

## Current Data

|  |              |
|--|--------------|
| New Retail Deliveries YTD (units)                  | 3,003        |
| Month of Year                                      | 10           |
| Average # Retail Units Delivered Per Month         | 300          |
| Total # Units Currently in Inventory               | 1576         |
| Months Supply "In Units"                           | 5.2          |
| CURRENT Inventory Turn Rate                        | 2.3          |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 524       |
| CURRENT Monthly Gross Profit                       | \$ 157,357   |
| CURRENT Yearly Front End Gross Profit Total        | \$ 1,888,286 |

## Projection

|    |           |
|----|-----------|
|    | 3.3       |
| \$ | 500.0     |
|    | 433       |
| \$ | 216,700   |
| \$ | 59,343    |
| \$ | 2,600,400 |
| \$ | 712,114   |

## Additional Income

|                                     |     |             |        | Monthly    |
|-------------------------------------|-----|-------------|--------|------------|
|                                     |     |             |        | 134        |
| Current New Vehicle F&I Average PVR |     |             | 1502   | \$ 201,268 |
| PDI & Accessory Sales PVR           | 857 | X 50% Gross | \$ 429 | \$ 57,419  |
| Trade %                             | 55% | # of Trades | 73.7   | \$ 35,288  |

|   |      |                                  |          |    |           |
|---|------|----------------------------------|----------|----|-----------|
| UV Immediate Wholesale %                                      | 30%  | # of Trades Immediate Wholesaled | 22.1     | \$ | 38,693    |
| Average Recon on U/C Trade                                    | 1500 | X 50% Gross                      | \$ 750   | \$ | 70,575    |
| Average PUVR Wholesale  |      |                                  | \$ 1,596 | \$ | 15,477    |
| Average PUVR (Front and Back) on Trades                       |      |                                  | \$ 1,368 | \$ | -         |
| Hard Pack Per Unit UV   |      |                                  | \$ 300   | \$ | 41,748    |
| Hard Pack Per Unit NV   |      |                                  | \$ -     | \$ | 107,200   |
| Doc Fee/ Admin Fee Per Unit                                   |      |                                  | \$ 225   | \$ | 119,930   |
| OEM Incentives Per Unit                                       |      |                                  | \$ 800   | \$ | 38,592    |
| Floorplan Assistance Per Unit                                 |      |                                  | \$ 895   | \$ | 59,342.80 |
| Advertising Credits Per Unit                                  |      |                                  | \$ 288   | \$ | 726,190   |
| Total Washout PNVR (Adjusted for %s)                          |      |                                  | \$ 5,993 | \$ | 785,532   |
| <b>Note: This does not include future Gross Opportunities</b> |      |                                  |          | \$ | 2,597,291 |



|   |  |
|---|--|
| <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     | 1,608         |
| NV F&I Increase         | \$ 2,415,216  |
| PDI & Accesory Increase | \$ 689,028    |
| UV Wholesale Increase   | \$ 423,451    |

|  |                      |
|--|----------------------|
| UV Recon Increase                          | \$ 464,310           |
| UV Retail PUVR Increase                    | \$ 846,901           |
| Hard Pack Increase UV                      | \$ 185,724           |
| Hard Pack Increase NV                      | \$ -                 |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 500,982           |
| OEM Incentives Increase                    | \$ 1,286,400         |
| Floorplan Assistance Increase              | \$ 1,439,160         |
| Advertising Credit Increase                | \$ 463,104           |
| Front End Variance (from above)            | \$ 712,114           |
| Additional Income Variance                 | \$ 8,714,276         |
| <b>Total Variance</b>                      | <b>\$ 9,426,389</b>  |
| <b>Total Projected Gross Profit</b>        | <b>\$ 31,167,488</b> |





## Projections

### Data

|  |              |
|--|--------------|
| Projected New Retail Deliveries YTD (units)    | 5,201        |
| Average <u>Front End</u> Gross Profit PNVR     | \$ 524       |
| Annualized Yearly Front End Gross Profit Total | \$ 2,725,219 |



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## Additional Income

Annualized

|   |          |                                  | Annualized |              |
|---|----------|----------------------------------|------------|--------------|
| Current New Vehicle F&I Average PVR     |          |                                  | \$ 1,502   | \$ 7,811,602 |
| PDI & Accessory Sales PVR               | \$ 857   | X 50% Gross                      | \$ 429     | \$ 2,228,543 |
| Trade %                                 | 55%      | # of Trades                      | 2,860.4    | 2,860.4      |
| UV Immediate Wholesale %                | 30%      | # of Trades Immediate Wholesaled | 858.1      | 858.1        |
| Average Recon on U/C Trade              | \$ 1,500 | X 50% Gross                      | \$ 750     | \$ 1,501,731 |
| Average PUVR Wholesale                  |          |                                  | \$ 1,596   | \$ 1,369,579 |
| Average PUVR (Front and Back) on Trades |          |                                  | \$ 1,368   | \$ 2,739,157 |
| Hard Pack Per Unit UV                   |          |                                  | \$ 300     | \$ 858,132   |
| Hard Pack Per Unit NV                   |          |                                  | \$ -       | \$ -         |
| Doc Fee/ Admin Fee Per Unit             |          |                                  | \$ 225     | \$ 1,620,339 |

|   |           |              |           |                   |
|---|-----------|--------------|-----------|-------------------|
| OEM Incentives Per Unit                                       | \$        | 800          | \$        | 4,160,640         |
| Floorplan Assistance Per Unit                                 | \$        | 895          | \$        | 4,654,716         |
| Advertising Credits Per Unit                                  | \$        | 288          | \$        | 1,497,830         |
| <b>Total Washout PNVR</b>                                     | <b>\$</b> | <b>5,993</b> | <b>\$</b> | <b>31,167,488</b> |
| <b>Note: This does not include future Gross Opportunities</b> |           |              |           |                   |

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