

## Current Data

New Retail Deliveries YTD (units)	406
Month of Year	11
Average # Retail Units Delivered Per Month	37
Total # Units Currently in Inventory	111
Months Supply "In Units"	3.0
CURRENT Inventory Turn Rate	4.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,836
CURRENT Monthly Gross Profit	\$ 104,674
CURRENT Yearly Front End Gross Profit Total	\$ 1,256,090

## Projection

	4.0
	\$ 2,836.0
	37
	\$ 104,932
	\$ 258
	\$ 1,259,184
	\$ 3,094

## Additional Income

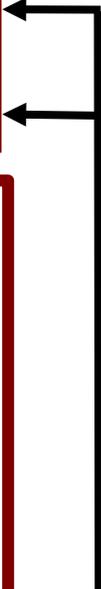
				Monthly
				1
Current New Vehicle F&I Average PVR			1041	\$ 1,041
PDI & Accessory Sales PVR	125	X 50% Gross	\$ 63	\$ 63
Trade %	43%	# of Trades	0.4	\$ (9)

UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled	0.0	\$	190
Average Recon on U/C Trade	939	X 50% Gross	\$ 470	\$	889
Average PUVR Wholesale			\$ (339)	\$	222
Average PUVR (Front and Back) on Trades			\$ 2,200	\$	100
Hard Pack Per Unit UV			\$ 550	\$	980
Hard Pack Per Unit NV			\$ 100	\$	197
Doc Fee/ Admin Fee Per Unit			\$ 698	\$	508
OEM Incentives Per Unit			\$ 197	\$	441
Floorplan Assistance Per Unit			\$ 508	\$	257.82
Advertising Credits Per Unit			\$ 441	\$	4,622
Total Washout PNVR (Adjusted for %s)			\$ 6,442	\$	4,880
<b>Note: This does not include future Gross Opportunities</b>				\$	238,344



<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	12
NV F&I Increase	\$ 12,492
PDI & Accesory Increase	\$ 750
UV Wholesale Increase	\$ (105)



UV Recon Increase	\$ 2,277
UV Retail PUVR Increase	\$ 10,671
Hard Pack Increase UV	\$ 2,668
Hard Pack Increase NV	\$ 1,200
Doc Fee/Admin Fee/ Service Charge Increase	\$ 11,762
OEM Incentives Increase	\$ 2,364
Floorplan Assistance Increase	\$ 6,096
Advertising Credit Increase	\$ 5,292
Front End Variance (from above)	\$ 3,094
Additional Income Variance	\$ 55,466
<b>Total Variance</b>	<b>\$ 58,560</b>
<b>Total Projected Gross Profit</b>	<b>\$ 2,860,127</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	444
Average <u>Front End</u> Gross Profit PNVR	\$ 2,836
Annualized Yearly Front End Gross Profit Total	\$ 1,259,184



ACADEMY

## Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 1,041	\$ 1,041
PDI & Accessory Sales PVR	\$ 125	X 50% Gross	\$ 63	\$ 27,750
Trade %	43%	# of Trades	190.9	190.9
UV Immediate Wholesale %	6%	# of Trades Immediate Wholesaled	11.5	11.5
Average Recon on U/C Trade	\$ 939	X 50% Gross	\$ 470	\$ 84,259
Average PUVR Wholesale			\$ (339)	\$ (338)
Average PUVR (Front and Back) on Trades			\$ 2,200	\$ 394,823
Hard Pack Per Unit UV			\$ 550	\$ 105,006
Hard Pack Per Unit NV			\$ 100	\$ 44,400

Doc Fee/ Admin Fee Per Unit	\$ 698	\$ 435,178
OEM Incentives Per Unit	\$ 197	\$ 87,468
Floorplan Assistance Per Unit	\$ 508	\$ 225,552
Advertising Credits Per Unit	\$ 441	\$ 195,804
<b>Total Washout PNVR</b>	<b>\$ 6,442</b>	<b>\$ 2,860,127</b>
<b>Note: This does not include future Gross Opportunities</b>		

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

