

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	472
Month of Year	11
Average # Retail Units Delivered Per Month	43
Total # Units Currently in Inventory	52
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.9
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,877
CURRENT Monthly Gross Profit	\$ 80,540
CURRENT Yearly Front End Gross Profit Total	\$ 966,484



Projection

	12
\$	1,800
	51
\$	92,664
\$	12,124
\$	1,111,968
\$	145,484

Additional Income

				Monthly
				9
Current Used Vehicle F&I Average PVR			2559	\$ 23,031
Reconditioning PVR	1900	X 60% Profit	\$ 1,140	\$ 10,260
Current Hard Pack			\$ 300	\$ 2,700
Other (DOC Fee, Service Charge, etc)			\$ 699	\$ 6,291

	\$ 42,282
	\$ 12,124
	\$ 54,406
	\$ 134,946

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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	108
F&I Increase	\$ 276,372
Reconditioning Increase	\$ 123,120
Hard Pack Increase	\$ 32,400
Other	\$ 75,492

Total Additional Income	\$	507,384
Front End Variance (from above)	\$	145,484
Total Variance	\$	652,868
Total Projected Gross (Variance + Current)	\$	1,619,352





