

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	364
Month of Year	10
Average # Retail Units Delivered Per Month	36
Total # Units Currently in Inventory	75
Months Supply "In Units"	2.1
CURRENT Inventory Turn Rate	5.8
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,433
CURRENT Monthly Gross Profit	\$ 52,161
CURRENT Yearly Front End Gross Profit Total	\$ 625,934



Projection

	12
\$	1,600
	75
\$	120,000
\$	67,839
\$	1,440,000
\$	814,066

Additional Income

			Monthly
			39
Current Used Vehicle F&I Average PVR		2243	\$ 87,477
Reconditioning PVR	1472	X 60% Profit	\$ 34,445
Current Hard Pack			\$ 39,000
Other (DOC Fee, Service Charge, etc)			\$ 3,939

	\$ 164,861
	\$ 67,839
	\$ 232,700
	\$ 284,861

NADA Academy Variable Operations I © 2018 NADA. All rights reserved.

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>
Additonal Units	468
F&I Increase	\$ 1,049,724
Reconditioning Increase	\$ 413,338
Hard Pack Increase	\$ 468,000
Other	\$ 47,268



Total Additional Income	\$	1,978,330
Front End Variance (from above)	\$	814,066
Total Variance	\$	2,792,395
Total Projected Gross (Variance + Current)	\$	3,418,330





