

Current Data

New Retail Deliveries YTD (units)	66
Month of Year	5
Average # Retail Units Delivered Per Month	13
Total # Units Currently in Inventory	55
Months Supply "In Units"	4.2
CURRENT Inventory Turn Rate	2.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,750
CURRENT Monthly Gross Profit	\$ 23,102
CURRENT Yearly Front End Gross Profit Total	\$ 277,222

Projection

	2.9
\$	1,750.0
	13
\$	23,260
\$	159
\$	279,125
\$	1,903

Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			2114.6	\$ 2,115
PDI & Accessory Sales PVR	278	X 50% Gross	\$ 139	\$ 139
Trade %	50%	# of Trades	0.5	\$ (3)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.0	\$	402
Average Recon on U/C Trade	1693	X 50% Gross	\$ 847	\$	1,494
Average PUVR Wholesale			\$ (100)	\$	285
Average PUVR (Front and Back) on Trades			\$ 3,146	\$	400
Hard Pack Per Unit UV			\$ 600	\$	295
Hard Pack Per Unit NV			\$ 400	\$	797
Doc Fee/ Admin Fee Per Unit			\$ 200	\$	1,242
OEM Incentives Per Unit			\$ 797	\$	-
Floorplan Assistance Per Unit			\$ 1,242	\$	158.57
Advertising Credits Per Unit			\$ -	\$	7,166
Total Washout PNVR (Adjusted for %s)			\$ 8,931	\$	7,324
Note: This does not include future Gross Opportunities				\$	118,707

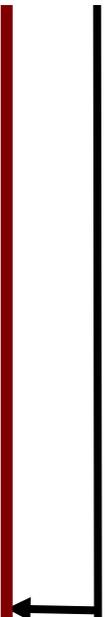


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additional NV Units	12
NV F&I Increase	\$ 25,375
PDI & Accesory Increase	\$ 1,668
UV Wholesale Increase	\$ (30)



UV Recon Increase	\$	4,825
UV Retail PUVR Increase	\$	17,932
Hard Pack Increase UV	\$	3,420
Hard Pack Increase NV	\$	4,800
Doc Fee/Admin Fee/ Service Charge Increase	\$	3,540
OEM Incentives Increase	\$	9,558
Floorplan Assistance Increase	\$	14,900
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	1,903
Additional Income Variance	\$	85,989
Total Variance	\$	87,892
Total Projected Gross Profit	\$	1,424,480





Projections

Data

Projected New Retail Deliveries YTD (units)	160
Average <i>Front End</i> Gross Profit PNVR	\$ 1,750
Annualized Yearly Front End Gross Profit Total	\$ 279,147



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,115	\$ 337,279
PDI & Accessory Sales PVR	\$ 278	X 50% Gross	\$ 139	\$ 22,171
Trade %	50%	# of Trades	79.8	79.8
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	4.0	4.0
Average Recon on U/C Trade	\$ 1,693	X 50% Gross	\$ 847	\$ 64,133
Average PUVR Wholesale			\$ (100)	\$ (399)
Average PUVR (Front and Back) on Trades			\$ 3,146	\$ 238,349
Hard Pack Per Unit UV			\$ 600	\$ 47,850
Hard Pack Per Unit NV			\$ 400	\$ 63,800
Doc Fee/ Admin Fee Per Unit			\$ 200	\$ 47,053

OEM Incentives Per Unit	\$ 797	\$ 127,047
Floorplan Assistance Per Unit	\$ 1,242	\$ 198,051
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 8,931	\$ 1,424,480
Note: This does not include future Gross Opportunities		

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