

## Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	120
Month of Year	12
Average # Retail Units Delivered Per Month	10
Total # Units Currently in Inventory	25
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 3,780
CURRENT Monthly Gross Profit	\$ 37,800
CURRENT Yearly Front End Gross Profit Total	\$ 453,600



## Projection

	15
\$	3,000
	31
\$	93,750
\$	55,950
\$	1,125,000
\$	671,400

## Additional Income

				Monthly
				22
Current Used Vehicle F&I Average PVR		2300		\$ 50,600
Reconditioning PVR	2000	X 60% Profit	\$ 1,200	\$ 26,400
Current Hard Pack		\$ 495		\$ 10,890
Other (DOC Fee, Service Charge, etc)		\$ 295		\$ 6,490

	\$ 94,380
	\$ 55,950
	\$ 150,330
	\$ 188,130

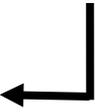
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal Units	264
F&I Increase	\$ 607,200
Reconditioning Increase	\$ 316,800
Hard Pack Increase	\$ 130,680
Other	\$ 77,880

<b>Total Additional Income</b>	\$	1,132,560
<b>Front End Variance (from above)</b>	\$	671,400
<b>Total Variance</b>	\$	1,803,960
<b>Total Projected Gross (Variance + Current)</b>	\$	2,257,560





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