

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	1,311
Month of Year	10
Average # Retail Units Delivered Per Month	131
Total # Units Currently in Inventory	175
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.0
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 731
CURRENT Monthly Gross Profit	\$ 95,834
CURRENT Yearly Front End Gross Profit Total	\$ 1,150,009



Projection

	12
\$	1,000
	175
\$	175,000
\$	79,166
\$	2,100,000
\$	949,991

Additional Income

				Monthly
				44
Current Used Vehicle F&I Average PVR		637		\$ 28,028
Reconditioning PVR	1520	X 60% Profit	\$ 912	\$ 40,128
Current Hard Pack		\$ 300		\$ 13,200
Other (DOC Fee, Service Charge, etc)		\$ 225		\$ 9,898

	\$ 91,254
	\$ 79,166
	\$ 170,420
	\$ 266,254

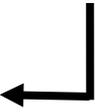
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PROJECTED Inventory Turn Rate
PROJECTED Average <i>Front End</i> Gross Profit PVR
PROJECTED Monthly Units Delivered
PROJECTED Monthly Gross Profit
PROJECTED Monthly Gross Profit Variance
PROJECTED Yearly Front End Gross Profit Total
PROJECTED Annualized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



PROJECTED	<u>Yearly</u>
Additonal Units	528
F&I Increase	\$ 336,336
Reconditioning Increase	\$ 481,536
Hard Pack Increase	\$ 158,400
Other	\$ 118,774

Total Additional Income	\$	1,095,046
Front End Variance (from above)	\$	949,991
Total Variance	\$	2,045,036
Total Projected Gross (Variance + Current)	\$	3,195,046





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