

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	467
Month of Year	10
Average # Retail Units Delivered Per Month	47
Total # Units Currently in Inventory	68
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	8.2
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 2,879
CURRENT Monthly Gross Profit	\$ 134,449
CURRENT Yearly Front End Gross Profit Total	\$ 1,613,392



Projection

	12
\$	3,000
	68
\$	204,000
\$	69,551
\$	2,448,000
\$	834,608

Additional Income

			Monthly
			22
Current Used Vehicle F&I Average PVR		1489	\$ 32,758
Reconditioning PVR	1221	X 60% Profit	\$ 733
Current Hard Pack		\$ 1,848	\$ 40,656
Other (DOC Fee, Service Charge, etc)		\$ 999	\$ 21,978

	\$ 111,509
	\$ 69,551
	\$ 181,060
	\$ 315,509

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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 Units	264
F&I Increase	\$ 393,096
Reconditioning Increase	\$ 193,406
Hard Pack Increase	\$ 487,872
Other	\$ 263,736

Total Additional Income	\$	1,338,110
Front End Variance (from above)	\$	834,608
Total Variance	\$	2,172,719
Total Projected Gross (Variance + Current)	\$	3,786,110





