

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	9,898
Month of Year	11
Average # Retail Units Delivered Per Month	900
Total # Units Currently in Inventory	113
Months Supply "In Units"	0.1
CURRENT Inventory Turn Rate	95.6
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 3,274
CURRENT Monthly Gross Profit	\$ 2,946,005
CURRENT Yearly Front End Gross Profit Total	\$ 35,352,057



Projection

	12
\$	3,274
	114
\$	373,045
\$	(2,572,960)
\$	4,476,540
\$	(30,875,517)

Additional Income

				Monthly
				(786)
Current Used Vehicle F&I Average PVR		1,443		\$ (1,134,198)
Reconditioning PVR	1,600	X 60% Profit	\$ 960	\$ (754,560)
Current Hard Pack		\$ 950		\$ (746,700)
Other (DOC Fee, Service Charge, etc)		\$ 200		\$ (157,200)

	\$ (2,792,658)
	\$ (2,572,960)
	\$ (5,365,618)
	\$ (2,419,613)

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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	(9,432)
F&I Increase	\$ (13,610,376)
Reconditioning Increase	\$ (9,054,720)
Hard Pack Increase	\$ (8,960,400)
Other	\$ (1,886,400)

Total Additional Income	\$	(33,511,896)
Front End Variance (from above)	\$	(30,875,517)
Total Variance	\$	(64,387,413)
Total Projected Gross (Variance + Current)	\$	(29,035,356)





