

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	443
Month of Year	9
Average # Retail Units Delivered Per Month	49
Total # Units Currently in Inventory	51
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.6
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 2,040
CURRENT Monthly Gross Profit	\$ 100,413
CURRENT Yearly Front End Gross Profit Total	\$ 1,204,960



Projection

	12
\$	2,000
	51
\$	102,000
\$	1,587
\$	1,224,000
\$	19,040

Additional Income

				Monthly
				2
Current Used Vehicle F&I Average		Average PVR	2237	\$ 4,474
Reconditioning PVR	1176	X 60% Profit	\$ 706	\$ 1,411
Current Hard Pack			\$ 500	\$ 1,000
Other (DOC Fee, Service Charge, etc)			\$ 394	\$ 788

	\$ 7,673
	\$ 1,587
	\$ 9,260
	\$ 109,673

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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	24
F&I Increase	\$ 53,688
Reconditioning Increase	\$ 16,934
Hard Pack Increase	\$ 12,000
Other	\$ 9,456

Total Additional Income	\$	92,078
Front End Variance (from above)	\$	19,040
Total Variance	\$	111,118
Total Projected Gross (Variance + Current)	\$	1,316,078





