

Current Data

New Retail Deliveries YTD (units)	375
Month of Year	6
Average # Retail Units Delivered Per Month	63
Total # Units Currently in Inventory	80
Months Supply "In Units"	1.3
CURRENT Inventory Turn Rate	9.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 2,907
CURRENT Monthly Gross Profit	\$ 181,691
CURRENT Yearly Front End Gross Profit Total	\$ 2,180,295

Projection

	12.0
\$	4,500.0
	80
\$	360,000
\$	178,309
\$	4,320,000
\$	2,139,705

Additional Income

				Monthly
				18
Current New Vehicle F&I Average PVR			3823	\$ 68,814
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 2,025
Trade %	22%	# of Trades	4.0	\$ 14

UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	0.0	\$	2,744
Average Recon on U/C Trade	1400	X 50% Gross	\$ 700	\$	22,683
Average PUVR Wholesale			\$ 350	\$	5,881
Average PUVR (Front and Back) on Trades			\$ 5,786	\$	18,000
Hard Pack Per Unit UV			\$ 1,500	\$	3,836
Hard Pack Per Unit NV			\$ 1,000	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 175	\$	4,050
OEM Incentives Per Unit			\$ -	\$	1,224
Floorplan Assistance Per Unit			\$ 225	\$	178,308.75
Advertising Credits Per Unit			\$ 68	\$	129,271
Total Washout PNVR (Adjusted for %s)			\$ 10,092	\$	307,580
Note: This does not include future Gross Opportunities				\$	807,368

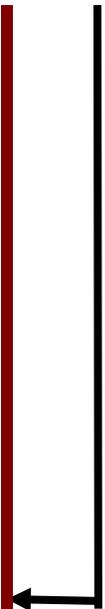


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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



PROJECTED	<u>Yearly</u>
Additonal NV Units	216
NV F&I Increase	\$ 825,768
PDI & Accesory Increase	\$ 24,300
UV Wholesale Increase	\$ 166

UV Recon Increase	\$ 32,931
UV Retail PUVR Increase	\$ 272,201
Hard Pack Increase UV	\$ 70,567
Hard Pack Increase NV	\$ 216,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 46,033
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 48,600
Advertising Credit Increase	\$ 14,688
Front End Variance (from above)	\$ 2,139,705
Additional Income Variance	\$ 1,551,255
Total Variance	\$ 3,690,960
Total Projected Gross Profit	\$ 9,688,412





Projections

Data

Projected New Retail Deliveries YTD (units)	960
Average <u>Front End</u> Gross Profit PNVR	\$ 2,907
Annualized Yearly Front End Gross Profit Total	\$ 2,790,778



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 3,823	\$	3,670,080
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$	108,000
Trade %	22%	# of Trades	211.2		211.2
UV Immediate Wholesale %	1%	# of Trades Immediate Wholesaled	2.1		2.1
Average Recon on U/C Trade	\$ 1,400	X 50% Gross	\$ 700	\$	146,362
Average PUVR Wholesale			\$ 350	\$	739
Average PUVR (Front and Back) on Trades			\$ 5,786	\$	1,209,783
Hard Pack Per Unit UV			\$ 1,500	\$	316,800
Hard Pack Per Unit NV			\$ 1,000	\$	960,000

Doc Fee/ Admin Fee Per Unit	\$ 175	\$ 204,590
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 225	\$ 216,000
Advertising Credits Per Unit	\$ 68	\$ 65,280
Total Washout PNVR	\$ 10,092	\$ 9,688,412
Note: This does not include future Gross Opportunities		

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