

Current Data

New Retail Deliveries YTD (units)	1,587
Month of Year	7
Average # Retail Units Delivered Per Month	227
Total # Units Currently in Inventory	138
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	19.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 5,207
CURRENT Monthly Gross Profit	\$ 1,180,501
CURRENT Yearly Front End Gross Profit Total	\$ 14,166,015

Projection

	12.0
	\$ 5,000.0
	138
	\$ 690,000
	\$ (490,501)
	\$ 8,280,000
	\$ (5,886,015)

Additional Income

				Monthly
				(89)
Current New Vehicle F&I Average PVR		2545		\$ (226,505)
PDI & Accessory Sales PVR	272574	X 50% Gross	\$ 136,287	\$ (12,129,543)
Trade %	48%	# of Trades	(42.7)	\$ (3,460)

UV Immediate Wholesale %	27%	# of Trades Immediate Wholesaled	(11.5)	\$ (37,469)
Average Recon on U/C Trade	2403	X 50% Gross	\$ 1,202	\$ (8,108)
Average PUVR Wholesale			\$ 300	\$ (15,593)
Average PUVR (Front and Back) on Trades			\$ 260	\$ (26,700)
Hard Pack Per Unit UV			\$ 500	\$ (59,973)
Hard Pack Per Unit NV			\$ 300	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 499	\$ (28,658)
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ 322	\$ (490,501.29)
Advertising Credits Per Unit			\$ -	\$ (12,536,009)
Total Washout PNVR (Adjusted for %s)			\$ 146,126	\$ (13,026,511)
Note: This does not include future Gross Opportunities				\$ 20,165,366



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	(1,068)
NV F&I Increase	\$ (2,718,060)
PDI & Accesory Increase	\$ (145,554,516)
UV Wholesale Increase	\$ (41,524)

UV Recon Increase	\$ (449,634)
UV Retail PUVR Increase	\$ (97,299)
Hard Pack Increase UV	\$ (187,114)
Hard Pack Increase NV	\$ (320,400)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (719,671)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (343,896)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (5,886,015)
Additional Income Variance	\$ (150,432,114)
Total Variance	\$ (156,318,129)
Total Projected Gross Profit	\$ 241,984,390





Projections

Data	Projected New Retail Deliveries YTD (units)	1,656
	Average <u>Front End</u> Gross Profit PNVR	\$ 5,207
	Annualized Yearly Front End Gross Profit Total	\$ 8,622,792



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 2,545	\$	4,214,520
PDI & Accessory Sales PVR	\$ 272,574	X 50% Gross	\$ 136,287	\$	225,691,272
Trade %	48%	# of Trades	794.9		794.9
UV Immediate Wholesale %	27%	# of Trades Immediate Wholesaled	214.6		214.6
Average Recon on U/C Trade	\$ 2,403	X 50% Gross	\$ 1,202	\$	697,185
Average PUVR Wholesale			\$ 300	\$	64,385
Average PUVR (Front and Back) on Trades			\$ 260	\$	150,868
Hard Pack Per Unit UV			\$ 500	\$	397,440
Hard Pack Per Unit NV			\$ 300	\$	496,800

Doc Fee/ Admin Fee Per Unit	\$ 499	\$ 1,115,895
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 322	\$ 533,232
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 146,126	\$ 241,984,390
Note: This does not include future Gross Opportunities		

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