

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	350
Month of Year	6
Average # Retail Units Delivered Per Month	58
Total # Units Currently in Inventory	77
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.1
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,772
CURRENT Monthly Gross Profit	\$ 103,367
CURRENT Yearly Front End Gross Profit Total	\$ 1,240,400



Projection

	9
\$	1,800
	58
\$	103,950
\$	583
\$	1,247,400
\$	7,000

Additional Income

				Monthly
				(1)
Current Used Vehicle F&I Average		Average PVR	2950	\$ (2,950)
Reconditioning PVR	1700	X 60% Profit	\$ 1,020	\$ (1,020)
Current Hard Pack			\$ 1,000	\$ (1,000)
Other (DOC Fee, Service Charge, etc)			\$ 175	\$ (175)

	\$ (5,145)
	\$ 583
	\$ (4,562)
	\$ 98,805

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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	\$ (35,400)
Reconditioning Increase	\$ (12,240)
Hard Pack Increase	\$ (12,000)
Other	\$ (2,100)

Total Additional Income	\$	(61,740)
Front End Variance (from above)	\$	7,000
Total Variance	\$	(54,740)
Total Projected Gross (Variance + Current)	\$	1,185,660





