

Current Data

New Retail Deliveries YTD (units)	139
Month of Year	2
Average # Retail Units Delivered Per Month	70
Total # Units Currently in Inventory	114
Months Supply "In Units"	1.6
CURRENT Inventory Turn Rate	7.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,092
CURRENT Monthly Gross Profit	\$ 75,894
CURRENT Yearly Front End Gross Profit Total	\$ 910,728

Projection

	8.0
	\$ 1,000.0
	76
	\$ 76,000
	\$ 106
	\$ 912,000
	\$ 1,272

Additional Income

				Monthly
				7
Current New Vehicle F&I Average PVR			1124	\$ 7,868
PDI & Accessory Sales PVR	325	X 50% Gross	\$ 163	\$ 1,138
Trade %	45%	# of Trades	3.2	\$ (765)

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	0.9	\$	1,571
Average Recon on U/C Trade	1425	X 50% Gross	\$ 713	\$	2,304
Average PUVR Wholesale			\$ (810)	\$	1,544
Average PUVR (Front and Back) on Trades			\$ 1,045	\$	4,900
Hard Pack Per Unit UV			\$ 700	\$	8,275
Hard Pack Per Unit NV			\$ 700	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 899	\$	-
OEM Incentives Per Unit				\$	-
Floorplan Assistance Per Unit				\$	106.00
Advertising Credits Per Unit				\$	26,834
Total Washout PNVR (Adjusted for %s)			\$ 5,020	\$	26,940
Note: This does not include future Gross Opportunities				\$	381,516



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	84
NV F&I Increase	\$ 94,416
PDI & Accesory Increase	\$ 13,650
UV Wholesale Increase	\$ (9,185)

UV Recon Increase	\$ 18,853
UV Retail PUVR Increase	\$ 27,651
Hard Pack Increase UV	\$ 18,522
Hard Pack Increase NV	\$ 58,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 99,304
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 1,272
Additional Income Variance	\$ 322,010
Total Variance	\$ 323,282
Total Projected Gross Profit	\$ 4,578,192





Projections

Data

Projected New Retail Deliveries YTD (units)	912
Average <u>Front End</u> Gross Profit PNVR	\$ 1,092
Annualized Yearly Front End Gross Profit Total	\$ 995,904



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,124	\$ 1,025,088
PDI & Accessory Sales PVR	\$ 325	X 50% Gross	\$ 163	\$ 148,200
Trade %	45%	# of Trades	410.4	410.4
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	123.1	123.1
Average Recon on U/C Trade	\$ 1,425	X 50% Gross	\$ 713	\$ 204,687
Average PUVR Wholesale			\$ (810)	\$ (99,727)
Average PUVR (Front and Back) on Trades			\$ 1,045	\$ 300,208
Hard Pack Per Unit UV			\$ 700	\$ 287,280
Hard Pack Per Unit NV			\$ 700	\$ 638,400
Doc Fee/ Admin Fee Per Unit			\$ 899	\$ 1,078,153

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 5,020	\$ 4,578,192
Note: This does not include future Gross Opportunities		

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

