

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	5,152
Month of Year	10
Average # Retail Units Delivered Per Month	515
Total # Units Currently in Inventory	478
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	12.9
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,387
CURRENT Monthly Gross Profit	\$ 714,582
CURRENT Yearly Front End Gross Profit Total	\$ 8,574,989



Projection

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\$	5,185
	359
\$	1,858,823
\$	1,144,240
\$	22,305,870
\$	13,730,881

Additional Income

				Monthly
				(157)
Current Used Vehicle F&I Average PVR		4269		\$ (670,233)
Reconditioning PVR	1827	X 60% Profit	\$ 1,096	\$ (172,103)
Current Hard Pack		470	\$	\$ (73,782)
Other (DOC Fee, Service Charge, etc)		195	\$	\$ (30,615)

	\$ (946,734)
	\$ 1,144,240
	\$ 197,507
	\$ 912,089

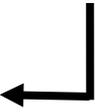
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PROJECTED Inventory Turn Rate
PROJECTED Average <i>Front End</i> Gross Profit PVR
PROJECTED Monthly Units Delivered
PROJECTED Monthly Gross Profit
PROJECTED Monthly Gross Profit Variance
PROJECTED Yearly Front End Gross Profit Total
PROJECTED Annualized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



PROJECTED	<u>Yearly</u>
Additonal Units	(1,884)
F&I Increase	\$ (8,042,796)
Reconditioning Increase	\$ (2,065,241)
Hard Pack Increase	\$ (885,386)
Other	\$ (367,380)

Total Additional Income	\$	(11,360,803)
Front End Variance (from above)	\$	13,730,881
Total Variance	\$	2,370,079
Total Projected Gross (Variance + Current)	\$	10,945,067





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