

## Current Data

New Retail Deliveries YTD (units)	1,613
Month of Year	10
Average # Retail Units Delivered Per Month	161
Total # Units Currently in Inventory	161
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.0
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 1,511
CURRENT Monthly Gross Profit	\$ 243,724
CURRENT Yearly Front End Gross Profit Total	\$ 2,924,692

## Projection

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	201
\$	402,500
\$	158,776
\$	4,830,000
\$	1,905,308

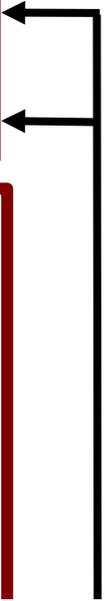
## Additional Income

				Monthly
				40
Current New Vehicle F&I Average PVR			1281	\$ 51,240
PDI & Accessory Sales PVR	225	X 50% Gross	\$ 113	\$ 4,500
Trade %	63%	# of Trades	25.2	\$ (851)

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	6.3	\$	-
Average Recon on U/C Trade		X 50% Gross	\$ -	\$	30,089
Average PUVR Wholesale			\$ (135)	\$	7,560
Average PUVR (Front and Back) on Trades			\$ 1,592	\$	28,000
Hard Pack Per Unit UV			\$ 400	\$	8,835
Hard Pack Per Unit NV			\$ 700	\$	43,200
Doc Fee/ Admin Fee Per Unit			\$ 150	\$	(15,600)
OEM Incentives Per Unit			\$ 1,080	\$	(22,440)
Floorplan Assistance Per Unit			\$ (390)	\$	158,775.70
Advertising Credits Per Unit			\$ (561)	\$	134,533
Total Washout PNVR (Adjusted for %s)			\$ 4,937	\$	293,309
<b>Note: This does not include future Gross Opportunities</b>				\$	993,638



<b>ns</b>	
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 <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	480
NV F&I Increase	\$ 614,880
PDI & Accesory Increase	\$ 54,000
UV Wholesale Increase	\$ (10,206)

UV Recon Increase	\$ -
UV Retail PUVR Increase	\$ 361,066
Hard Pack Increase UV	\$ 90,720
Hard Pack Increase NV	\$ 336,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 106,020
OEM Incentives Increase	\$ 518,400
Floorplan Assistance Increase	\$ (187,200)
Advertising Credit Increase	\$ (269,280)
<b>Front End Variance (from above)</b>	<b>\$ 1,905,308</b>
<b>Additional Income Variance</b>	<b>\$ 1,614,400</b>
<b>Total Variance</b>	<b>\$ 3,519,708</b>
<b>Total Projected Gross Profit</b>	<b>\$ 11,923,658</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	2,415
Average <u>Front End</u> Gross Profit PNVR	\$ 1,511
Annualized Yearly Front End Gross Profit Total	\$ 3,649,065



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## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,281	\$	3,093,615
PDI & Accessory Sales PVR	\$ 225	X 50% Gross	\$ 113	\$	271,688
Trade %	63%	# of Trades	1,521.5		1,521.5
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	380.4		380.4
Average Recon on U/C Trade	\$ -	X 50% Gross	\$ -	\$	-
Average PUVR Wholesale			\$ (135)	\$	(51,349)
Average PUVR (Front and Back) on Trades			\$ 1,592	\$	1,816,611
Hard Pack Per Unit UV			\$ 400	\$	608,580
Hard Pack Per Unit NV			\$ 700	\$	1,690,500

Doc Fee/ Admin Fee Per Unit	\$ 150	\$ 533,413
OEM Incentives Per Unit	\$ 1,080	\$ 2,608,200
Floorplan Assistance Per Unit	\$ (390)	\$ (941,850)
Advertising Credits Per Unit	\$ (561)	\$ (1,354,815)
<b>Total Washout PNVR</b>	<b>\$ 4,937</b>	<b>\$ 11,923,658</b>
<b>Note: This does not include future Gross Opportunities</b>		

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