

Current Data

New Retail Deliveries YTD (units)	252
Month of Year	7
Average # Retail Units Delivered Per Month	36
Total # Units Currently in Inventory	23
Months Supply "In Units"	0.6
CURRENT Inventory Turn Rate	18.8
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 10,029
CURRENT Monthly Gross Profit	\$ 361,044
CURRENT Yearly Front End Gross Profit Total	\$ 4,332,528

Projection

	3.0
\$	9,143.0
	30
\$	3,500
\$	(357,544)
\$	42,000
\$	(4,290,528)

Additional Income

				Monthly
				(6)
Current New Vehicle F&I Average PVR			5204	\$ (31,224)
PDI & Accessory Sales PVR	2054	X 50% Gross	\$ 1,027	\$ (6,162)
Trade %	25%	# of Trades	(1.5)	\$ 72

UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	(0.0)	\$ (1,693)
Average Recon on U/C Trade	2303	X 50% Gross	\$ 1,152	\$ (3,234)
Average PUVR Wholesale			\$ (2,413)	\$ (1,250)
Average PUVR (Front and Back) on Trades			\$ 2,200	\$ (3,300)
Hard Pack Per Unit UV			\$ 850	\$ (5,222)
Hard Pack Per Unit NV			\$ 550	\$ (14,352)
Doc Fee/ Admin Fee Per Unit			\$ 699	\$ (30,966)
OEM Incentives Per Unit			\$ 2,392	\$ (3,300)
Floorplan Assistance Per Unit			\$ 5,161	\$ (357,544.00)
Advertising Credits Per Unit			\$ 550	\$ (100,629)
Total Washout PNVR (Adjusted for %s)			\$ 26,805	\$ (458,173)
Note: This does not include future Gross Opportunities				\$ 804,144



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	(72)
NV F&I Increase	\$ (374,688)
PDI & Accesory Increase	\$ (73,944)
UV Wholesale Increase	\$ 869

UV Recon Increase	\$ (20,312)
UV Retail PUVR Increase	\$ (38,808)
Hard Pack Increase UV	\$ (14,994)
Hard Pack Increase NV	\$ (39,600)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (62,658)
OEM Incentives Increase	\$ (172,224)
Floorplan Assistance Increase	\$ (371,592)
Advertising Credit Increase	\$ (39,600)
Front End Variance (from above)	\$ (4,290,528)
Additional Income Variance	\$ (1,207,552)
Total Variance	\$ (5,498,080)
Total Projected Gross Profit	\$ 9,649,731





Projections

Data

Projected New Retail Deliveries YTD (units)	360
Average <u>Front End</u> Gross Profit PNVR	\$ 10,029
Annualized Yearly Front End Gross Profit Total	\$ 3,610,440



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Additional Income

				Annualized	
Current New Vehicle F&I Average		Average PVR	\$ 5,204	\$ 1,873,440	
PDI & Accessory Sales PVR	\$ 2,054	X 50% Gross	\$ 1,027	\$ 369,720	
Trade %	25%	# of Trades	90.0	90.0	
UV Immediate Wholesale %	2%	# of Trades Immediate Wholesaled	1.8	1.8	
Average Recon on U/C Trade	\$ 2,303	X 50% Gross	\$ 1,152	\$ 101,562	
Average PUVR Wholesale			\$ (2,413)	\$ (4,343)	
Average PUVR (Front and Back) on Trades			\$ 2,200	\$ 194,040	
Hard Pack Per Unit UV			\$ 850	\$ 76,500	
Hard Pack Per Unit NV			\$ 550	\$ 198,000	

Doc Fee/ Admin Fee Per Unit	\$ 699	\$ 313,292
OEM Incentives Per Unit	\$ 2,392	\$ 861,120
Floorplan Assistance Per Unit	\$ 5,161	\$ 1,857,960
Advertising Credits Per Unit	\$ 550	\$ 198,000
Total Washout PNVR	\$ 26,805	\$ 9,649,731
Note: This does not include future Gross Opportunities		

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