

Current Data

New Retail Deliveries YTD (units)	93
Month of Year	8
Average # Retail Units Delivered Per Month	12
Total # Units Currently in Inventory	12
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	11.6
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,673
CURRENT Monthly Gross Profit	\$ 42,699
CURRENT Yearly Front End Gross Profit Total	\$ 512,384

Projection

	12.0
	\$ 3,700.0
	12
	\$ 44,400
	\$ 1,701
	\$ 532,800
	\$ 20,417

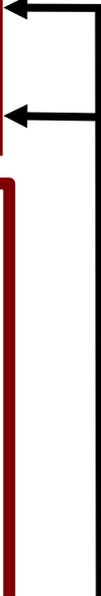
Additional Income

				Monthly
				1
				852
Current New Vehicle F&I Average PVR				\$ 852
PDI & Accessory Sales PVR	150	X 50% Gross	\$ 75	\$ 75
Trade %	50%	# of Trades	0.5	\$ 13

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.0	\$	119
Average Recon on U/C Trade	500	X 50% Gross	\$ 250	\$	2,613
Average PUVR Wholesale			\$ 500	\$	-
Average PUVR (Front and Back) on Trades			\$ 5,500	\$	-
Hard Pack Per Unit UV			\$ -	\$	736
Hard Pack Per Unit NV			\$ -	\$	500
Doc Fee/ Admin Fee Per Unit			\$ 499	\$	800
OEM Incentives Per Unit			\$ 500	\$	500
Floorplan Assistance Per Unit			\$ 800	\$	1,701.38
Advertising Credits Per Unit			\$ 500	\$	6,207
Total Washout PNVR (Adjusted for %s)			\$ 9,880	\$	7,908
Note: This does not include future Gross Opportunities				\$	118,557



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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	12
NV F&I Increase	\$ 10,224
PDI & Accesory Increase	\$ 900
UV Wholesale Increase	\$ 150

UV Recon Increase	\$	1,425
UV Retail PUVR Increase	\$	31,350
Hard Pack Increase UV	\$	-
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	8,832
OEM Incentives Increase	\$	6,000
Floorplan Assistance Increase	\$	9,600
Advertising Credit Increase	\$	6,000
Front End Variance (from above)	\$	20,417
Additional Income Variance	\$	74,481
Total Variance	\$	94,898
Total Projected Gross Profit	\$	1,422,688





Projections

Data

Projected New Retail Deliveries YTD (units)	144
Average <u>Front End</u> Gross Profit PNVR	\$ 3,673
Annualized Yearly Front End Gross Profit Total	\$ 528,912



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average	PVR		\$ 852	\$ 122,688
PDI & Accessory Sales PVR	\$ 150	X 50% Gross	\$ 75	\$ 10,800
Trade %	50%	# of Trades	72.0	72.0
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	3.6	3.6
Average Recon on U/C Trade	\$ 500	X 50% Gross	\$ 250	\$ 17,100
Average PUVR Wholesale			\$ 500	\$ 1,800
Average PUVR (Front and Back) on Trades			\$ 5,500	\$ 376,200
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	499	\$	105,988
OEM Incentives Per Unit	\$	500	\$	72,000
Floorplan Assistance Per Unit	\$	800	\$	115,200
Advertising Credits Per Unit	\$	500	\$	72,000
Total Washout PNVR	\$	9,880	\$	1,422,688
Note: This does not include future Gross Opportunities				

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