

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	622
Month of Year	5
Average # Retail Units Delivered Per Month	124
Total # Units Currently in Inventory	74
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	20.2
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,495
CURRENT Monthly Gross Profit	\$ 185,978
CURRENT Yearly Front End Gross Profit Total	\$ 2,231,736



Projection

	2
\$	1,495
	9
\$	13,829
\$	(172,149)
\$	165,945
\$	(2,065,791)

Additional Income

				Monthly
				(116)
Current Used Vehicle F&I Average PVR		1380		\$ (160,080)
Reconditioning PVR	500	X 60% Profit	\$ 300	\$ (34,800)
Current Hard Pack		\$ 2,375		\$ (275,500)
Other (DOC Fee, Service Charge, etc)		\$ 699		\$ (81,084)

	\$ (551,464)
	\$ (172,149)
	\$ (723,613)
	\$ (537,635)

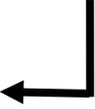
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PROJECTED Inventory Turn Rate
PROJECTED Average <i>Front End</i> Gross Profit PVR
PROJECTED Monthly Units Delivered
PROJECTED Monthly Gross Profit
PROJECTED Monthly Gross Profit Variance
PROJECTED Yearly Front End Gross Profit Total
PROJECTED Annualized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



PROJECTED	<u>Yearly</u>
Additonal Units	(1,392)
F&I Increase	\$ (1,920,960)
Reconditioning Increase	\$ (417,600)
Hard Pack Increase	\$ (3,306,000)
Other	\$ (973,008)

Total Additional Income	\$	(6,617,568)
Front End Variance (from above)	\$	(2,065,791)
Total Variance	\$	(8,683,359)
Total Projected Gross (Variance + Current)	\$	(6,451,623)





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