

## Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	163
Month of Year	10
Average # Retail Units Delivered Per Month	16
Total # Units Currently in Inventory	17
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.5
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 2,754
CURRENT Monthly Gross Profit	\$ 44,890
CURRENT Yearly Front End Gross Profit Total	\$ 538,682



## Projection

	12
\$	3,000
	17
\$	51,000
\$	6,110
\$	612,000
\$	73,318

## Additional Income

			Monthly
			1
Current Used Vehicle F&I Average PVR			\$ 2,550
Reconditioning PVR	852	X 60% Profit	\$ 511
Current Hard Pack			\$ 500
Other (DOC Fee, Service Charge, etc)			\$ 425

	\$ 3,986
	\$ 6,110
	\$ 10,096
	\$ 54,986

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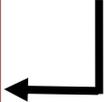
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<b>ns</b>
PROJECTED Inventory Turn Rate
PROJECTED Average <u>Front End</u> Gross Profit PVR
PROJECTED Monthly Units Delivered
PROJECTED Monthly Gross Profit
PROJECTED Monthly Gross Profit <b>Variance</b>
PROJECTED Yearly Front End Gross Profit Total
PROJECTED Annualized Front End Gross Profit <b>Variance</b>



<b>PROJECTED</b>	<u>Yearly</u>
Additonal Units	12
F&I Increase	\$ 30,600
Reconditioning Increase	\$ 6,134
Hard Pack Increase	\$ 6,000
Other	\$ 5,100

<b>Total Additional Income</b>	\$	<b>47,834</b>
<b>Front End Variance (from above)</b>	\$	<b>73,318</b>
<b>Total Variance</b>	\$	<b>121,152</b>
<b>Total Projected Gross (Variance + Current)</b>	\$	<b>659,834</b>









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