

## Current Data

New Retail Deliveries YTD (units)	131
Month of Year	4
Average # Retail Units Delivered Per Month	33
Total # Units Currently in Inventory	57
Months Supply "In Units"	1.7
CURRENT Inventory Turn Rate	6.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 5,051
CURRENT Monthly Gross Profit	\$ 165,420
CURRENT Yearly Front End Gross Profit Total	\$ 1,985,043

## Projection

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\$	4,000.0
	285
\$	1,140,000
\$	974,580
\$	13,680,000
\$	11,694,957

## Additional Income

				Monthly
				253
Current New Vehicle F&I Average PVR		1118		\$ 282,854
PDI & Accessory Sales PVR	242	X 50% Gross	\$ 121	\$ 30,613
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	1409	X 50% Gross	\$ 705	\$ -
Average PUVR Wholesale				\$ -
Average PUVR (Front and Back) on Trades				\$ 126,500
Hard Pack Per Unit UV			\$ 750	\$ 138,897
Hard Pack Per Unit NV			\$ 500	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 549	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ 974,579.75
Advertising Credits Per Unit			\$ -	\$ 578,864
Total Washout PNVR (Adjusted for %s)			\$ 7,339	\$ 1,553,444
<b>Note: This does not include future Gross Opportunities</b>				\$ 2,091,615

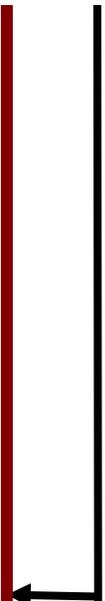


<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	3,036
NV F&I Increase	\$ 3,394,248
PDI & Accesory Increase	\$ 367,356
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ 1,518,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 1,666,764
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 11,694,957
Additional Income Variance	\$ 6,946,368
<b>Total Variance</b>	<b>\$ 18,641,325</b>
<b>Total Projected Gross Profit</b>	<b>\$ 25,099,380</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)		3,420
Average <u>Front End</u> Gross Profit PNVR	\$	5,051
Annualized Yearly Front End Gross Profit Total	\$	17,274,420



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,118	\$ 3,823,560
PDI & Accessory Sales PVR	\$ 242	X 50% Gross	\$ 121	\$ 413,820
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,409	X 50% Gross	\$ 705	\$ -
Average PUVR Wholesale			\$ -	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 750	\$ -
Hard Pack Per Unit NV			\$ 500	\$ 1,710,000
Doc Fee/ Admin Fee Per Unit			\$ 549	\$ 1,877,580

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 7,339</b>	<b>\$ 25,099,380</b>
<b>Note: This does not include future Gross Opportunities</b>		

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