

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	397
Month of Year	6
Average # Retail Units Delivered Per Month	66
Total # Units Currently in Inventory	69
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.5
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,776
CURRENT Monthly Gross Profit	\$ 117,512
CURRENT Yearly Front End Gross Profit Total	\$ 1,410,144



Projection

	12
\$	1,900
	69
\$	131,100
\$	13,588
\$	1,573,200
\$	163,056

Additional Income

				Monthly
				3
Current Used Vehicle F&I Average		Average PVR	2255	\$ 6,765
Reconditioning PVR	1200	X 60% Profit	\$ 720	\$ 2,160
Current Hard Pack			\$ 1,500	\$ 4,500
Other (DOC Fee, Service Charge, etc)			\$ 175	\$ 525

	\$	13,950
	\$	13,588
	\$	27,538
	\$	145,050

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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	36
F&I Increase	\$ 81,180
Reconditioning Increase	\$ 25,920
Hard Pack Increase	\$ 54,000
Other	\$ 6,300

Total Additional Income	\$	167,400
Front End Variance (from above)	\$	163,056
Total Variance	\$	330,456
Total Projected Gross (Variance + Current)	\$	1,740,600





