

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	1,186
Month of Year	12
Average # Retail Units Delivered Per Month	99
Total # Units Currently in Inventory	168
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.1
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 2,792
CURRENT Monthly Gross Profit	\$ 275,943
CURRENT Yearly Front End Gross Profit Total	\$ 3,311,312



Projection

	8
\$	2,500
	112
\$	280,000
\$	4,057
\$	3,360,000
\$	48,688

Additional Income

				Monthly
				14
Current Used Vehicle F&I Average PVR			2254	\$ 31,556
Reconditioning PVR	2148	X 60% Profit	\$ 1,289	\$ 18,043
Current Hard Pack			\$ 325	\$ 4,550
Other (DOC Fee, Service Charge, etc)			\$ 489	\$ 6,846

	\$ 60,995
	\$ 4,057
	\$ 65,053
	\$ 340,995

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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	168
F&I Increase	\$ 378,672
Reconditioning Increase	\$ 216,518
Hard Pack Increase	\$ 54,600
Other	\$ 82,152

Total Additional Income	\$	731,942
Front End Variance (from above)	\$	48,688
Total Variance	\$	780,630
Total Projected Gross (Variance + Current)	\$	4,091,942





