

## Current Data

New Retail Deliveries YTD (units)	383
Month of Year	9
Average # Retail Units Delivered Per Month	43
Total # Units Currently in Inventory	103
Months Supply "In Units"	2.4
CURRENT Inventory Turn Rate	5.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,920
CURRENT Monthly Gross Profit	\$ 124,262
CURRENT Yearly Front End Gross Profit Total	\$ 1,491,147

## Projection

	10.0
\$	3,000.0
	86
\$	257,500
\$	133,238
\$	3,090,000
\$	1,598,853

## Additional Income

				Monthly
				44
Current New Vehicle F&I Average PVR		1114		\$ 49,016
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	50%	# of Trades	22.0	\$ 1,395

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	1.1	\$	14,087
Average Recon on U/C Trade	1348	X 50% Gross	\$ 674	\$	42,406
Average PUVR Wholesale			\$ 1,268	\$	10,450
Average PUVR (Front and Back) on Trades			\$ 2,029	\$	4,400
Hard Pack Per Unit UV			\$ 500	\$	29,140
Hard Pack Per Unit NV			\$ 100	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 449	\$	-
OEM Incentives Per Unit			\$ -	\$	-
Floorplan Assistance Per Unit				\$	133,237.78
Advertising Credits Per Unit				\$	150,894
Total Washout PNVR (Adjusted for %s)			\$ 6,362	\$	284,131
<b>Note: This does not include future Gross Opportunities</b>				\$	546,063



<b>ns</b>	
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>
Additional NV Units	528
NV F&I Increase	\$ 588,192
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 16,738

UV Recon Increase	\$ 169,039
UV Retail PUVR Increase	\$ 508,873
Hard Pack Increase UV	\$ 125,400
Hard Pack Increase NV	\$ 52,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 349,681
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 1,598,853
Additional Income Variance	\$ 1,810,723
<b>Total Variance</b>	<b>\$ 3,409,577</b>
<b>Total Projected Gross Profit</b>	<b>\$ 6,552,757</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	1,030
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,920
	Annualized Yearly Front End Gross Profit Total	\$ 3,007,600



ACADEMY

## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,114	\$ 1,147,420	
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -	
Trade %	50%	# of Trades	515.0	515.0	
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	25.8	25.8	
Average Recon on U/C Trade	\$ 1,348	X 50% Gross	\$ 674	\$ 329,755	
Average PUVR Wholesale			\$ 1,268	\$ 32,651	
Average PUVR (Front and Back) on Trades			\$ 2,029	\$ 992,688	
Hard Pack Per Unit UV			\$ 500	\$ 257,500	
Hard Pack Per Unit NV			\$ 100	\$ 103,000	

Doc Fee/ Admin Fee Per Unit	\$ 449	\$ 682,143
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 6,362</b>	<b>\$ 6,552,757</b>
<b>Note: This does not include future Gross Opportunities</b>		

NADA Academy Variable Operations I © 2019 NADA. All rights reserved.

