

## Current Data

New Retail Deliveries YTD (units)	244
Month of Year	6
Average # Retail Units Delivered Per Month	41
Total # Units Currently in Inventory	99
Months Supply "In Units"	2.4
CURRENT Inventory Turn Rate	4.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 9,225
CURRENT Monthly Gross Profit	\$ 375,150
CURRENT Yearly Front End Gross Profit Total	\$ 4,501,800

## Projection

	8.0
\$	2,499.0
	66
\$	164,934
\$	(210,216)
\$	1,979,208
\$	(2,522,592)

## Additional Income

				Monthly
				26
Current New Vehicle F&I Average PVR			1900	\$ 49,400
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ 6,500
Trade %	36%	# of Trades	9.4	\$ 117

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.5	\$	10,115
Average Recon on U/C Trade	2275	X 50% Gross	\$ 1,138	\$	30,393
Average PUVR Wholesale			\$ 250	\$	8,003
Average PUVR (Front and Back) on Trades			\$ 3,418	\$	23,400
Hard Pack Per Unit UV			\$ 900	\$	8,723
Hard Pack Per Unit NV			\$ 900	\$	65,000
Doc Fee/ Admin Fee Per Unit			\$ 250	\$	15,106
OEM Incentives Per Unit			\$ 2,500	\$	12,714
Floorplan Assistance Per Unit			\$ 581	\$	(210,216.00)
Advertising Credits Per Unit			\$ 489	\$	229,470
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 18,067	\$	19,254
<b>Note: This does not include future Gross Opportunities</b>				\$	1,192,421



<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	312
NV F&I Increase	\$ 592,800
PDI & Accesory Increase	\$ 78,000
UV Wholesale Increase	\$ 1,404

UV Recon Increase	\$ 121,376
UV Retail PUVR Increase	\$ 364,714
Hard Pack Increase UV	\$ 96,034
Hard Pack Increase NV	\$ 280,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 104,676
OEM Incentives Increase	\$ 780,000
Floorplan Assistance Increase	\$ 181,272
Advertising Credit Increase	\$ 152,568
Front End Variance (from above)	\$ (2,522,592)
Additional Income Variance	\$ 2,753,644
<b>Total Variance</b>	<b>\$ 231,052</b>
<b>Total Projected Gross Profit</b>	<b>\$ 14,309,049</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	792
Average <u>Front End</u> Gross Profit PNVR	\$ 9,225
Annualized Yearly Front End Gross Profit Total	\$ 7,306,200



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,900	\$ 1,504,800
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 198,000
Trade %	36%	# of Trades	285.1	285.1
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	14.3	14.3
Average Recon on U/C Trade	\$ 2,275	X 50% Gross	\$ 1,138	\$ 308,108
Average PUVR Wholesale			\$ 250	\$ 3,564
Average PUVR (Front and Back) on Trades			\$ 3,418	\$ 925,813
Hard Pack Per Unit UV			\$ 900	\$ 256,608
Hard Pack Per Unit NV			\$ 900	\$ 712,800
Doc Fee/ Admin Fee Per Unit			\$ 250	\$ 265,716

OEM Incentives Per Unit	\$	2,500	\$	1,980,000
Floorplan Assistance Per Unit	\$	581	\$	460,152
Advertising Credits Per Unit	\$	489	\$	387,288
<b>Total Washout PNVR</b>	<b>\$</b>	<b>18,067</b>	<b>\$</b>	<b>14,309,049</b>
<b>Note: This does not include future Gross Opportunities</b>				

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