

## Current Data

New Retail Deliveries YTD (units)	457
Month of Year	12
Average # Retail Units Delivered Per Month	38
Total # Units Currently in Inventory	47
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.7
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,498
CURRENT Monthly Gross Profit	\$ 95,132
CURRENT Yearly Front End Gross Profit Total	\$ 1,141,586

## Projection

	12.0
\$	2,100.0
	47
\$	98,700
\$	3,568
\$	1,184,400
\$	42,814

## Additional Income

				Monthly
				9
Current New Vehicle F&I Average PVR		1468		\$ 13,212
PDI & Accessory Sales PVR		X 50% Gross	\$ -	\$ -
Trade %	42%	# of Trades	3.8	\$ 736

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	1.5	\$	1,419
Average Recon on U/C Trade	1251	X 50% Gross	\$ 626	\$	6,770
Average PUVR Wholesale			\$ 487	\$	1,247
Average PUVR (Front and Back) on Trades			\$ 2,985	\$	-
Hard Pack Per Unit UV			\$ 550	\$	2,592
Hard Pack Per Unit NV			\$ -	\$	18,297
Doc Fee/ Admin Fee Per Unit			\$ 230	\$	-
OEM Incentives Per Unit			\$ 2,033	\$	-
Floorplan Assistance Per Unit			\$ -	\$	3,567.83
Advertising Credits Per Unit			\$ -	\$	44,273
Total Washout PNVR (Adjusted for %s)			\$ 7,510	\$	47,841
<b>Note: This does not include future Gross Opportunities</b>				\$	352,952



<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>
Additional NV Units	108
NV F&I Increase	\$ 158,544
PDI & Accesory Increase	\$ -
UV Wholesale Increase	\$ 8,836

UV Recon Increase	\$ 17,024
UV Retail PUVR Increase	\$ 81,240
Hard Pack Increase UV	\$ 14,969
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 31,100
OEM Incentives Increase	\$ 219,564
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 42,814
Additional Income Variance	\$ 531,276
<b>Total Variance</b>	<b>\$ 574,090</b>
<b>Total Projected Gross Profit</b>	<b>\$ 4,235,427</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	564
Average <u>Front End</u> Gross Profit PNVR	\$ 2,498
Annualized Yearly Front End Gross Profit Total	\$ 1,408,872



ACADEMY

## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,468	\$ 827,952
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	42%	# of Trades	236.9	236.9
UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	94.8	94.8
Average Recon on U/C Trade	\$ 1,251	X 50% Gross	\$ 626	\$ 88,901
Average PUVR Wholesale			\$ 487	\$ 46,144
Average PUVR (Front and Back) on Trades			\$ 2,985	\$ 424,252
Hard Pack Per Unit UV			\$ 550	\$ 130,284
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 230	\$ 162,409

OEM Incentives Per Unit	\$ 2,033	\$ 1,146,612
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 7,510</b>	<b>\$ 4,235,427</b>
<b>Note: This does not include future Gross Opportunities</b>		

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

