

## Current Data

Pre-Owned Retail Deliveries YTD (units)

Month of Year

Average # Retail Units Delivered Per Month

Total # Units Currently in Inventory

Months Supply "In Units"

CURRENT Inventory Turn Rate

CURRENT Average Front End Gross Profit PUVR

CURRENT Monthly Gross Profit

CURRENT Yearly Front End Gross Profit Total



## Projection

	-
\$	-
\$	-

## Additional Income

Monthly

Current Used Vehicle F&I Average PVR		
Reconditioning PVR		X 60% Profit \$ -
Current Hard Pack		
Other (DOC Fee, Service Charge, etc)		



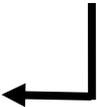
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal Units	
F&I Increase	
Reconditioning Increase	
Hard Pack Increase	
Other	

<b>Total Additional Income</b>	
<b>Front End Variance (from above)</b>	
<b>Total Variance</b>	
<b>Total Projected Gross (Variance + Current)</b>	





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