



Current Data

| | |
|--|------------|
| New Retail Deliveries YTD (units) | 275 |
| Month of Year | 11 |
| Average # Retail Units Delivered Per Month | 25 |
| Total # Units Currently in Inventory | 90 |
| Months Supply "In Units" | 3.6 |
| CURRENT Inventory Turn Rate | 3.3 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 1,031 |
| CURRENT Monthly Gross Profit | \$ 25,772 |
| CURRENT Yearly Front End Gross Profit Total | \$ 309,267 |

Projections

| |
|--------------|
| 14.0 |
| \$ 1,900.0 |
| 105 |
| \$ 199,500 |
| \$ 173,728 |
| \$ 2,394,000 |
| \$ 2,084,733 |

Additional Income

| | | | | Monthly |
|-------------------------------------|-----|-------------|--------|------------|
| | | | | 80 |
| Current New Vehicle F&I Average PVR | | | | \$ 151,654 |
| PDI & Accessory Sales PVR | 635 | X 50% Gross | \$ 318 | \$ 25,400 |
| Trade % | 60% | # of Trades | 48.0 | \$ 14,688 |

| | | | | | |
|---|------|----------------------------------|----------|----|------------|
| UV Immediate Wholesale % | 34% | # of Trades Immediate Wholesaled | 16.3 | \$ | 15,840 |
| Average Recon on U/C Trade | 1000 | X 50% Gross | \$ 500 | \$ | 30,920 |
| Average PUVR Wholesale | | | \$ 900 | \$ | 68,112 |
| Average PUVR (Front and Back) on Trades | | | \$ 976 | \$ | 172,000 |
| Hard Pack Per Unit UV | | | \$ 2,150 | \$ | 13,960 |
| Hard Pack Per Unit NV | | | \$ 2,150 | \$ | 34,640 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 125 | \$ | 59,040 |
| OEM Incentives Per Unit | | | \$ 433 | \$ | - |
| Floorplan Assistance Per Unit | | | \$ 738 | \$ | 173,727.75 |
| Advertising Credits Per Unit | | | \$ - 0 | \$ | 586,253 |
| Total Washout PNVR (Adjusted for %s) | | | \$ 8,798 | \$ | 759,981 |
| Note: This does not include future Gross Opportunities | | | | \$ | 923,754 |

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

ACADEMY

| | | |
|---|----|---------------|
| 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 | | 960 |
| NV F&I Increase | \$ | 1,819,843 |
| PDI & Accesory Increase | \$ | 304,800 |
| UV Wholesale Increase | \$ | 176,256 |

| | | |
|--|----|-------------------|
| UV Recon Increase | \$ | 190,080 |
| UV Retail PUVR Increase | \$ | 371,036 |
| Hard Pack Increase UV | \$ | 817,344 |
| Hard Pack Increase NV | \$ | 2,064,000 |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ | 167,520 |
| OEM Incentives Increase | \$ | 415,680 |
| Floorplan Assistance Increase | \$ | 708,480 |
| Advertising Credit Increase | \$ | - |
| Front End Variance (from above) | \$ | 2,084,733 |
| Additional Income Variance | \$ | 7,035,039 |
| Total Variance | \$ | 9,119,772 |
| Total Projected Gross Profit | \$ | 11,085,047 |









Projections

| | |
|--|--------------|
| Projected New Retail Deliveries YTD (units) | 1,260 |
| Average <i>Front End</i> Gross Profit PNVR | \$ 1,031 |
| Annualized Yearly Front End Gross Profit Total | \$ 1,298,921 |



ACADEMY

Additional Income

| | | | Annualized | |
|---|--|----------------------------------|------------|--------------|
| Current New Vehicle F&I Average PVR | | | | \$ 2,388,544 |
| PDI & Accessory Sales PVR | | X 50% Gross | \$ 318 | \$ 400,050 |
| Trade % | | # of Trades | | 756.0 |
| UV Immediate Wholesale % | | # of Trades Immediate Wholesaled | | 257.0 |
| Average Recon on U/C Trade | | X 50% Gross | \$ 500 | \$ 249,480 |
| Average PUVR Wholesale | | | | \$ 231,336 |
| Average PUVR (Front and Back) on Trades | | | | \$ 486,985 |
| Hard Pack Per Unit UV | | | | \$ 1,625,400 |
| Hard Pack Per Unit NV | | | | \$ 2,709,000 |

| | | |
|---|-----------------|----------------------|
| Doc Fee/ Admin Fee Per Unit | | \$ 219,870 |
| OEM Incentives Per Unit | | \$ 545,580 |
| Floorplan Assistance Per Unit | | \$ 929,880 |
| Advertising Credits Per Unit | | \$ - 0 |
| Total Washout PNVR | \$ 8,798 | \$ 11,085,047 |
| Note: This does not include future Gross Opportunities | | |

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





