

Current Data

New Retail Deliveries YTD (units)	214
Month of Year	11
Average # Retail Units Delivered Per Month	19
Total # Units Currently in Inventory	43
Months Supply "In Units"	2.2
CURRENT Inventory Turn Rate	5.4
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,665
CURRENT Monthly Gross Profit	\$ 71,301
CURRENT Yearly Front End Gross Profit Total	\$ 855,611

Projection

12.0
\$ 4,000.0
43
\$ 172,000
\$ 100,699
\$ 2,064,000
\$ 1,208,389

Additional Income

				Monthly
				24
Current New Vehicle F&I Average PVR			748	\$ 17,952
PDI & Accessory Sales PVR	188	X 50% Gross	\$ 94	\$ 2,256
Trade %	30%	# of Trades	7.2	\$ (1,223)

UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	1.7	\$	2,497
Average Recon on U/C Trade	912.77	X 50% Gross	\$ 456	\$	16,936
Average PUVR Wholesale			\$ (708)	\$	7,825
Average PUVR (Front and Back) on Trades			\$ 3,095	\$	14,424
Hard Pack Per Unit UV			\$ 1,430	\$	29,413
Hard Pack Per Unit NV			\$ 601	\$	8,400
Doc Fee/ Admin Fee Per Unit			\$ 998	\$	4,073
OEM Incentives Per Unit			\$ 350	\$	2,403
Floorplan Assistance Per Unit			\$ 170	\$	100,699.09
Advertising Credits Per Unit			\$ 100	\$	104,957
Total Washout PNVR (Adjusted for %s)			\$ 8,141	\$	205,656
Note: This does not include future Gross Opportunities				\$	350,070



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	288
NV F&I Increase	\$ 215,424
PDI & Accesory Increase	\$ 27,072
UV Wholesale Increase	\$ (14,672)

UV Recon Increase	\$ 29,968
UV Retail PUVR Increase	\$ 203,230
Hard Pack Increase UV	\$ 93,900
Hard Pack Increase NV	\$ 173,088
Doc Fee/Admin Fee/ Service Charge Increase	\$ 352,957
OEM Incentives Increase	\$ 100,800
Floorplan Assistance Increase	\$ 48,879
Advertising Credit Increase	\$ 28,835
Front End Variance (from above)	\$ 1,208,389
Additional Income Variance	\$ 1,259,480
Total Variance	\$ 2,467,869
Total Projected Gross Profit	\$ 4,200,836





Projections

Data

Projected New Retail Deliveries YTD (units)	516
Average <u>Front End</u> Gross Profit PNVR	\$ 3,665
Annualized Yearly Front End Gross Profit Total	\$ 1,891,140



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 748	\$ 385,968
PDI & Accessory Sales PVR	\$ 188	X 50% Gross	\$ 94	\$ 48,504
Trade %	30%	# of Trades	154.8	154.8
UV Immediate Wholesale %	24%	# of Trades Immediate Wholesaled	37.2	37.2
Average Recon on U/C Trade	\$ 913	X 50% Gross	\$ 456	\$ 53,693
Average PUVR Wholesale			\$ (708)	\$ (26,287)
Average PUVR (Front and Back) on Trades			\$ 3,095	\$ 364,121
Hard Pack Per Unit UV			\$ 1,430	\$ 221,364
Hard Pack Per Unit NV			\$ 601	\$ 310,116

Doc Fee/ Admin Fee Per Unit	\$	998	\$	632,381
OEM Incentives Per Unit	\$	350	\$	180,600
Floorplan Assistance Per Unit	\$	170	\$	87,576
Advertising Credits Per Unit	\$	100	\$	51,662
Total Washout PNVR	\$	8,141	\$	4,200,836
Note: This does not include future Gross Opportunities				

NADA Academy Variable Operations I © 2019 NADA. All rights reserved.

