

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	436
Month of Year	12
Average # Retail Units Delivered Per Month	36
Total # Units Currently in Inventory	89
Months Supply "In Units"	2.4
CURRENT Inventory Turn Rate	4.9
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 3,668
CURRENT Monthly Gross Profit	\$ 133,271
CURRENT Yearly Front End Gross Profit Total	\$ 1,599,248



Projection

	8
\$	3,168
	59
\$	187,968
\$	54,697
\$	2,255,616
\$	656,368

Additional Income

				Monthly
				23
Current Used Vehicle F&I Average PVR			1161	\$ 26,703
Reconditioning PVR	1200	X 60% Profit	\$ 720	\$ 16,560
Current Hard Pack			\$ 1,000	\$ 23,000
Other (DOC Fee, Service Charge, etc)			\$ 399	\$ 9,177

	\$ 75,440
	\$ 54,697
	\$ 130,137
	\$ 263,408

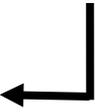
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PROJECTED Inventory Turn Rate
PROJECTED Average <i>Front End</i> Gross Profit PVR
PROJECTED Monthly Units Delivered
PROJECTED Monthly Gross Profit
PROJECTED Monthly Gross Profit Variance
PROJECTED Yearly Front End Gross Profit Total
PROJECTED Annualized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



PROJECTED	<u>Yearly</u>
Additonal Units	276
F&I Increase	\$ 320,436
Reconditioning Increase	\$ 198,720
Hard Pack Increase	\$ 276,000
Other	\$ 110,124

Total Additional Income	\$	905,280
Front End Variance (from above)	\$	656,368
Total Variance	\$	1,561,648
Total Projected Gross (Variance + Current)	\$	3,160,896





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