

Current Data

New Retail Deliveries YTD (units)	157
Month of Year	9
Average # Retail Units Delivered Per Month	17
Total # Units Currently in Inventory	106
Months Supply "In Units"	6.1
CURRENT Inventory Turn Rate	2.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,229
CURRENT Monthly Gross Profit	\$ 73,771
CURRENT Yearly Front End Gross Profit Total	\$ 885,254

Projection

	6.2
\$	4,229.0
	55
\$	232,729
\$	158,958
\$	2,792,747
\$	1,907,493

Additional Income

				Monthly
				38
Current New Vehicle F&I Average PVR			4083.32	\$ 155,166
PDI & Accessory Sales PVR	0	X 50% Gross	\$ -	\$ -
Trade %	19%	# of Trades	7.2	\$ 2,081

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	1.8	\$	5,096
Average Recon on U/C Trade	1882	X 50% Gross	\$ 941	\$	20,653
Average PUVR Wholesale			\$ 1,153	\$	3,249
Average PUVR (Front and Back) on Trades			\$ 3,814	\$	30,400
Hard Pack Per Unit UV			\$ 600	\$	9,768
Hard Pack Per Unit NV			\$ 800	\$	19,456
Doc Fee/ Admin Fee Per Unit			\$ 225	\$	5,016
OEM Incentives Per Unit			\$ 512	\$	4,180
Floorplan Assistance Per Unit			\$ 132	\$	158,957.76
Advertising Credits Per Unit			\$ 110	\$	255,065
Total Washout PNVR (Adjusted for %s)			\$ 10,970	\$	414,023
Note: This does not include future Gross Opportunities				\$	603,679



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	456
NV F&I Increase	\$ 1,861,994
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 24,974

UV Recon Increase	\$ 61,146
UV Retail PUVR Increase	\$ 247,834
Hard Pack Increase UV	\$ 38,988
Hard Pack Increase NV	\$ 364,800
Doc Fee/Admin Fee/ Service Charge Increase	\$ 117,221
OEM Incentives Increase	\$ 233,472
Floorplan Assistance Increase	\$ 60,192
Advertising Credit Increase	\$ 50,160
Front End Variance (from above)	\$ 1,907,493
Additional Income Variance	\$ 3,060,780
Total Variance	\$ 4,968,273
Total Projected Gross Profit	\$ 7,244,142





Projections

Data

Projected New Retail Deliveries YTD (units)	660
Average <u>Front End</u> Gross Profit PNVR	\$ 4,229
Annualized Yearly Front End Gross Profit Total	\$ 2,792,694



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 4,083	\$ 2,696,543
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	19%	# of Trades	125.5	125.5
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	31.4	31.4
Average Recon on U/C Trade	\$ 1,882	X 50% Gross	\$ 941	\$ 88,552
Average PUVR Wholesale			\$ 1,153	\$ 36,167
Average PUVR (Front and Back) on Trades			\$ 3,814	\$ 358,913
Hard Pack Per Unit UV			\$ 600	\$ 75,283
Hard Pack Per Unit NV			\$ 800	\$ 528,304
Doc Fee/ Admin Fee Per Unit			\$ 225	\$ 169,759

OEM Incentives Per Unit	\$	512	\$	338,115
Floorplan Assistance Per Unit	\$	132	\$	87,170
Advertising Credits Per Unit	\$	110	\$	72,642
Total Washout PNVR	\$	10,970	\$	7,244,142
Note: This does not include future Gross Opportunities				

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

