

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	137
Month of Year	8
Average # Retail Units Delivered Per Month	17
Total # Units Currently in Inventory	43
Months Supply "In Units"	2.5
CURRENT Inventory Turn Rate	4.8
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,795
CURRENT Monthly Gross Profit	\$ 30,739
CURRENT Yearly Front End Gross Profit Total	\$ 368,873



Projection

	10
\$	2,500
	36
\$	89,583
\$	58,844
\$	1,075,000
\$	706,128

Additional Income

			<u>Monthly</u>	
				19
Current Used Vehicle F&I Average PVR		2711	\$	51,509
Reconditioning PVR	1800	X 60% Profit	\$	1,080
Current Hard Pack		200	\$	3,800
Other (DOC Fee, Service Charge, etc)		699	\$	13,281

	\$ 89,110
	\$ 58,844
	\$ 147,954
	\$ 178,693

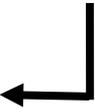
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal Units	228
F&I Increase	\$ 618,108
Reconditioning Increase	\$ 246,240
Hard Pack Increase	\$ 45,600
Other	\$ 159,372

Total Additional Income	\$	1,069,320
Front End Variance (from above)	\$	706,128
Total Variance	\$	1,775,448
Total Projected Gross (Variance + Current)	\$	2,144,320





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