

Current Data

| | |
|--|------------|
| New Retail Deliveries YTD (units) | 154 |
| Month of Year | 5 |
| Average # Retail Units Delivered Per Month | 31 |
| Total # Units Currently in Inventory | 32 |
| Months Supply "In Units" | 1.0 |
| CURRENT Inventory Turn Rate | 11.6 |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 2,486 |
| CURRENT Monthly Gross Profit | \$ 76,569 |
| CURRENT Yearly Front End Gross Profit Total | \$ 918,826 |

Projection

| | |
|--|--------------|
| | 16.0 |
| | \$ 3,780.0 |
| | 43 |
| | \$ 161,280 |
| | \$ 84,711 |
| | \$ 1,935,360 |
| | \$ 1,016,534 |

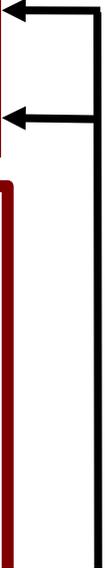
Additional Income

| | | | | Monthly |
|-------------------------------------|------|-------------|--------|-----------|
| | | | | 12 |
| Current New Vehicle F&I Average PVR | | | 2491 | \$ 29,892 |
| PDI & Accessory Sales PVR | 1000 | X 50% Gross | \$ 500 | \$ 6,000 |
| Trade % | 61% | # of Trades | 7.3 | \$ 3,514 |

| | | | | | |
|---|------|----------------------------------|----------|----|-----------|
| UV Immediate Wholesale % | 40% | # of Trades Immediate Wholesaled | 2.9 | \$ | 4,392 |
| Average Recon on U/C Trade | 2000 | X 50% Gross | \$ 1,000 | \$ | 13,176 |
| Average PUVR Wholesale | | | \$ 1,200 | \$ | 2,525 |
| Average PUVR (Front and Back) on Trades | | | \$ 3,000 | \$ | 3,600 |
| Hard Pack Per Unit UV | | | \$ 575 | \$ | 2,869 |
| Hard Pack Per Unit NV | | | \$ 300 | \$ | 3,600 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 175 | \$ | (8,028) |
| OEM Incentives Per Unit | | | \$ 300 | \$ | (7,236) |
| Floorplan Assistance Per Unit | | | \$ (669) | \$ | 84,711.20 |
| Advertising Credits Per Unit | | | \$ (603) | \$ | 54,304 |
| Total Washout PNVR (Adjusted for %s) | | | \$ 7,152 | \$ | 139,015 |
| Note: This does not include future Gross Opportunities | | | | \$ | 305,135 |

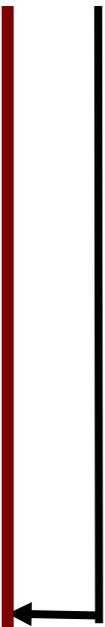


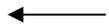
| | |
|---|--|
| ns | |
| PROJECTED Inventory Turn Rate | |
| PROJECTED Average <i>Front End</i> Gross Profit PVR | |
| PROJECTED Monthly Units Delivered | |
| PROJECTED Monthly Gross Profit | |
| PROJECTED Monthly Gross Profit Variance | |
| PROJECTED Yearly Front End Gross Profit Total | |
| PROJECTED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



| PROJECTED | <u>Yearly</u> |
|-------------------------|---------------|
| Additonal NV Units | 144 |
| NV F&I Increase | \$ 358,704 |
| PDI & Accesory Increase | \$ 72,000 |
| UV Wholesale Increase | \$ 42,163 |

| | |
|--|---------------------|
| UV Recon Increase | \$ 52,704 |
| UV Retail PUVR Increase | \$ 158,112 |
| Hard Pack Increase UV | \$ 30,305 |
| Hard Pack Increase NV | \$ 43,200 |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 34,423 |
| OEM Incentives Increase | \$ 43,200 |
| Floorplan Assistance Increase | \$ (96,336) |
| Advertising Credit Increase | \$ (86,832) |
| Front End Variance (from above) | \$ 1,016,534 |
| Additional Income Variance | \$ 651,643 |
| Total Variance | \$ 1,668,178 |
| Total Projected Gross Profit | \$ 3,661,619 |





Projections

Data

| | |
|--|--------------|
| Projected New Retail Deliveries YTD (units) | 512 |
| Average <u>Front End</u> Gross Profit PNVR | \$ 2,486 |
| Annualized Yearly Front End Gross Profit Total | \$ 1,272,832 |



ACADEMY

Additional Income

Annualized

| | | | Annualized | |
|---|----------|----------------------------------|------------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 2,491 | \$ 1,275,392 |
| PDI & Accessory Sales PVR | \$ 1,000 | X 50% Gross | \$ 500 | \$ 256,000 |
| Trade % | 61% | # of Trades | 312.3 | 312.3 |
| UV Immediate Wholesale % | 40% | # of Trades Immediate Wholesaled | 124.9 | 124.9 |
| Average Recon on U/C Trade | \$ 2,000 | X 50% Gross | \$ 1,000 | \$ 187,392 |
| Average PUVR Wholesale | | | \$ 1,200 | \$ 149,914 |
| Average PUVR (Front and Back) on Trades | | | \$ 3,000 | \$ 562,176 |
| Hard Pack Per Unit UV | | | \$ 575 | \$ 179,584 |
| Hard Pack Per Unit NV | | | \$ 300 | \$ 153,600 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 175 | \$ 122,394 |

| | | | | |
|---|-----------|--------------|-----------|------------------|
| OEM Incentives Per Unit | \$ | 300 | \$ | 153,600 |
| Floorplan Assistance Per Unit | \$ | (669) | \$ | (342,528) |
| Advertising Credits Per Unit | \$ | (603) | \$ | (308,736) |
| Total Washout PNVR | \$ | 7,152 | \$ | 3,661,619 |
| Note: This does not include future Gross Opportunities | | | | |

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