

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	145
Month of Year	12
Average # Retail Units Delivered Per Month	12
Total # Units Currently in Inventory	42
Months Supply "In Units"	3.5
CURRENT Inventory Turn Rate	3.5
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 3,702
CURRENT Monthly Gross Profit	\$ 44,733
CURRENT Yearly Front End Gross Profit Total	\$ 536,790



Projection

	10
\$	2,500
	35
\$	87,500
\$	42,768
\$	1,050,000
\$	513,210

Additional Income

				Monthly
				23
Current Used Vehicle F&I Average PVR			588	\$ 13,524
Reconditioning PVR	1200	X 60% Profit	\$ 720	\$ 16,560
Current Hard Pack			\$ 200	\$ 4,600
Other (DOC Fee, Service Charge, etc)			\$ 299	\$ 6,877

	\$ 41,561
	\$ 42,768
	\$ 84,329
	\$ 129,061

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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	276
F&I Increase	\$ 162,288
Reconditioning Increase	\$ 198,720
Hard Pack Increase	\$ 55,200
Other	\$ 82,524

Total Additional Income	\$	498,732
Front End Variance (from above)	\$	513,210
Total Variance	\$	1,011,942
Total Projected Gross (Variance + Current)	\$	1,548,732





