

## Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	298
Month of Year	10
Average # Retail Units Delivered Per Month	30
Total # Units Currently in Inventory	40
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	8.9
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,503
CURRENT Monthly Gross Profit	\$ 44,789
CURRENT Yearly Front End Gross Profit Total	\$ 537,473



## Projection

	10
\$	1,749
	33
\$	58,300
\$	13,511
\$	699,600
\$	162,127

## Additional Income

				Monthly
				4
Current Used Vehicle F&I Average PVR			1033	\$ 4,132
Reconditioning PVR	1300	X 60% Profit	\$ 780	\$ 3,120
Current Hard Pack			\$ 595	\$ 2,380
Other (DOC Fee, Service Charge, etc)			\$ 347	\$ 1,389

	\$ 11,021
	\$ 13,511
	\$ 24,532
	\$ 69,321

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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 <b>Variance</b>
PROJECTED Yearly Front End Gross Profit Total
PROJECTED Annualized Front End Gross Profit <b>Variance</b>



<b>PROJECTED</b>	<u>Yearly</u>
Additonal Units	48
F&I Increase	\$ 49,584
Reconditioning Increase	\$ 37,440
Hard Pack Increase	\$ 28,560
Other	\$ 16,668

<b>Total Additional Income</b>	\$	132,252
<b>Front End Variance (from above)</b>	\$	162,127
<b>Total Variance</b>	\$	294,380
<b>Total Projected Gross (Variance + Current)</b>	\$	831,852





