

Current Data

New Retail Deliveries YTD (units)	352
Month of Year	8
Average # Retail Units Delivered Per Month	44
Total # Units Currently in Inventory	117
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,997
CURRENT Monthly Gross Profit	\$ 87,868
CURRENT Yearly Front End Gross Profit Total	\$ 1,054,416

Projection

	4.0
\$	1,500.0
	39
\$	58,500
\$	(29,368)
\$	702,000
\$	(352,416)

Additional Income

				Monthly
				(5)
Current New Vehicle F&I Average PVR		1092		\$ (5,460)
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ (563)
Trade %	65%	# of Trades	(3.3)	\$ (230)

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	(0.7)	\$ (3,088)
Average Recon on U/C Trade	2375	X 50% Gross	\$ 1,188	\$ (7,176)
Average PUVR Wholesale			\$ 354	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,760	\$ -
Hard Pack Per Unit UV			\$ -	\$ (1,330)
Hard Pack Per Unit NV			\$ -	\$ (4,150)
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ (4,570)
OEM Incentives Per Unit			\$ 830	\$ (640)
Floorplan Assistance Per Unit			\$ 914	\$ (29,368.00)
Advertising Credits Per Unit			\$ 128	\$ (27,206)
Total Washout PNVR (Adjusted for %s)			\$ 7,438	\$ (56,574)
Note: This does not include future Gross Opportunities				\$ 290,091



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	(60)
NV F&I Increase	\$ (65,520)
PDI & Accesory Increase	\$ (6,750)
UV Wholesale Increase	\$ (2,761)



UV Recon Increase	\$	(37,050)
UV Retail PUVR Increase	\$	(86,112)
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	(15,960)
OEM Incentives Increase	\$	(49,800)
Floorplan Assistance Increase	\$	(54,840)
Advertising Credit Increase	\$	(7,680)
Front End Variance (from above)	\$	(352,416)
Additional Income Variance	\$	(326,473)
Total Variance	\$	(678,889)
Total Projected Gross Profit	\$	3,481,087





Projections

Data	Projected New Retail Deliveries YTD (units)	468
	Average <i>Front End</i> Gross Profit PNVR	\$ 1,997
	Annualized Yearly Front End Gross Profit Total	\$ 934,596



ACADEMY

Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,092	\$	511,056
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$	52,650
Trade %	65%	# of Trades	304.2		304.2
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	60.8		60.8
Average Recon on U/C Trade	\$ 2,375	X 50% Gross	\$ 1,188	\$	288,990
Average PUVR Wholesale			\$ 354	\$	21,537
Average PUVR (Front and Back) on Trades			\$ 2,760	\$	671,674
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 175	\$	124,488

OEM Incentives Per Unit	\$	830	\$	388,440
Floorplan Assistance Per Unit	\$	914	\$	427,752
Advertising Credits Per Unit	\$	128	\$	59,904
Total Washout PNVR	\$	7,438	\$	3,481,087
Note: This does not include future Gross Opportunities				

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

