

Current Data

New Retail Deliveries YTD (units)	816
Month of Year	10
Average # Retail Units Delivered Per Month	82
Total # Units Currently in Inventory	168
Months Supply "In Units"	2.1
CURRENT Inventory Turn Rate	5.8
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 1,093
CURRENT Monthly Gross Profit	\$ 89,189
CURRENT Yearly Front End Gross Profit Total	\$ 1,070,266

Projection

	8.0
\$	1,250.0
	112
\$	140,000
\$	50,811
\$	1,680,000
\$	609,734

Additional Income

				Monthly
				31
Current New Vehicle F&I Average PVR			2136	\$ 66,216
PDI & Accessory Sales PVR	150	X 50% Gross	\$ 75	\$ 2,325
Trade %	52%	# of Trades	16.1	\$ 4,473

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	2.4	\$	9,516
Average Recon on U/C Trade	1389	X 50% Gross	\$ 695	\$	44,806
Average PUVR Wholesale			\$ 1,850	\$	6,289
Average PUVR (Front and Back) on Trades			\$ 3,270	\$	-
Hard Pack Per Unit UV			\$ 459	\$	53,598
Hard Pack Per Unit NV			\$ -	\$	20,150
Doc Fee/ Admin Fee Per Unit			\$ 1,199	\$	34,937
OEM Incentives Per Unit			\$ 650	\$	17,763
Floorplan Assistance Per Unit			\$ 1,127	\$	50,811.20
Advertising Credits Per Unit			\$ 573	\$	260,073
Total Washout PNVR (Adjusted for %s)			\$ 9,518	\$	310,884
Note: This does not include future Gross Opportunities				\$	1,066,044



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	372
NV F&I Increase	\$ 794,592
PDI & Accesory Increase	\$ 27,900
UV Wholesale Increase	\$ 53,680

UV Recon Increase	\$ 114,192
UV Retail PUVR Increase	\$ 537,666
Hard Pack Increase UV	\$ 75,471
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 643,172
OEM Incentives Increase	\$ 241,800
Floorplan Assistance Increase	\$ 419,244
Advertising Credit Increase	\$ 213,156
Front End Variance (from above)	\$ 609,734
Additional Income Variance	\$ 3,120,874
Total Variance	\$ 3,730,608
Total Projected Gross Profit	\$ 12,792,524





Projections

Data

Projected New Retail Deliveries YTD (units)	1,344
Average <u>Front End</u> Gross Profit PNVR	\$ 1,093
Annualized Yearly Front End Gross Profit Total	\$ 1,468,992



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,136	\$ 2,870,784
PDI & Accessory Sales PVR	\$ 150	X 50% Gross	\$ 75	\$ 100,800
Trade %	52%	# of Trades	698.9	698.9
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	104.8	104.8
Average Recon on U/C Trade	\$ 1,389	X 50% Gross	\$ 695	\$ 412,566
Average PUVR Wholesale			\$ 1,850	\$ 193,939
Average PUVR (Front and Back) on Trades			\$ 3,270	\$ 1,942,537
Hard Pack Per Unit UV			\$ 459	\$ 320,786
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 1,199	\$ 2,323,720

OEM Incentives Per Unit	\$	650	\$	873,600
Floorplan Assistance Per Unit	\$	1,127	\$	1,514,688
Advertising Credits Per Unit	\$	573	\$	770,112
Total Washout PNVR	\$	9,518	\$	12,792,524
Note: This does not include future Gross Opportunities				

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

