

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	266
Month of Year	4
Average # Retail Units Delivered Per Month	67
Total # Units Currently in Inventory	95
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.4
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,845
CURRENT Monthly Gross Profit	\$ 122,693
CURRENT Yearly Front End Gross Profit Total	\$ 1,472,310



Projection

	12
\$	2,100
	95
\$	199,500
\$	76,808
\$	2,394,000
\$	921,690

Additional Income

				Monthly
				29
Current Used Vehicle F&I Average PVR			1442	\$ 41,818
Reconditioning PVR	968	X 60% Profit	\$ 581	\$ 16,843
Current Hard Pack			\$ 1,040	\$ 30,160
Other (DOC Fee, Service Charge, etc)			\$ 370	\$ 10,730

	\$ 99,551
	\$ 76,808
	\$ 176,359
	\$ 299,051

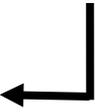
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal Units	348
F&I Increase	\$ 501,816
Reconditioning Increase	\$ 202,118
Hard Pack Increase	\$ 361,920
Other	\$ 128,760

Total Additional Income	\$	1,194,614
Front End Variance (from above)	\$	921,690
Total Variance	\$	2,116,304
Total Projected Gross (Variance + Current)	\$	3,588,614





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