	(38,631)
Additional Income Variance	$	298,515
Total Variance	$	259,884
Total Projected Gross Profit	$	2,442,159

NADA ACADEMY

Projections Data

Projected New Retail Deliveries YTD (units)		315
Average *Front End* Gross Profit PNVR	$	1,481
Annualized Yearly Front End Gross Profit Total	$	466,515

Additional Income

				Annualized
Current New Vehicle F&I Average PVR			$ 2,037	$ 641,655
PDI & Accessory Sales PVR	$ 1,490	X 50% Gross	$ 745	$ 234,675
Trade %	33%	# of Trades	104.0	104.0
UV Immediate Wholesale %	11%	# of Trades Immediate Wholesaled	11.4	11.4
Average Recon on U/C Trade	$ 2,500	X 50% Gross	$ 1,250	$ 115,644
Average PUVR Wholesale			$ (423)	$ (4,837)
Average PUVR (Front and Back) on Trades			$ 3,381	$ 312,795
Hard Pack Per Unit UV			$ 1,455	$ 151,247
Hard Pack Per Unit NV			$ 1,055	$ 332,325

Doc Fee/ Admin Fee Per Unit	$ 85	$ 34,639
OEM Incentives Per Unit	$ 500	$ 157,500
Floorplan Assistance Per Unit	$ -	$ -
Advertising Credits Per Unit	$ -	$ -
Total Washout PNVR	$ 7,753	$ 2,442,159
Note: This does not include future Gross Opportunities		