

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	313
Month of Year	2
Average # Retail Units Delivered Per Month	157
Total # Units Currently in Inventory	233
Months Supply "In Units"	1.5
CURRENT Inventory Turn Rate	8.1
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 2,144
CURRENT Monthly Gross Profit	\$ 335,536
CURRENT Yearly Front End Gross Profit Total	\$ 4,026,432



Projection

	10
\$	2,400
	194
\$	466,000
\$	130,464
\$	5,592,000
\$	1,565,568

Additional Income

				Monthly
				38
Current Used Vehicle F&I Average		Average PVR	1551	\$ 58,938
Reconditioning PVR	950	X 60% Profit	\$ 570	\$ 21,660
Current Hard Pack			\$ 400	\$ 15,200
Other (DOC Fee, Service Charge, etc)			\$ 300	\$ 11,400

	\$ 107,198
	\$ 130,464
	\$ 237,662
	\$ 573,198

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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	456
F&I Increase	\$ 707,256
Reconditioning Increase	\$ 259,920
Hard Pack Increase	\$ 182,400
Other	\$ 136,800

Total Additional Income	\$	1,286,376
Front End Variance (from above)	\$	1,565,568
Total Variance	\$	2,851,944
Total Projected Gross (Variance + Current)	\$	6,878,376





