

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	687
Month of Year	7
Average # Retail Units Delivered Per Month	98
Total # Units Currently in Inventory	98
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.0
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 521
CURRENT Monthly Gross Profit	\$ 51,132
CURRENT Yearly Front End Gross Profit Total	\$ 613,589



Projection

	12
\$	1,200
	98
\$	117,600
\$	66,468
\$	1,411,200
\$	797,611

Additional Income

			Monthly
			(1)
Current Used Vehicle F&I Average PVR		886	\$ (886)
Reconditioning PVR	998	X 60% Profit	\$ (599)
Current Hard Pack			\$ (550)
Other (DOC Fee, Service Charge, etc)			\$ (150)

	\$	(2,185)
	\$	66,468
	\$	64,283
	\$	115,415

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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	(12)
F&I Increase	\$ (10,632)
Reconditioning Increase	\$ (7,186)
Hard Pack Increase	\$ (6,600)
Other	\$ (1,800)



Total Additional Income	\$	(26,218)
Front End Variance (from above)	\$	797,611
Total Variance	\$	771,393
Total Projected Gross (Variance + Current)	\$	1,384,982





