

Current Data

New Retail Deliveries YTD (units)	413
Month of Year	11
Average # Retail Units Delivered Per Month	38
Total # Units Currently in Inventory	129
Months Supply "In Units"	3.4
CURRENT Inventory Turn Rate	3.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,375
CURRENT Monthly Gross Profit	\$ 126,716
CURRENT Yearly Front End Gross Profit Total	\$ 1,520,591

Projection

	3.5
	\$ 3,500.0
	38
	\$ 131,688
	\$ 4,972
	\$ 1,580,250
	\$ 59,659

Additional Income

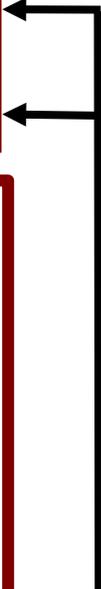
				Monthly
				1
Current New Vehicle F&I Average PVR			855	\$ 855
PDI & Accessory Sales PVR	100	X 50% Gross	\$ 50	\$ 50
Trade %	60%	# of Trades	0.6	\$ 108

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.1	\$	510
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$	2,474
Average PUVR Wholesale			\$ 1,200	\$	867
Average PUVR (Front and Back) on Trades			\$ 4,850	\$	1,700
Hard Pack Per Unit UV			\$ 1,700	\$	1,206
Hard Pack Per Unit NV			\$ 1,700	\$	300
Doc Fee/ Admin Fee Per Unit			\$ 799	\$	-
OEM Incentives Per Unit			\$ 300	\$	350
Floorplan Assistance Per Unit			\$ -	\$	4,971.59
Advertising Credits Per Unit			\$ 350	\$	8,420
Total Washout PNVR (Adjusted for %s)			\$ 11,948	\$	13,392
Note: This does not include future Gross Opportunities				\$	449,543



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>
Additional NV Units	12
NV F&I Increase	\$ 10,260
PDI & Accesory Increase	\$ 600
UV Wholesale Increase	\$ 1,296



UV Recon Increase	\$ 6,120
UV Retail PUVR Increase	\$ 29,682
Hard Pack Increase UV	\$ 10,404
Hard Pack Increase NV	\$ 20,400
Doc Fee/Admin Fee/ Service Charge Increase	\$ 14,478
OEM Incentives Increase	\$ 3,600
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ 4,200
Front End Variance (from above)	\$ 59,659
Additional Income Variance	\$ 101,040
Total Variance	\$ 160,699
Total Projected Gross Profit	\$ 5,394,517





Projections

Data

Projected New Retail Deliveries YTD (units)	452
Average <u>Front End</u> Gross Profit PNVR	\$ 3,375
Annualized Yearly Front End Gross Profit Total	\$ 1,523,813



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 855	\$ 386,033
PDI & Accessory Sales PVR	\$ 100	X 50% Gross	\$ 50	\$ 22,575
Trade %	60%	# of Trades	270.9	270.9
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	40.6	40.6
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$ 230,265
Average PUVR Wholesale			\$ 1,200	\$ 48,762
Average PUVR (Front and Back) on Trades			\$ 4,850	\$ 1,116,785
Hard Pack Per Unit UV			\$ 1,700	\$ 460,530
Hard Pack Per Unit NV			\$ 1,700	\$ 767,550

Doc Fee/ Admin Fee Per Unit	\$	799	\$	544,730
OEM Incentives Per Unit	\$	300	\$	135,450
Floorplan Assistance Per Unit	\$	-	\$	-
Advertising Credits Per Unit	\$	350	\$	158,025
Total Washout PNVR	\$	11,948	\$	5,394,517
Note: This does not include future Gross Opportunities				

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

