

Current Data

New Retail Deliveries YTD (units)	629
Month of Year	4
Average # Retail Units Delivered Per Month	157
Total # Units Currently in Inventory	80
Months Supply "In Units"	0.5
CURRENT Inventory Turn Rate	23.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,183
CURRENT Monthly Gross Profit	\$ 500,517
CURRENT Yearly Front End Gross Profit Total	\$ 6,006,208

Projection

12.0
\$ 3,000.0
80
\$ 240,000
\$ (260,517)
\$ 2,880,000
\$ (3,126,208)

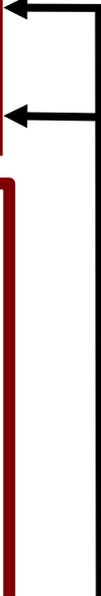
Additional Income

				Monthly
				(78)
Current New Vehicle F&I Average PVR			2925	\$ (228,150)
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ (8,775)
Trade %	36%	# of Trades	(28.1)	\$ -

UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	(6.7)	\$ (14,885)
Average Recon on U/C Trade	1395	X 50% Gross	\$ 698	\$ (70,382)
Average PUVR Wholesale				\$ (10,670)
Average PUVR (Front and Back) on Trades			\$ 3,298	\$ -
Hard Pack Per Unit UV			\$ 500	\$ (14,901)
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ (15,756)
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 202	\$ (260,517.32)
Advertising Credits Per Unit				\$ (363,520)
Total Washout PNVR (Adjusted for %s)			\$ 7,887	\$ (624,037)
Note: This does not include future Gross Opportunities				\$ 630,932



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 NV Units	(936)
NV F&I Increase	\$ (2,737,800)
PDI & Accesory Increase	\$ (105,300)
UV Wholesale Increase	\$ -

UV Recon Increase	\$ (178,622)
UV Retail PUVR Increase	\$ (844,584)
Hard Pack Increase UV	\$ (128,045)
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (178,813)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (189,072)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (3,126,208)
Additional Income Variance	\$ (4,362,236)
Total Variance	\$ (7,488,444)
Total Projected Gross Profit	\$ 7,571,183





Projections

Data

Projected New Retail Deliveries YTD (units)	960
Average <u>Front End</u> Gross Profit PNVR	\$ 3,183
Annualized Yearly Front End Gross Profit Total	\$ 3,055,622



ACADEMY

Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 2,925	\$ 2,808,000	
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$ 108,000	
Trade %	36%	# of Trades	345.6	345.6	
UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	82.9	82.9	
Average Recon on U/C Trade	\$ 1,395	X 50% Gross	\$ 698	\$ 183,203	
Average PUVR Wholesale			\$ -	\$ -	
Average PUVR (Front and Back) on Trades			\$ 3,298	\$ 866,239	
Hard Pack Per Unit UV			\$ 500	\$ 172,800	
Hard Pack Per Unit NV			\$ -	\$ -	

Doc Fee/ Admin Fee Per Unit	\$	150	\$	183,398
OEM Incentives Per Unit	\$	-	\$	-
Floorplan Assistance Per Unit	\$	202	\$	193,920
Advertising Credits Per Unit	\$	-	\$	-
Total Washout PNVR	\$	7,887	\$	7,571,183
Note: This does not include future Gross Opportunities				

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

