

Current Data

New Retail Deliveries YTD (units)	1,589
Month of Year	10
Average # Retail Units Delivered Per Month	159
Total # Units Currently in Inventory	193
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,734
CURRENT Monthly Gross Profit	\$ 434,433
CURRENT Yearly Front End Gross Profit Total	\$ 5,213,191

Projection

	15.0
\$	1,800.0
	241
\$	434,250
\$	(183)
\$	5,211,000
\$	(2,191)

Additional Income

				Monthly
				83
Current New Vehicle F&I Average PVR			1916	\$ 159,028
PDI & Accessory Sales PVR	240	X 50% Gross	\$ 120	\$ 9,960
Trade %	35%	# of Trades	29.0	\$ 378

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	5.8	\$	28,341
Average Recon on U/C Trade	2439	X 50% Gross	\$ 1,220	\$	46,898
Average PUVR Wholesale			\$ 65	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,018	\$	-
Hard Pack Per Unit UV			\$ -	\$	9,030
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	-
OEM Incentives Per Unit			\$ -	\$	12,699
Floorplan Assistance Per Unit			\$ -	\$	(182.60)
Advertising Credits Per Unit			\$ 153	\$	266,335
Total Washout PNVR (Adjusted for %s)			\$ 5,943	\$	266,152
Note: This does not include future Gross Opportunities				\$	1,433,713



ns	
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	996
NV F&I Increase	\$ 1,908,336
PDI & Accesory Increase	\$ 119,520
UV Wholesale Increase	\$ 4,532

UV Recon Increase	\$ 340,094
UV Retail PUVR Increase	\$ 562,780
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 108,365
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 152,388
Front End Variance (from above)	\$ (2,191)
Additional Income Variance	\$ 3,196,015
Total Variance	\$ 3,193,823
Total Projected Gross Profit	\$ 17,204,551





Projections

Data	Projected New Retail Deliveries YTD (units)	2,895
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,734
	Annualized Yearly Front End Gross Profit Total	\$ 7,914,930



ACADEMY

Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,916	\$ 5,546,820	
PDI & Accessory Sales PVR	\$ 240	X 50% Gross	\$ 120	\$ 347,400	
Trade %	35%	# of Trades	1,013.2	1,013.2	
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	202.6	202.6	
Average Recon on U/C Trade	\$ 2,439	X 50% Gross	\$ 1,220	\$ 988,527	
Average PUVR Wholesale			\$ 65	\$ 13,172	
Average PUVR (Front and Back) on Trades			\$ 2,018	\$ 1,635,791	
Hard Pack Per Unit UV			\$ -	\$ -	
Hard Pack Per Unit NV			\$ -	\$ -	
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ 314,976	

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 153	\$ 442,935
Total Washout PNVR	\$ 5,943	\$ 17,204,551
Note: This does not include future Gross Opportunities		

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

