

Current Data

New Retail Deliveries YTD (units)	1,733
Month of Year	12
Average # Retail Units Delivered Per Month	144
Total # Units Currently in Inventory	26
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	66.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,107
CURRENT Monthly Gross Profit	\$ 304,286
CURRENT Yearly Front End Gross Profit Total	\$ 3,651,431

Projection

	11.0
\$	2,300.0
	150
\$	345,000
\$	40,714
\$	4,140,000
\$	488,569

Additional Income

				Monthly
				51
Current New Vehicle F&I Average PVR			1909	\$ 97,359
PDI & Accessory Sales PVR	180	X 50% Gross	\$ 90	\$ 4,590
Trade %	35%	# of Trades	17.8	\$ 228

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.9	\$	21,197
Average Recon on U/C Trade	2500	X 50% Gross	\$ 1,250	\$	56,129
Average PUVR Wholesale			\$ 255	\$	-
Average PUVR (Front and Back) on Trades			\$ 3,310	\$	-
Hard Pack Per Unit UV			\$ -	\$	5,776
Hard Pack Per Unit NV			\$ -	\$	36,210
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	18,360
OEM Incentives Per Unit			\$ 710	\$	-
Floorplan Assistance Per Unit			\$ 360	\$	40,714.08
Advertising Credits Per Unit				\$	239,849
Total Washout PNVR (Adjusted for %s)			\$ 6,810	\$	280,563
Note: This does not include future Gross Opportunities				\$	1,021,489



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>
Additonal NV Units	612
NV F&I Increase	\$ 1,168,308
PDI & Accesory Increase	\$ 55,080
UV Wholesale Increase	\$ 2,731

UV Recon Increase	\$ 254,363
UV Retail PUVR Increase	\$ 673,552
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 69,317
OEM Incentives Increase	\$ 434,520
Floorplan Assistance Increase	\$ 220,320
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 488,569
Additional Income Variance	\$ 2,878,190
Total Variance	\$ 3,366,759
Total Projected Gross Profit	\$ 12,257,865





Projections

Data

Projected New Retail Deliveries YTD (units)	1,800
Average <u>Front End</u> Gross Profit PNVR	\$ 2,107
Annualized Yearly Front End Gross Profit Total	\$ 3,792,600



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,909	\$ 3,436,200
PDI & Accessory Sales PVR	\$ 180	X 50% Gross	\$ 90	\$ 162,000
Trade %	35%	# of Trades	630.0	630.0
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	31.5	31.5
Average Recon on U/C Trade	\$ 2,500	X 50% Gross	\$ 1,250	\$ 748,125
Average PUVR Wholesale			\$ 255	\$ 8,033
Average PUVR (Front and Back) on Trades			\$ 3,310	\$ 1,981,035
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 203,873
OEM Incentives Per Unit	\$ 710	\$ 1,278,000
Floorplan Assistance Per Unit	\$ 360	\$ 648,000
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 6,810	\$ 12,257,865
Note: This does not include future Gross Opportunities		

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

