

Current Data

New Retail Deliveries YTD (units)	699
Month of Year	9
Average # Retail Units Delivered Per Month	78
Total # Units Currently in Inventory	210
Months Supply "In Units"	2.7
CURRENT Inventory Turn Rate	4.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ (1,035)
CURRENT Monthly Gross Profit	\$ (80,385)
CURRENT Yearly Front End Gross Profit Total	\$ (964,620)

Projection

	6.0
\$	500.0
	105
\$	52,500
\$	132,885
\$	630,000
\$	1,594,620

Additional Income

				Monthly
				28
Current New Vehicle F&I Average PVR			1456	\$ 40,768
PDI & Accessory Sales PVR	263	X 50% Gross	\$ 132	\$ 3,682
Trade %		# of Trades	-	\$ -

UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	-	\$ -
Average Recon on U/C Trade	556	X 50% Gross	\$ 278	\$ -
Average PUVR Wholesale			\$ 460	\$ -
Average PUVR (Front and Back) on Trades				\$ 14,420
Hard Pack Per Unit UV			\$ 965	\$ 6,300
Hard Pack Per Unit NV			\$ 515	\$ 69,692
Doc Fee/ Admin Fee Per Unit			\$ 225	\$ 30,156
OEM Incentives Per Unit			\$ 2,489	\$ 20,160
Floorplan Assistance Per Unit			\$ 1,077	\$ 132,885.00
Advertising Credits Per Unit			\$ 720	\$ 185,178
Total Washout PNVR (Adjusted for %s)			\$ 5,579	\$ 318,063
Note: This does not include future Gross Opportunities				\$ 585,743



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	336
NV F&I Increase	\$ 489,216
PDI & Accesory Increase	\$ 44,184
UV Wholesale Increase	\$ -

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ -
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ 173,040
Doc Fee/Admin Fee/ Service Charge Increase	\$ 75,600
OEM Incentives Increase	\$ 836,304
Floorplan Assistance Increase	\$ 361,872
Advertising Credit Increase	\$ 241,920
Front End Variance (from above)	\$ 1,594,620
Additional Income Variance	\$ 2,222,136
Total Variance	\$ 3,816,756
Total Projected Gross Profit	\$ 7,028,910





Projections

Data

Projected New Retail Deliveries YTD (units)	1,260
Average <u>Front End</u> Gross Profit PNVR	\$ (1,035)
Annualized Yearly Front End Gross Profit Total	\$ (1,304,100)



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,456	\$ 1,834,560
PDI & Accessory Sales PVR	\$ 263	X 50% Gross	\$ 132	\$ 165,690
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	23%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 556	X 50% Gross	\$ 278	\$ -
Average PUVR Wholesale			\$ 460	\$ -
Average PUVR (Front and Back) on Trades			\$ -	\$ -
Hard Pack Per Unit UV			\$ 965	\$ -
Hard Pack Per Unit NV			\$ 515	\$ 648,900

Doc Fee/ Admin Fee Per Unit	\$	225	\$	283,500
OEM Incentives Per Unit	\$	2,489	\$	3,136,140
Floorplan Assistance Per Unit	\$	1,077	\$	1,357,020
Advertising Credits Per Unit	\$	720	\$	907,200
Total Washout PNVR	\$	5,579	\$	7,028,910
Note: This does not include future Gross Opportunities				

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

