

Current Data

New Retail Deliveries YTD (units)	680
Month of Year	10
Average # Retail Units Delivered Per Month	68
Total # Units Currently in Inventory	28
Months Supply "In Units"	0.4
CURRENT Inventory Turn Rate	29.1
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,974
CURRENT Monthly Gross Profit	\$ 270,232
CURRENT Yearly Front End Gross Profit Total	\$ 3,242,784

Projection

	30.0
	\$ 3,000.0
	70
	\$ 210,000
	\$ (60,232)
	\$ 2,520,000
	\$ (722,784)

Additional Income

				Monthly
				2
Current New Vehicle F&I Average PVR			1464	\$ 2,928
PDI & Accessory Sales PVR	287	X 50% Gross	\$ 144	\$ 287
Trade %	45%	# of Trades	0.9	\$ 14

UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	0.1	\$	436
Average Recon on U/C Trade	1140	X 50% Gross	\$ 570	\$	2,295
Average PUVR Wholesale			\$ 100	\$	422
Average PUVR (Front and Back) on Trades			\$ 3,000	\$	-
Hard Pack Per Unit UV			\$ 552	\$	1,933
Hard Pack Per Unit NV			\$ -	\$	-
Doc Fee/ Admin Fee Per Unit			\$ 699	\$	420
OEM Incentives Per Unit			\$ -	\$	348
Floorplan Assistance Per Unit			\$ 210	\$	(60,232.00)
Advertising Credits Per Unit			\$ 174	\$	9,083
Total Washout PNVR (Adjusted for %s)			\$ 8,553	\$	(51,149)
Note: This does not include future Gross Opportunities				\$	598,678



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	24
NV F&I Increase	\$ 35,136
PDI & Accesory Increase	\$ 3,444
UV Wholesale Increase	\$ 162

UV Recon Increase	\$ 5,233
UV Retail PUVR Increase	\$ 27,540
Hard Pack Increase UV	\$ 5,067
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 23,193
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ 5,040
Advertising Credit Increase	\$ 4,176
Front End Variance (from above)	\$ (722,784)
Additional Income Variance	\$ 108,991
Total Variance	\$ (613,793)
Total Projected Gross Profit	\$ 7,184,136





Projections

Data

Projected New Retail Deliveries YTD (units)	840
Average <u>Front End</u> Gross Profit PNVR	\$ 3,974
Annualized Yearly Front End Gross Profit Total	\$ 3,338,160



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,464	\$ 1,229,760
PDI & Accessory Sales PVR	\$ 287	X 50% Gross	\$ 144	\$ 120,540
Trade %	45%	# of Trades	378.0	378.0
UV Immediate Wholesale %	15%	# of Trades Immediate Wholesaled	56.7	56.7
Average Recon on U/C Trade	\$ 1,140	X 50% Gross	\$ 570	\$ 183,141
Average PUVR Wholesale			\$ 100	\$ 5,670
Average PUVR (Front and Back) on Trades			\$ 3,000	\$ 963,900
Hard Pack Per Unit UV			\$ 552	\$ 208,656
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ 699	\$ 811,749
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 210	\$ 176,400
Advertising Credits Per Unit	\$ 174	\$ 146,160
Total Washout PNVR	\$ 8,553	\$ 7,184,136
Note: This does not include future Gross Opportunities		

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

