

Current Data

| | |
|--|------------|
| New Retail Deliveries YTD (units) | 199 |
| Month of Year | 10 |
| Average # Retail Units Delivered Per Month | 20 |
| Total # Units Currently in Inventory | 51 |
| Months Supply "In Units" | 2.6 |
| CURRENT Inventory Turn Rate | 4.7 |
| CURRENT Average <i>Front End</i> Gross Profit PNVR | \$ 2,790 |
| CURRENT Monthly Gross Profit | \$ 55,521 |
| CURRENT Yearly Front End Gross Profit Total | \$ 666,252 |

Projection

| | |
|--|-------------|
| | 4.2 |
| | \$ 3,000.0 |
| | 18 |
| | \$ 53,550 |
| | \$ (1,971) |
| | \$ 642,600 |
| | \$ (23,652) |

Additional Income

| | | | | Monthly |
|-------------------------------------|--------|-------------|--------|------------|
| | | | | (3) |
| Current New Vehicle F&I Average PVR | | 2800 | | \$ (8,400) |
| PDI & Accessory Sales PVR | 333.94 | X 50% Gross | \$ 167 | \$ (501) |
| Trade % | 40% | # of Trades | (1.2) | \$ (9) |

| | | | | |
|---|--------|----------------------------------|-----------|---------------|
| UV Immediate Wholesale % | 1% | # of Trades Immediate Wholesaled | (0.0) | \$ (550) |
| Average Recon on U/C Trade | 925.22 | X 50% Gross | \$ 463 | \$ (6,641) |
| Average PUVR Wholesale | | | \$ 752 | \$ (1,485) |
| Average PUVR (Front and Back) on Trades | | | \$ 5,590 | \$ (450) |
| Hard Pack Per Unit UV | | | \$ 1,250 | \$ (3,765) |
| Hard Pack Per Unit NV | | | \$ 150 | \$ (2,775) |
| Doc Fee/ Admin Fee Per Unit | | | \$ 899 | \$ (435) |
| OEM Incentives Per Unit | | | \$ 925 | \$ (972) |
| Floorplan Assistance Per Unit | | | \$ 145 | \$ (1,971.00) |
| Advertising Credits Per Unit | | | \$ 324 | \$ (25,982) |
| Total Washout PNVR (Adjusted for %s) | | | \$ 11,456 | \$ (27,953) |
| Note: This does not include future Gross Opportunities | | | | \$ 204,486 |

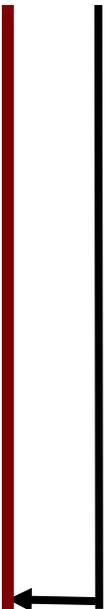


| | |
|---|--|
| ns | |
| PROJECTED Inventory Turn Rate | |
| PROJECTED Average <i>Front End</i> Gross Profit PVR | |
| PROJECTED Monthly Units Delivered | |
| PROJECTED Monthly Gross Profit | |
| PROJECTED Monthly Gross Profit Variance | |
| PROJECTED Yearly Front End Gross Profit Total | |
| PROJECTED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



| PROJECTED | <u>Yearly</u> |
|-------------------------|---------------|
| Additonal NV Units | (36) |
| NV F&I Increase | \$ (100,800) |
| PDI & Accesory Increase | \$ (6,011) |
| UV Wholesale Increase | \$ (108) |

| | |
|--|---------------------|
| UV Recon Increase | \$ (6,595) |
| UV Retail PUVR Increase | \$ (79,691) |
| Hard Pack Increase UV | \$ (17,820) |
| Hard Pack Increase NV | \$ (5,400) |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ (45,180) |
| OEM Incentives Increase | \$ (33,300) |
| Floorplan Assistance Increase | \$ (5,220) |
| Advertising Credit Increase | \$ (11,664) |
| Front End Variance (from above) | \$ (23,652) |
| Additional Income Variance | \$ (311,789) |
| Total Variance | \$ (335,441) |
| Total Projected Gross Profit | \$ 2,453,836 |





Projections

| | | |
|-------------|--|------------|
| Data | Projected New Retail Deliveries YTD (units) | 214 |
| | Average <u>Front End</u> Gross Profit PNVR | \$ 2,790 |
| | Annualized Yearly Front End Gross Profit Total | \$ 597,618 |



ACADEMY

Additional Income

| | | | | Annualized | |
|---|--------|----------------------------------|----------|------------|---------|
| Current New Vehicle F&I Average PVR | | | \$ 2,800 | \$ | 599,760 |
| PDI & Accessory Sales PVR | \$ 334 | X 50% Gross | \$ 167 | \$ | 35,765 |
| Trade % | 40% | # of Trades | 85.7 | | 85.7 |
| UV Immediate Wholesale % | 1% | # of Trades Immediate Wholesaled | 0.9 | | 0.9 |
| Average Recon on U/C Trade | \$ 925 | X 50% Gross | \$ 463 | \$ | 39,240 |
| Average PUVR Wholesale | | | \$ 752 | \$ | 644 |
| Average PUVR (Front and Back) on Trades | | | \$ 5,590 | \$ | 474,162 |
| Hard Pack Per Unit UV | | | \$ 1,250 | \$ | 107,100 |
| Hard Pack Per Unit NV | | | \$ 150 | \$ | 32,130 |

| | | | | |
|---|-----------|---------------|-----------|------------------|
| Doc Fee/ Admin Fee Per Unit | \$ | 899 | \$ | 268,822 |
| OEM Incentives Per Unit | \$ | 925 | \$ | 198,135 |
| Floorplan Assistance Per Unit | \$ | 145 | \$ | 31,059 |
| Advertising Credits Per Unit | \$ | 324 | \$ | 69,401 |
| Total Washout PNVR | \$ | 11,456 | \$ | 2,453,836 |
| Note: This does not include future Gross Opportunities | | | | |

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