

Current Data

New Retail Deliveries YTD (units)	645
Month of Year	6
Average # Retail Units Delivered Per Month	108
Total # Units Currently in Inventory	28
Months Supply "In Units"	0.3
CURRENT Inventory Turn Rate	46.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,103
CURRENT Monthly Gross Profit	\$ 441,073
CURRENT Yearly Front End Gross Profit Total	\$ 5,292,870

Projection

	50.0
	\$ 4,000.0
	117
	\$ 466,667
	\$ 25,594
	\$ 5,600,000
	\$ 307,130

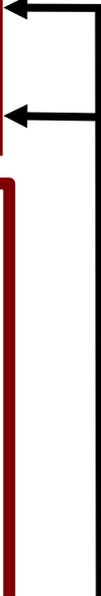
Additional Income

				Monthly
				10
Current New Vehicle F&I Average PVR			2,019	\$ 20,190
PDI & Accessory Sales PVR	198.88	X 50% Gross	\$ 99	\$ 994
Trade %	33%	# of Trades	3.3	\$ 7

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	0.8	\$	1,934
Average Recon on U/C Trade	1563	X 50% Gross	\$ 782	\$	5,814
Average PUVR Wholesale			\$ 9	\$	-
Average PUVR (Front and Back) on Trades			\$ 2,349	\$	-
Hard Pack Per Unit UV			\$ -	\$	1,060
Hard Pack Per Unit NV			\$ -	\$	3,500
Doc Fee/ Admin Fee Per Unit			\$ 85	\$	6,000
OEM Incentives Per Unit			\$ 350	\$	6,000
Floorplan Assistance Per Unit			\$ 600	\$	25,594.17
Advertising Credits Per Unit			\$ 600	\$	45,500
Total Washout PNVR (Adjusted for %s)			\$ 8,653	\$	71,094
Note: This does not include future Gross Opportunities				\$	1,009,519



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	120
NV F&I Increase	\$ 242,280
PDI & Accesory Increase	\$ 11,933
UV Wholesale Increase	\$ 89

UV Recon Increase	\$ 23,211
UV Retail PUVR Increase	\$ 69,765
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 12,725
OEM Incentives Increase	\$ 42,000
Floorplan Assistance Increase	\$ 72,000
Advertising Credit Increase	\$ 72,000
Front End Variance (from above)	\$ 307,130
Additional Income Variance	\$ 546,002
Total Variance	\$ 853,132
Total Projected Gross Profit	\$ 12,114,226





Projections

Data

Projected New Retail Deliveries YTD (units)	1,400
Average <u>Front End</u> Gross Profit PNVR	\$ 4,103
Annualized Yearly Front End Gross Profit Total	\$ 5,744,200



ACADEMY

Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 2,019	\$	2,826,600
PDI & Accessory Sales PVR	\$ 199	X 50% Gross	\$ 99	\$	139,216
Trade %	33%	# of Trades	462.0		462.0
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	115.5		115.5
Average Recon on U/C Trade	\$ 1,563	X 50% Gross	\$ 782	\$	270,790
Average PUVR Wholesale			\$ 9	\$	1,040
Average PUVR (Front and Back) on Trades			\$ 2,349	\$	813,929
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 148,453
OEM Incentives Per Unit	\$ 350	\$ 490,000
Floorplan Assistance Per Unit	\$ 600	\$ 840,000
Advertising Credits Per Unit	\$ 600	\$ 840,000
Total Washout PNVR	\$ 8,653	\$ 12,114,226
Note: This does not include future Gross Opportunities		

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

