

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	371
Month of Year	11
Average # Retail Units Delivered Per Month	34
Total # Units Currently in Inventory	57
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.1
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,700
CURRENT Monthly Gross Profit	\$ 57,336
CURRENT Yearly Front End Gross Profit Total	\$ 688,036



Projection

	10
\$	1,700
	48
\$	80,750
\$	23,414
\$	969,000
\$	280,964

Additional Income

				Monthly
				14
Current Used Vehicle F&I Average PVR			1100	\$ 15,400
Reconditioning PVR	700	X 60% Profit	\$ 420	\$ 5,880
Current Hard Pack			\$ 1,250	\$ 17,500
Other (DOC Fee, Service Charge, etc)			\$ 595	\$ 8,330

	\$ 47,110
	\$ 23,414
	\$ 70,524
	\$ 127,860

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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	\$ 184,800
Reconditioning Increase	\$ 70,560
Hard Pack Increase	\$ 210,000
Other	\$ 99,960

Total Additional Income	\$	565,320
Front End Variance (from above)	\$	280,964
Total Variance	\$	846,284
Total Projected Gross (Variance + Current)	\$	1,534,320





