

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	396
Month of Year	10
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	114
Months Supply "In Units"	2.9
CURRENT Inventory Turn Rate	4.2
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 3,599
CURRENT Monthly Gross Profit	\$ 142,520
CURRENT Yearly Front End Gross Profit Total	\$ 1,710,245



Projection

	6
\$	2,500
	57
\$	142,500
\$	(20)
\$	1,710,000
\$	(245)

Additional Income

				Monthly
				18
Current Used Vehicle F&I Average PVR		1396		\$ 25,128
Reconditioning PVR	592	X 60% Profit	\$ 355	\$ 6,394
Current Hard Pack		\$ 550		\$ 9,900
Other (DOC Fee, Service Charge, etc)		\$ 260		\$ 4,680

	\$ 46,102
	\$ (20)
	\$ 46,081
	\$ 188,602

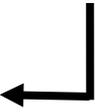
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additonal Units	216
F&I Increase	\$ 301,536
Reconditioning Increase	\$ 76,723
Hard Pack Increase	\$ 118,800
Other	\$ 56,160

Total Additional Income	\$	553,219
Front End Variance (from above)	\$	(245)
Total Variance	\$	552,974
Total Projected Gross (Variance + Current)	\$	2,263,219





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