

## Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	20
Month of Year	1
Average # Retail Units Delivered Per Month	20
Total # Units Currently in Inventory	35
Months Supply "In Units"	1.8
CURRENT Inventory Turn Rate	6.9
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 2,720
CURRENT Monthly Gross Profit	\$ 54,400
CURRENT Yearly Front End Gross Profit Total	\$ 652,800



## Projection

	12
\$	900
	35
\$	31,500
\$	(22,900)
\$	378,000
\$	(274,800)

## Additional Income

			<u>Monthly</u>	
				15
Current Used Vehicle F&I Average PVR			769	\$ 11,535
Reconditioning PVR	1039	X 60% Profit	\$ 623	\$ 9,351
Current Hard Pack			\$ 1,200	\$ 18,000
Other (DOC Fee, Service Charge, etc)			\$ 372	\$ 5,580

	\$ 44,466
	\$ (22,900)
	\$ 21,566
	\$ 75,966

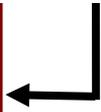
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additonal Units	180
F&I Increase	\$ 138,420
Reconditioning Increase	\$ 112,212
Hard Pack Increase	\$ 216,000
Other	\$ 66,960

<b>Total Additional Income</b>	\$	533,592
<b>Front End Variance (from above)</b>	\$	(274,800)
<b>Total Variance</b>	\$	258,792
<b>Total Projected Gross (Variance + Current)</b>	\$	911,592





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