

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
\$ 3,000.0
43
\$ 129,000
\$ 57,699
\$ 1,548,000
\$ 692,389

Additional Income

				Monthly
				24
Current New Vehicle F&I Average PVR			748	\$ 17,952
PDI & Accessory Sales PVR	300	X 50% Gross	\$ 150	\$ 3,600
Trade %	30%	# of Trades	7.2	\$ (1,019)

UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	1.4	\$ 2,629
Average Recon on U/C Trade	912.77	X 50% Gross	\$ 456	\$ 17,827
Average PUVR Wholesale			\$ (708)	\$ 8,237
Average PUVR (Front and Back) on Trades			\$ 3,095	\$ 14,424
Hard Pack Per Unit UV			\$ 1,430	\$ 29,700
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	\$ 57,699.09
Advertising Credits Per Unit			\$ 100	\$ 108,227
Total Washout PNVR (Adjusted for %s)			\$ 8,260	\$ 165,926
Note: This does not include future Gross Opportunities				\$ 355,190



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	\$ 43,200
UV Wholesale Increase	\$ (12,227)

UV Recon Increase	\$ 31,545
UV Retail PUVR Increase	\$ 213,926
Hard Pack Increase UV	\$ 98,842
Hard Pack Increase NV	\$ 173,088
Doc Fee/Admin Fee/ Service Charge Increase	\$ 356,406
OEM Incentives Increase	\$ 100,800
Floorplan Assistance Increase	\$ 48,879
Advertising Credit Increase	\$ 28,835
Front End Variance (from above)	\$ 692,389
Additional Income Variance	\$ 1,298,718
Total Variance	\$ 1,991,107
Total Projected Gross Profit	\$ 4,262,283





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	\$ 300	X 50% Gross	\$ 150	\$ 77,400
Trade %	30%	# of Trades	154.8	154.8
UV Immediate Wholesale %	20%	# of Trades Immediate Wholesaled	31.0	31.0
Average Recon on U/C Trade	\$ 913	X 50% Gross	\$ 456	\$ 56,519
Average PUVR Wholesale			\$ (708)	\$ (21,906)
Average PUVR (Front and Back) on Trades			\$ 3,095	\$ 383,285
Hard Pack Per Unit UV			\$ 1,430	\$ 221,364
Hard Pack Per Unit NV			\$ 601	\$ 310,116

Doc Fee/ Admin Fee Per Unit	\$	998	\$	638,560
OEM Incentives Per Unit	\$	350	\$	180,600
Floorplan Assistance Per Unit	\$	170	\$	87,576
Advertising Credits Per Unit	\$	100	\$	51,662
Total Washout PNVR	\$	8,260	\$	4,262,283
Note: This does not include future Gross Opportunities				

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

