

Current Data

New Retail Deliveries YTD (units)	153
Month of Year	10
Average # Retail Units Delivered Per Month	15
Total # Units Currently in Inventory	26
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	7.1
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,400
CURRENT Monthly Gross Profit	\$ 36,720
CURRENT Yearly Front End Gross Profit Total	\$ 440,640

Projection

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	\$ 2,000.0
	22
	\$ 43,333
	\$ 6,613
	\$ 520,000
	\$ 79,360

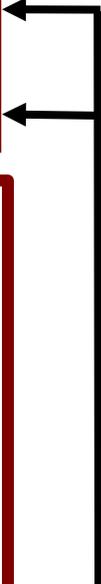
Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR		2296		\$ 16,072
PDI & Accessory Sales PVR		X 50% Gross	\$ -	\$ -
Trade %	68%	# of Trades	4.8	\$ (389)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.5	\$	3,213
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$	21,420
Average PUVR Wholesale			\$ (818)	\$	5,783
Average PUVR (Front and Back) on Trades			\$ 5,000	\$	3,150
Hard Pack Per Unit UV			\$ 1,350	\$	2,674
Hard Pack Per Unit NV			\$ 450	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 237	\$	-
OEM Incentives Per Unit				\$	-
Floorplan Assistance Per Unit				\$	6,613.33
Advertising Credits Per Unit				\$	51,923
Total Washout PNVR (Adjusted for %s)			\$ 9,909	\$	58,537
Note: This does not include future Gross Opportunities				\$	214,704



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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 NV Units	84
NV F&I Increase	\$ 192,864
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ (4,672)

UV Recon Increase	\$ 38,556
UV Retail PUVR Increase	\$ 257,040
Hard Pack Increase UV	\$ 69,401
Hard Pack Increase NV	\$ 37,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 32,092
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 79,360
Additional Income Variance	\$ 623,080
Total Variance	\$ 702,440
Total Projected Gross Profit	\$ 2,576,449





Projections

Data	Projected New Retail Deliveries YTD (units)	260
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,400
	Annualized Yearly Front End Gross Profit Total	\$ 624,000



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,296	\$	596,960
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$	-
Trade %	68%	# of Trades	176.8		176.8
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	17.7		17.7
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$	119,340
Average PUVR Wholesale			\$ (818)	\$	(14,462)
Average PUVR (Front and Back) on Trades			\$ 5,000	\$	795,600
Hard Pack Per Unit UV			\$ 1,350	\$	238,680
Hard Pack Per Unit NV			\$ 450	\$	117,000
Doc Fee/ Admin Fee Per Unit			\$ 237	\$	99,331

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 9,909	\$ 2,576,449
Note: This does not include future Gross Opportunities		

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