

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	1,128
Month of Year	6
Average # Retail Units Delivered Per Month	188
Total # Units Currently in Inventory	169
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	13.3
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,574
CURRENT Monthly Gross Profit	\$ 295,912
CURRENT Yearly Front End Gross Profit Total	\$ 3,550,944



Projection

	15
\$	1,300
	211
\$	274,625
\$	(21,287)
\$	3,295,500
\$	(255,444)

Additional Income

				Monthly
				24
Current Used Vehicle F&I Average		Average PVR	1938	\$ 46,512
Reconditioning PVR	1135	X 60% Profit	\$ 681	\$ 16,344
Current Hard Pack			\$ 1,250	\$ 30,000
Other (DOC Fee, Service Charge, etc)			\$ 899	\$ 21,576

	\$ 114,432
	\$ (21,287)
	\$ 93,145
	\$ 389,057

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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	288
F&I Increase	\$ 558,144
Reconditioning Increase	\$ 196,128
Hard Pack Increase	\$ 360,000
Other	\$ 258,912

Total Additional Income	\$	1,373,184
Front End Variance (from above)	\$	(255,444)
Total Variance	\$	1,117,740
Total Projected Gross (Variance + Current)	\$	4,668,684





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