

Current Data

New Retail Deliveries YTD (units)	518
Month of Year	9
Average # Retail Units Delivered Per Month	58
Total # Units Currently in Inventory	43
Months Supply "In Units"	0.7
CURRENT Inventory Turn Rate	16.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,367
CURRENT Monthly Gross Profit	\$ 136,234
CURRENT Yearly Front End Gross Profit Total	\$ 1,634,808

Projection

	20.0
\$	2,100.0
	72
\$	150,500
\$	14,266
\$	1,806,000
\$	171,192

Additional Income

				Monthly
				15
Current New Vehicle F&I Average PVR			4092	\$ 61,380
PDI & Accessory Sales PVR	134	X 50% Gross	\$ 67	\$ 1,005
Trade %	40%	# of Trades	6.0	\$ -

UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	\$ 1,314
Average Recon on U/C Trade	438	X 50% Gross	\$ 219	\$ 17,340
Average PUVR Wholesale			\$ 285	\$ 3,000
Average PUVR (Front and Back) on Trades			\$ 2,890	\$ -
Hard Pack Per Unit UV			\$ 500	\$ 2,709
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 129	\$ 210
OEM Incentives Per Unit			\$ -	\$ 4,050
Floorplan Assistance Per Unit			\$ 14	\$ 14,266.00
Advertising Credits Per Unit			\$ 270	\$ 91,008
Total Washout PNVR (Adjusted for %s)			\$ 8,434	\$ 105,274
Note: This does not include future Gross Opportunities				\$ 604,451



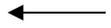
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additional NV Units	180
NV F&I Increase	\$ 736,560
PDI & Accesory Increase	\$ 12,060
UV Wholesale Increase	\$ -

UV Recon Increase	\$ 15,768
UV Retail PUVR Increase	\$ 208,080
Hard Pack Increase UV	\$ 36,000
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 32,508
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 2,520
Advertising Credit Increase	\$ 48,600
Front End Variance (from above)	\$ 171,192
Additional Income Variance	\$ 1,092,096
Total Variance	\$ 1,263,288
Total Projected Gross Profit	\$ 7,253,412





Projections

Data

Projected New Retail Deliveries YTD (units)	860
Average <u>Front End</u> Gross Profit PNVR	\$ 2,367
Annualized Yearly Front End Gross Profit Total	\$ 2,035,620



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 4,092	\$ 3,519,120
PDI & Accessory Sales PVR	\$ 134	X 50% Gross	\$ 67	\$ 57,620
Trade %	40%	# of Trades	344.0	344.0
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 438	X 50% Gross	\$ 219	\$ 75,336
Average PUVR Wholesale			\$ 285	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,890	\$ 994,160
Hard Pack Per Unit UV			\$ 500	\$ 172,000
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 129	\$ 155,316

OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	14	\$	12,040
Advertising Credits Per Unit	\$	270	\$	232,200
Total Washout PNVR	\$	8,434	\$	7,253,412
Note: This does not include future Gross Opportunities				

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